



# Atos

Quarterly Update  
Report Abstract

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16 pages





## Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Atos 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 2017 performance: steady organic growth, despite weaknesses in North America**

- North America (essentially the U.S.) continues to be impacted by revenue declines for UCC, and in I&DM. Patrick Adiba, who has been based in Dallas since last fall, takes over leadership of the region. (New Chief Commercial Officer, an external recruit)
- Germany continues its recovery
- Benelux stabilizing

Strong quarter of new bookings:

### **Full year results: 10% CC growth, boosted by acquisition, margin continues to improve**

- 2.3% organic growth, in line with guidance. Claims Digital Transformation Factory offers accounted for 23% of group revenue, with particularly strong growth in Canopy Orchestrated Hybrid Cloud, and Atos Digital Workplace, to €0.8bn.
- Adjusted operating margin expansion in line with guidance
- Group book to bill was 110%, boosted by Q4 bookings.

### **Starts 2018 with another Siemens spin off acquisition**

### **Full year 2018 guidance: similar trajectory to 2017**

### **Priorities in 2018**

Include action plan for North America: has a new head, who formerly led the sales organization globally

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M&A and Investments

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Partnerships, New Offerings

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Appendix B: Bookings

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Appendix C: Ambition 2019 Plan

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Appendix D: Employee Data

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## Scope of the Report

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

It accompanies NelsonHall's Key Vendor Assessment program which looks at Atos' 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

16 pages

## Report Authors

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