



# Atos Digital Manufacturing Services

Vendor Assessment  
Report Abstract

December 2019

Dominique Raviart  
Practice Director  
NelsonHall

12 pages

[research.nelson-hall.com](https://research.nelson-hall.com)





## Who Is This Vendor Assessment For?

NelsonHall's Digital Manufacturing Services Assessment for Atos is a comprehensive assessment of Atos' digital manufacturing service offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for digital manufacturing/industrial IoT services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the growing industrial manufacturing services sector.

## Key Findings & Highlights

Through the 2011 acquisition of Siemens IT Services and Solutions (SIS), Atos gained a large footprint in the manufacturing sector, mostly in DACH, bringing specialized capabilities such as shop floor automation expertise.

Atos provides IT services through its Manufacturing, Retail, and Transport (MRT) segment, which is its largest vertical. The largest MRT client of Atos is Siemens, which also is its largest shareholder. Siemens continues to play a unique role in the manufacturing portfolio, mostly through joint investment in offerings, and around specific software products of Siemens, such as SIMATIC, Teamcenter, and MindSphere.

Atos' other MRT top ten clients include a large North American logistics firm, Conduent, Daimler, Philipps, a conglomerate specialized in tourism and entertainment complexes, a large aerospace & defense group, J&J, a U.K. postal company, Rheinmetall and a large German pharmaceutical firm.

Atos has had mega-relationships with its largest MRT clients, often with a significant multi-year IT infrastructure management contact as a foundation and complemented by horizontal and sector-specific IT services.

As part of its verticalization strategy, Atos is further adopting the model brought by Syntel to add domain-specific IT services, within Business Platform & Services (BP&S), its consulting and application services division.

As part of this strategy, BP&S has an MRT-dedicated unit in each of Atos' GBUs (i.e., geography).

In the manufacturing space, BP&S has focused on new offerings, e.g.,

- Industry 4.0 and IoT
- Industrial data analytics
- Digital enterprise (e.g., PLM, MES, cybersecurity, and ERP)
- Additive manufacturing.



## Scope of the Report

The report provides a comprehensive and objective analysis of Atos' digital manufacturing 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.

## Contents

1. Background
2. Revenue summary
3. Key offerings
4. Delivery capability and partnerships
5. Target markets
6. Strategy
7. Strengths and weaknesses
8. Outlook

## Report Length

10 pages.

## Report Author

Dominique Raviart

[dominique.raviart@nelson-hall.com](mailto:dominique.raviart@nelson-hall.com)