



Atos Smart IT Utilities Services

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Smart IT Utilities Services Vendor Assessment for Atos is a comprehensive assessment of Atos' smart IT utilities services offerings and capabilities designed for:

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

Key Findings & Highlights

Atos is working with utilities as they seek to transition from a traditional energy & utility industry, with energy provided via a fixed energy network with a single utility, to energy & utility 4.0 encompassing IIoT, hyper-connectivity, analytics, AI, real-time processing and hybrid cloud, which are added on to the traditional network. And finally, the transition to what Atos terms next energy & utility where everything is smart (i.e., smart building, smart cities, energy storage, micro-renewable, electric vehicle).

Key trends that Atos is discussing with utilities include:

- Power generation: need to reduce carbon footprint, increase generation of intermittent renewables, modernization of fleet by optimized control, digital twin
- Transmission and distribution: balancing the grid, predicting load and maintenance, and developing intelligent networks through smart grid and smart metering, demand-response, smart water
- Retail: providing 360-degree experience through omnichannel marketing, prosumer journey, developing new revenue streams and services including smart city, smart home, smart lighting and smart appliances
- Oil & gas: moving toward a circular economy and reducing and making better use of waste, improving operational excellence, and increasing digitalization.

Scope of the Report

The report provides a comprehensive and objective analysis of Atos' smart IT utilities 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.



Contents

1. Background

2. Revenue Summary

3. Key Offerings

4. Delivery Capability and Partnerships

5. Target Markets

6. Strategy

7. Strengths and Challenges

8. Outlook

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