



Atos Cloud Infrastructure Migration & Management

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Cloud Infrastructure Migration and Management Vendor Assessment for Atos is a comprehensive assessment of Atos's cloud infrastructure migration and management offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for cloud infrastructure migration and management services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the cloud infrastructure migration and management sector.

Key Findings & Highlights

Atos was formed in 1997 as the result of a merger between French IT services firms, Axime and Sligos, with a focus on infrastructure management services.

In July 2011, Atos announced the acquisition of Siemens IT Solutions and Services, making the resulting firm one of the top ten global IT services providers and the largest European IT Service provider. Atos' IT infrastructure management capabilities more than doubled with the acquisition, and the company became a top 3 IT infrastructure management provider in Europe.

Atos entered the cloud market late, through a 2012 investment in Canopy. In February 2015, Atos took sole ownership of its Canopy cloud joint venture, by acquiring the shares owned by EMC and VMware. All Atos offerings in the scope of cloud computing continue to go to market under the Canopy name.

Atos aims to support clients in planning their migration, executing the migration, and then operating the resulting ecosystem. Atos is strategically leveraging open source platforms, where appropriate, to minimize lock-in and utilize broadly tested and developed approaches. Open source projects underpin Atos' offerings, such as its application migration tools and PaaS.

Atos is already a leader in European cloud services, so the key to future growth will be for it to expand geographically. The Xerox ITO acquisition provides a foothold into the American market which needs to be expanded to sustain the growth being targeted.

Scope of the Report

The report provides a comprehensive and objective analysis of Atos's cloud infrastructure migration and management offerings, capabilities, and market and financial strength, including:

- Analysis of the company's offerings and key service components
- Revenue estimates
- Identification of the company's strategy, emphasis and new developments
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses, and outlook.



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