Unisys
Application Outsourcing

Vendor Assessment
Report Abstract

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9 pages

Who Is This Vendor Assessment For?

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

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for application outsourcing services

- Vendor marketing, sales and business managers looking to benchmark themselves against their peers

- Financial analysts and investors specializing in the application services, application support and maintenance sectors.

Key Findings & Highlights

Unisys is headquartered in Blue Bell, Pennsylvania. It had 2013 revenues of $3.47m, including $3.00bn from IT services. Its headcount is ~23k, including ~6k in field services.

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.

In 2013, Unisys reconsidered its application outsourcing value proposition, with the intention of increasing its share of long term contracts, an approach that is consistent with its focus on multi-year IT infrastructure management contracts. This is also part of an initiative to expand the company's strength in L1 support, to include L2 and L3.

Within application services, Unisys is looking to:

- Expand its client base, from a majority in the U.S. federal sector to include more commercial sectors worldwide. Traditionally, Unisys has had a larger multi-year contract client base in the U.S. federal sector

- Expand focus around its software products (in the public sector, financial services, transportation and telecom verticals) from short term implementation projects to multi-year build, and run/build and enhance contracts

- Bundle or expand application management services with discretionary projects related to applications being maintained and supported. This is part of an effort by Unisys to expand from a contract focus with a given client, to a relationship with one marquee contract and sets of additional projects, whether around Unisys' strengths in specific software products or not.

Scope of the Report

The report provides a comprehensive and objective analysis of Unisys' 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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