



Atos

Key Vendor Assessment Report Abstract

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87 pages





Who Is This Key Vendor Assessment For?

NelsonHall's Key Vendor Assessment for Atos is a comprehensive assessment of its offerings and capabilities designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the IT Services/BPO markets
- Sourcing managers monitoring the capabilities of existing suppliers of business process and IT outsourcing and identifying vendor suitability for BPO and IT services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IT Services/BPO sectors.



Key Findings & Highlights

Atos, Worldline now two standalone companies

Advance 2021: The Road Ahead for Atos

In its new 3-year plan, Atos is targeting organic CAGR of 2-3% between 2019 and 2021 and further operating margin expansion.

Key pillars of the plan include:

- RACE: (Road to Agile Competitiveness & Excellence), essentially the successor to various TOP plans, with a greater focus on direct costs rather than optimizing G&A
- Strengthening the vertical GTM, particularly in B&PS. Atos currently has four vertical market units: the emphasis is on seven industries within these.

Where IDM has been the growth engine in recent years, the growth engine over the next three years will be B&PS, which should benefit from portfolio and delivery capabilities acquired with Syntel and the stronger GTM approach.

Atos-Syntel integration progressing well in North America

Turnarounds in progress in North America and Germany

Scope of the Report

The report provides a comprehensive and objective analysis of Atos' IT and business process services 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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Report Length

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