



Unisys Next Generation Application Outsourcing

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Next Generation Application Outsourcing Vendor Assessment for Unisys is a comprehensive assessment of Unisys' next generation application outsourcing offerings and capabilities designed for:

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

Key Findings & Highlights

Unisys, headquartered in Blue Bell, Pennsylvania, was founded in 1986 as the outgrowth of a merger between Sperry, a company that began building navigational equipment in 1910 and Burroughs, a company that started making adding machines in the late 1800s. Unisys' business focus was the selling of computing hardware. Unisys introduced its IT services unit in 1992 and by 1994, its largest business segment was services and solutions.

In early 2014, Unisys combined its IT outsourcing unit (global managed services and outsourcing), with its C&SI business unit to create its Enterprise Services organization, providing application services and consulting. The move was intended to help address the blurring lines in the market between managed services and systems integration. Within this new business line, application outsourcing is a key area of focus.

Unisys positions its application outsourcing offerings to serve the full application lifecycle. Fundamental to this positioning is enterprise portfolio management. Developing an application roadmap, linked to an existing strategy or helping to build a new strategy, is seen as the core of these end to end services.

Unisys has ~2,700 application services FTEs including 945 application management service FTEs and 972 modern development (including agile and DevOps) FTEs.

Scope of the Report

The report provides a comprehensive and objective analysis of Unisys' next generation application outsourcing 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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