



# Atos

**Quarterly Update  
Report Abstract**

**February 2017**

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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

- Q4 2016 performance:
  - Maintains CS/CC growth seen throughout the year of just under 2%
  - Strong B2B
- Full Year 2016 performance: meets all financial targets
- Guidance for 2017: CS/CC revenue growth of ~2%; operating margin expansion of 0.1 to 0.6 pts; FCF increase.
- New 3-Year Plan
  - Financial targets include CAGR of 2-3% (CS/CC); adjusted operating margin of 10.5-11.0%, with a margin catch-up in B&PS
  - Atos is also looking for acquisitions to contribute an additional €500m revenue by 2019
  - Growth plans center around offerings in what Atos calls its Digital Transformation Factory
  - MS and C&SI businesses rebranded
- Siemens strategic alliance increases joint innovation investment program funding
- Wordline expands in Europe
- First revenue contribution in U.S. from Anthelio
- Enters insurance BPO market in U.K. with Aegon.

This Quarterly Update on Atos is 14 pages.

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## 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

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