



# Unisys

Quarterly Update  
Report Abstract

February 2019

by Rachael Stormonth  
NelsonHall

11 pages





## Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on EXL 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 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

**Q4 performance: maintains growth trajectory, led by Services. Services margins impacted by ramp ups in U.S. state managed services contracts**

**2018 performance: first year of topline growth in fifteen years as company executes on growth strategy for Services; margins beat guidance**

**2019 guidance: continuing story of low single digit growth, led by Services, and AEBITDA margin expansion**

**Stealth remains key, though not in itself a major revenue generator**

*This Quarterly Update on Unisys is 11 pages long.*

*For details of the NelsonHall Quarterly Update program, please contact [guy.saunders@nelson-hall.com](mailto:guy.saunders@nelson-hall.com)*

## Contents

Overview

---

Financials

---

Recent Contract Awards

---

M&A and Investments

---

Partnerships, New Offerings

---

Immediate Challenges

---

Appendix A: Financials

---

Appendix B: Key Account Metrics

---

Appendix C: Employee Data

---

## Scope of the Report

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

It accompanies NelsonHall's Key Vendor Assessment program which looks at Unisys' IT and BPO offerings, capabilities, and market and financial strengths, including:

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

## Report Length

11 pages

## Report Authors

Rachael Stormonth