



# Unisys

## Key Vendor Assessment Report Abstract

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57 pages





## Who Is This Key Vendor Assessment For?

NelsonHall's Key Vendor Assessment for Unisys is a comprehensive assessment of the company's offerings and capabilities 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 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 BPO/IT services sector.

## Key Findings & Highlights

This Key Vendor Assessment on Unisys focuses on its Services business.

Since the arrival of Peter Altabef as CEO, Unisys has been executing well on a corporate transformation that has including taking out cost, transforming the go to market model, and shaping and enhancing the portfolio. 2018 was the third consecutive year where Unisys met or exceeded guidance on all the metrics it has provided.

The effectiveness of the company turnaround is more recently illustrated by quarterly performance in Q2 2019, when Unisys delivered its highest revenue growth for over 20 years, with Services delivering its fifth consecutive quarter of positive growth. The focus on cost reduction has been evident since his arrival and SG&A costs reached a targeted percentage of revenue.

Unisys has been investing in modernizing selected industry IP, also in some cases developing new offerings. That emphasis has evolved to productizing some of its Services offerings, and 2018 and 2019 have seen the launches of solutions such as InteliServe and Cloud Forte. These are all discussed in this Key Vendor Assessment.

A tagline, 'Securing Your Tomorrow' illustrates that positioning on cybersecurity is at the heart of all its offerings, both in stand-alone solutions such as Stealth and TrustCheck, also to emphasize that security is an inherent part of much of its work, including in border security work. Unisys is incorporating Stealth in many of its Services offerings, and claims this has become a differentiating factor in some pursuits.

As part of a land and expand strategy within Services, Unisys is looking to increase the revenue from its ClearPath Forward install base by expanding the services provided to these clients, for example to help modernize their infrastructure capabilities in support of their core applications.

There has been a clear push into the U.S. state government sector around infrastructure modernization, and Unisys has secured some

significant new logo Services wins, including deals involving asset transfer: these are impacting cash flow in 2019.

Services operating margin remains wafer thin and margin expansion in Services remains a priority. Unisys continues to work on integrating intelligent automation and emerging technologies to help improve the efficiency of the Services delivery engine.

## Scope of the Report

The report provides a comprehensive and objective analysis of Unisys' IT and BPM offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphases and new developments
- Revenue estimates
- 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.

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## Report Length

57 pages

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