



# Cognizant

Quarterly Update  
Report Abstract

August 2018

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NelsonHall

15 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

**Cognizant is halfway through a 3-year plan and is on track**

**Q2 2018 performance: revenues at low end of guidance impacted by ongoing softness in large banks; shift from legacy to digital work and margin improvement continue**

**Continues to acquire: expanding in healthcare into provider market; looking for further internationalization, also vertical diversification**

**Full year guidance implies further M&A activity and margin softening in H2**

**Announces second restructuring program targeted at top of pyramid in the 3-year plan**

**New corporate logo and website refresh**

*This Quarterly Update on Cognizant is 15 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

15 pages

## Report Authors

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