



## Digital Manufacturing Services

# Atos

### Report Abstract

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## Who is This Vendor Assessment For?

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NelsonHall's digital manufacturing services profile on Atos is a comprehensive assessment of Atos' offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of digital, industrial IoT, and industrial IT services
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IT services sector and examining growth areas within IT services.

## Key Findings & Highlights

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This NelsonHall vendor assessment analyzes Atos' offerings and capabilities in digital manufacturing services.

Through the 2011 acquisition of Siemens IT Services and Solutions (SIS), Atos gained a large footprint in the manufacturing sector, mainly in DACH, bringing specialized capabilities such as shop floor automation expertise.

As part of its verticalization strategy, Atos launched its SPRING program. SPRING is primarily focused on GTM. As part of this initiative, Atos has invested in making its offerings more verticalized. Atos emphasizes its capabilities in engineering and R&D services, from product design and engineering to industrial IT and aftermarket services. Atos has also developed several offerings relevant to industrial IT, such as OT security. Finally, Big Data & Cybersecurity (BDS), the software and hardware product arm of Atos, has been active recently at several levels, mostly edge devices and IoT security products.

As part of SPRING, Atos has its Manufacturing segment, which targets clients in chemicals, CPG, pulp and paper, automotive, aerospace, discrete manufacturing, metals and mining, and industrial services.

The largest Manufacturing client of Atos is Siemens, which also is its largest shareholder. Siemens plays a unique role in the manufacturing portfolio, primarily through joint investment in offerings and around specific software products of Siemens, such as SIMATIC, Teamcenter, and MindSphere.

Atos' other Manufacturing top ten clients include a significant a major European automotive OEM, Conduent, Daimler, a large aerospace & defense group, J&J, and Rheinmetall.

Atos has had mega-relationships with its largest Manufacturing clients, often with a significant multi-year IT infrastructure management contact as a foundation and complemented by horizontal and sector-specific IT services.

## Scope of the Report

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The report provides a comprehensive and objective analysis of Atos’s digital manufacturing service offerings and capabilities, and market and financial strengths, including:

- Identification of the company’s strategy, emphasis, and new developments
- Analysis of the company’s strengths, weaknesses, and outlook
- Revenue estimates
- 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 offerings and key service components
- Analysis of the company’s delivery organization including the location of delivery locations.

## Digital Manufacturing Services Vendor Assessments also Available for:

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- Accenture
- Atos
- Capgemini
- Cyient
- DXC
- IBM
- Infosys
- Samsung SDS
- Sopra Steria
- Tata Elxsi
- Tech Mahindra
- T-Systems
- Wipro.

## About The Author

Dominique Raviart is the IT Services Practice Director at NelsonHall, with global responsibility for IT Services research programs.

Dominique covers IT Services research in the areas of Software Testing/QA, Big Data and Analytics Services, Salesforce services, and IoT Services. Dominique has been part of NelsonHall's IT Services analyst team since 2007, providing comprehensive and insightful coverage of IT services markets in the world. In particular, he is widely known for his extensive knowledge and coverage of software testing, having examined recently digital testing and DevOps/continuous testing. Dominique assists both buy-side and vendor organizations in assessing opportunities and supplier capability across IT service lines.

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NelsonHall is the leading global analyst firm dedicated to helping organizations understand the 'art of the possible' in digital operations transformation. With analysts in the U.S., U.K., and Continental Europe, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. And for vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall's research is based on rigorous, primary research, and is widely respected for the quality, depth and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at [guy.saunders@nelson-hall.com](mailto:guy.saunders@nelson-hall.com)

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