



Atos IoT Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's IoT services vendor assessment for Atos is a comprehensive assessment of Atos' IoT service offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for IoT services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IoT sector.

Key Findings & Highlights

Atos' background in IoT comes from its payment terminals (through its Worldline subsidiary), which has a number of contracts with Atos for the management of payment terminals, and from the former Siemens IT Solutions and Services (which had embedded systems capabilities, and developed the Siemens Remote Service product). In 2010, Atos launched its IoT offering, initially with Worldline (WLN) providing an IoT software based service. Two flagship contracts were the French contract to manage speed cameras (until 2016) and the Renault R Link connected car system.

In parallel to this, Atos' Consulting & System Integration (C&SI) provided consulting and systems integration services around IoT services. C&SI also relied on its engineering service capabilities (~800 personnel) providing mechanical engineering, and embedded systems services, and on its manufacturing, retail, and transport (MRT) ERP/SAP-PLM-MES expertise.

In mid-2015, Atos made two significant changes to its IoT organization and portfolio:

- It set up a center of expertise across all of its GBUs/geographies, expanding from C&SI and WLN to Managed Services (MS) and Big Data and Security (BDS)
- In November 2016, Atos announced a reorganization of its divisions: C&SI was renamed "Business & Platform Solutions" (B&PS), and is focusing on Digital Transformation Factory (DTF). Within DTF, Atos Codex combines data analytics and IoT services. It has expanded and repositioned its service portfolio. Worldline brings a client base in the retail and payment industry, with strengths in connected cars, fleet management, and connected home. It offers a pay-per-use pricing model, whether hosted by WLN, by AWS, or by Microsoft. B&PS is open to other IoT platforms (e.g. Microsoft Azure IoT and Siemens MindSphere) and has a more traditional project based pricing model. Its areas of strength are in smart city, industry 4.0, utilities, and media.

Scope of the Report

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

- Analysis of the company's offerings and key service components, accelerators, and "platforms"
- 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
- Analysis of the company's strengths, weaknesses and outlook.



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Report Length

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