



Atos

Quarterly Update
Report Abstract

August 2017

by Mike Smart
NelsonHall

14 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

Q2 2017 performance: improving organic growth, despite impact of Unify S&P

- North America impacted the most, but had a very strong book-to-bill and expected to achieve mid-single digit growth by Q4
- Good momentum in the U.K. in spite of scope reduction at BBC.

H1 2017 performance: margin expansion despite Unify S&P integration

- Progress on integrating Unify S&P. Expected to reach growth by Q4, led by the U.S. and France
- B&PS benefiting from industrialization program
- Progress on automation in I&DM.

Launch of prescriptive SOC managed security services offering.

Worldline Acquiring to Expand Footprint in Northern Europe

Headcount down sequentially; this reflects both the impact of automation and Atos modernizing the skills of its workforce.

This Quarterly Update on Atos is 15 pages.

Contents

Overview
Financials
M&A and Investments
Partnerships, New Offerings
Recent Contract Awards
Immediate Challenges
Appendix A: Financials
Appendix B: Bookings
Appendix C: Ambition 2019 Plan
Appendix D: Employee Data

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

14 pages

Report Authors

Rachael Stormonth