



# DXC Technology

## Key Vendor Assessment Report Abstract

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52 pages





## Who Is This Key Vendor Assessment For?

NelsonHall's Key Vendor Assessment for DXC Technology is a comprehensive assessment of DXC Technology's offerings and capabilities, designed for:

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



## Key Findings & Highlights

DXC Technology's three-year financial targets for the three-year FY18-20 period include:

- Stable revenues, with growth of 1-4% by FY20, following declines in FYs 18 and 19
- Adjusted EBIT margin of 14-15% by FY20; it is now targeting 15-16% following overachievement of cost savings targets in FY18
- FCF at 100% or more of net income

Also, capital allocation policy: 30% capital return to shareholders.

The Key Vendor Assessments looks at various initiatives that DXC is undertaking to:

- Transform its delivery organization
- Rationalize, develop and standardize its portfolio across each of its offerings families. DXC has worked at speed and with rigor in pulling together a simplified global set of offerings, continuing, accelerating work that had commenced in both CSC and HPE ES
- Develop the GTM to have a greater 'digital transformation' orientation.

## Contents

1.	Strategy
2.	Background
3.	Financial Analysis
4.	Organization Structure
5.	Target Markets
6.	Key Offerings
7.	Strengths & Challenges
8.	Emphases and Priorities in FY18/9
9.	Outlook

## Scope of the Report

The report provides a comprehensive and objective analysis of DXC Technology's IT services and BPO 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 client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, challenges and outlook.

## Report Length

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## Report Author

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