



Key Vendor Profile

Key Vendor Assessment

Atos

Report Abstract

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NelsonHall

81 pages

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Who is this Vendor Assessment for?

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

- Marketing, sales and business managers developing strategies to target service opportunities within the BPS/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 sectors.

Key Findings & Highlights

- Atos has grouped its Digital and BDS business units into Evidian and will spin it off and float it on the stock markets in 2023
- Tech Foundations, the remaining unit within Atos, will undergo a significant transformation that includes contract renegotiations, cost savings, and portfolio management
- Within Evidian, Digital will accelerate on HR transformation with measures such as further offshoring, sub-contractor management, and pyramid reshaping. BDS, Evidian's technology unit, will focus on further strengthening its product portfolio, especially in its Advanced Computing unit
- Atos' transformation will take a long time to achieve, especially in Tech Foundations and, to a lesser extent, Digital.

Scope of the Report

The report provides a comprehensive and objective analysis of Atos's offerings, 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.

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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About NelsonHall

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. Continental Europe, and Asia, 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. 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.

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