



Steria

Key Vendor Assessment Report Abstract

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79 pages





Who Is This Key Vendor Assessment For?

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

- Sourcing managers monitoring the capabilities of existing suppliers of business process and IT outsourcing and identifying vendor suitability for BPO and IT services
- Sourcing managers looking to identify vendors for specific types of engagement
- Consultants advising clients on vendor selection
- Financial analysts and investors specializing in the BPO/IT services sector
- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT services markets
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers.



Key Findings & Highlights

By size, if not by capability, Steria is a second-tier European IT services provider. Where a few years ago its aspiration was to improve visibility and perceived eligibility for large deal opportunities, the aspiration now is to position as a "Trusted Transformation Partner", supporting clients on their transformation journey with transformation occurring at the business process, application, and IT infrastructure levels.

Steria's financial targets for 2016 include:

- An adjusted operating margin of 8%
- Positive free cash flow, following two years of negative cash flow
- Net financial debt of < 150m
- Revenue of 2bn, a CAGR of ~3.5% organic growth.

Steria has also publicly shared its targeted 2013-2016 revenue CAGR (organic) by service line.

The most ambitious of these targets is AM, where, if Steria achieves its target, it is likely to have outperformed other European IT services vendors.

This Key Vendor Assessment considers Steria's capabilities in support of this positioning and also some of the challenges it faces.

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Scope of the Report

The report provides a comprehensive and objective analysis of Steria's IT and business process services 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.

Report Length

79 pages

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