



# Sopra Steria Digital Manufacturing Services

Vendor Assessment  
Report Abstract

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## Who Is This Vendor Assessment For?

NelsonHall's Digital Manufacturing Services Assessment for Sopra Steria is a comprehensive assessment of Sopra Steria's digital manufacturing service offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for digital manufacturing/industrial IoT services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the growing industrial manufacturing services sector.

## Key Findings & Highlights

Sopra Steria is known for the work it provides for financial services clients (26% of revenues in H1 2019) and public sector (23% of revenues). In the manufacturing space, Sopra Steria has been selective in its client presence and focused most of its activity on the aerospace sector and defense along with transport, automotive and logistics. Aerospace, defense, and homeland security accounted for 18% of revenues in H1 2019. NelsonHall estimates revenues from other manufacturing represented less than 5% of revenues.

The aerospace sector is strategic for Sopra Steria, as its largest client is Airbus.

Sopra Steria provides digital manufacturing services to its clients through several different units that work in coordination: Aeroline; Transport, Automotive and Logistics, and its digital center of expertise.



## Scope of the Report

The report provides a comprehensive and objective analysis of Sopra Steria's digital manufacturing 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.

## Contents

1. Introduction and Background

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2. Offerings and Capabilities

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3. Delivery Network

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4. Client Examples

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5. Strategy

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6. Strengths and Challenges

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## Report Length

Ten pages.

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