Atos
Next Generation EUC Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Next Generation EUC Services vendor assessment for Atos is a comprehensive assessment of Atos' next generation EUC services offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for EUC services

- Vendor marketing, sales and business managers looking to benchmark themselves against their peers

- Financial analysts and investors specializing in EUC services sector.

Key Findings & Highlights

Atos had calendar year (CY) 2016 revenues of ~€11.7bn and a headcount of 100k at the end of September 2016. It has provided a guidance of revenue growth of 9% (~€12.8bn) at CC in full-year 2017. Its market cap is ~€13bn.

In Q4 2016, Atos introduced a three-year strategy with a focus on digital transformation, which is centered around offerings in its "Digital Transformation Factory". These offerings include:

- Atos Canopy Orchestrated hybrid cloud

- Digital Workplace: includes service desk, mobile, cloud, and UCC including Unify Circuit

- SAP HANA by Atos

- Atos Codex: analytics, cognitive and IoT.

These four digital transformation offerings span Atos globally and are intended to drive a ~3% CAGR in CS/CC in the 2017-2019 timeframe.

Atos' Digital Workplace Services offering has six sub-components:

- Advisory, consulting, and design

- Business and vertical solutions

- Transformation and management of change

- UC and collaboration

- Help and interaction center

- Secure digital workplace platform.

Atos has ~14k FTEs across Workplace Services, of which ~8.7k FTEs are dedicated to global service desk delivery and run services, and ~5k FTEs are dedicated to build services (on/offshore mix).

Scope of the Report

The report provides a comprehensive and objective analysis of Atos' next generation EUC service offerings, capabilities and market and financial strength, including:

- Analysis of the company's offerings and key service components

- Revenue estimates

- Identification of the company's strategy, emphasis and new developments

- 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 strengths, weaknesses and outlook.

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