



DXC Technology

Quarterly Update
Report Abstract

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15 pages





Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on DXC Technology (DXC) 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

Q3 FY18 Performance: Revenue Runoff Less Than Expected, Significant Margin Expansion Continues

- Initial Year 1 cost savings target increased by \$100m.

Bookings: a mixed bag

- BPO strong but Industry IP, GIS, Cloud, all disappoint
- Digital revenue growth and B2B rates lag peers

Scaling digital account teams

- Results in pilot accounts have been promising

Decision to spin off USPS delayed to May

Another ServiceNow acquisition

Now has five 'digital transformation centers'

Slew of departures of former HPE ES senior execs

For details on how to subscribe to the Quarterly Update Program, please contact guy.saunders@nelson-hall.com.

DXC is one of nearly 20 vendors covered each quarter.

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M&A and Investments

New Partnerships and Offerings

Recent Contracts

Immediate Challenges

Appendix A: Financials

Appendix B: Three-Year Target

Appendix C: DXC Board, Leadership and Senior Management Team

Scope of the Report

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

Report Length

15 pages

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