



DXC Technology

Quarterly Update
Report Abstract

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NelsonHall

13 pages





Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on DXC Technology (DXC) 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 and BPO services and identifying vendor suitability for these 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.



Highlights

Q4 and FY18 performance: revenue runoff less than expected; above target cost savings and automation drive significant margin expansion. But lack of momentum in bookings

- Q4 revenues above expectations; improving growth in digital, though analytics, cyber remain weak
- FY18 revenues: revenue decline from traditional services was less than expected, but so was the rate of growth in some of the new offerings
- Exceeds Year 1 initial cost savings target by \$100m; drives major margin improvement across all segments
- B2B excluding USPS reaches 1x
- Anticipates flat growth in FY19

Two more acquisitions add scale to DXC's Eclipse practice

USPS spins off late May; Perspecta starts trading June 1

For details on how to subscribe to the Quarterly Update Program, please contact guy.saunders@nelson-hall.com.

DXC is one of nearly 20 vendors covered each quarter.

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Scope of the Report

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

Report Length

13 pages

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