



# Cognizant

Quarterly Update  
Report Abstract

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by Rachael Stormonth  
NelsonHall

13 pages





## Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Cognizant provides a snapshot of developments at the company in the last quarter. It accompanies NelsonHall's more comprehensive Key Vendor Assessment program.

Both programs are designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT Services markets
- Sourcing managers monitoring the capabilities of existing suppliers of IT and BPO services and identifying vendor suitability for these 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 BPO/IT services sector.



## Highlights

**Q4 2017 Performance: Strong end to Year; Revenues Again at Upper End of Guidance, Margin Continues to Strengthen**

- Revenue growth is supported by acquisition
- Second quarter of y/y adjusted operating margin expansion: the drive to reduce corporate costs is taking effect

**Solid performance throughout 2017 as Cognizant executes on 2020 Plan**

- Revenues within guidance
- Non-GAAP operating margin tops guidance

**Positive outlook for 2018**

Guidance includes:

- Revenue growth similar to 2017, will again include some inorganic growth
- Significant margin expansion

**Two acquisitions in Europe to expand Cognizant Digital Business**

**In U.S., announces formation of The Cognizant Foundation**

*This Quarterly Update on Cognizant is 13 pages. For details, contact [guy.saunders@nelson-hall.com](mailto:guy.saunders@nelson-hall.com)*

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## Scope of the Report

The report provides a quarterly update on Cognizant, looking at financial performance and key developments during the period.

It accompanies NelsonHall's Key Vendor Assessment program which looks at Cognizant's IT and BPO offerings, capabilities, and market and financial strengths, including:

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

## Report Length

13 pages

## Report Authors

Rachael Stormonth