



Atos Virtual Desktop Services and BYOD

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Virtual Desktop Services and BYOD Vendor Assessment for Atos is a comprehensive assessment of Atos' virtual desktop services and BYOD offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of recruitment process outsourcing and identifying vendor suitability for IT services, end-user computing services and virtual desktop technology and services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IT services sector.

Key Findings & Highlights

Since the acquisition of Siemens IT Solutions and Services in 2011, Atos is a major IT infrastructure management vendor. The company had 2012 revenues of ~€4.1bn in its Managed Services unit. This positions the firm as the largest Europe-headquartered provider of IT infrastructure services. The company services ~2.1m desktops, whether physical or virtual. It derived in 2012 desktop service revenues of ~€1.2bn. This represents ~30% of the revenues of Managed Services.

The company has virtual desktop and BYOD capabilities in two offerings:

- Virtual devices
- Adaptive Workplace Anytime: Anytime Workplace

In addition, through its joint-venture with EMC and VMware, Canopy, Atos has developed a new virtual desktop offering.

Atos also offers BYOD and enterprise mobility services. It promotes its BYOD under the name of user-owned devices (UOD). Under the offering, each personnel accesses a portal, is identified as well as its device and is given access to a number of applications given his/her profile, location and device. Atos asserts that access to applications for new users requires a maximum of 7mn for new profiles.

UOD targets primarily PCs or Apple Macs and to a lesser extent smart phones and tablets:

- Essentially, Atos provides BYOD/UOD services based on its virtual desktop service offering (see previous section), whether based on Workplace Anytime, its virtual desktop service or Canopy Next Generation Workspace
- UOD also draws on enterprise mobility service components e.g. Mobile Device Management (see next section on Enterprise Mobility).

Scope of the Report

The report provides a comprehensive and objective analysis of Atos' virtual desktop services and BYOD 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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Report Length

12 pages

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Vendor Assessments Also Available for:

CGI, Getronics, KPN IT Solutions, Orange Business Services, Tech Mahindra, Unisys.