

Atos NASPO Valuepoint Cloud Solutions

Date 08/05/2024



Atos

01

CIO Priorities and Needs

Summary

CIO priorities & needs

CIO priorities are fast evolving across all our key offering areas

Hybrid Cloud and Infrastructure (HCI)

- **Extract more value from hybrid cloud** (Data and AI) in a secure manner.
- Manage **the complexity** of increasing **multi-cloud** adoption.
- **Navigate** through **security**, **financial** management, **sovereignty**, and **observability** challenges.

Technology Advisory & Customized Services (TSS)

- **Accelerate pace and scale of innovation** capitalizing on emerging technologies.
- **Fast access** to digital skills to **bridge** the **gap** between **ambition** and **execution** of digital transformation initiatives

Digital Workplace (DWP)

- **Improve employee experience** by adoption of secure mobility, collaboration, remote working and Accessibility features
- **Drive a step change** in employee productivity through **data** and **generative AI**

Hybrid Cloud and Infrastructure

CIO priorities & needs



Value extraction
from hybrid cloud



Secure use of **data & AI**
in the public cloud



New complexity as
a result of increased
multi-cloud adoption



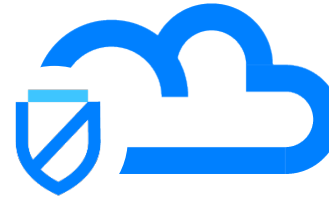
Governance and
compliance challenges
in a multi-cloud world



Cost transparency
& containment
challenges



Complexity and **Speed**
of modernization (Long
live the Mainframe)



Increased Cloud
nationalism
& **sovereignty**



Sustainability targets
reflecting increased
regulations

Technology Advisory & Customized Services

CIO priorities & needs



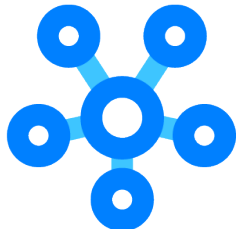
Pace of **technology innovation** and increased complexity



Timely exploitation of **emerging technologies**



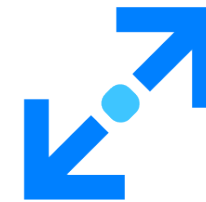
Shortage of **digital skills**



Speed of creating multi-disciplinary **innovation ecosystems**



Pace of **culture change**



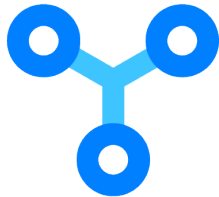
Scaling innovation

Digital Workplace

CIO priorities & needs



Continuous focus on **employee experience** and **Accessibility**



Drive a **step change** in employee **productivity** using **Generative AI**



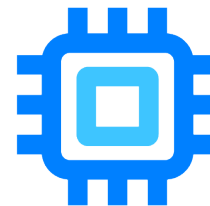
Remote working, collaboration and BYOD* policies



Ferocity, sophistication and scale of **digital threats**



Management of **IoT devices** as additional end points



Gen AI as top priority for >85% clients**

*Bring Your Own Device

**Source: Bain & Company

02

Atos Portfolio Value

The Foundation of Our Portfolio Strategy

Customer Intimacy



- **30yrs+ of Industry leading Managed Services** heritage in Digital Workplace, Infrastructure and the transformation to Hybrid Cloud
- **Client intimacy** from new CEO summits, client advisory groups and business outcome discussions

Fit for Purpose



- **Modernizing on-premise and new managed services** across the **cloud continuum**
- **New adjacent digital capabilities** in Cybersecurity, Major Events, Connected Solutions and Digital ID and pioneering decarbonization commitment

Sustainable Partner Ecosystem



- Harnessing the combined expertise, R&D and investments of **select technology partners to deliver the end to end**
- Upfront selection of **best fit complementary** products for faster solutioning answers

Portfolio positioning

Solving our clients' business challenges

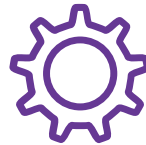


5 Outcome Tracks
reflecting customers
needs

**Modular portfolio
services to achieve
tangible business
outcomes**



**Accelerate Business Value
through Digitalization**



TCO Optimization



**Enabling a Sustainable
and Resilient Enterprise**



Secure the Enterprise



Engaged People for High Performance

New Atos End to End Services Portfolio

In Partnership with Eviden

Tech Advisory & Customized Services

- Technology Consulting
- Customized Services
- Maintenance & Support Services
- Integration Services

Business Change Management

IoT Industry Solutions

Application Services

- App Migrate & Modernize
- Application integration
- Application Management (SAP, Oracle ...)
- Application Performance Management
- Software Asset Management
- Enterprise Content Management

Cloud & Infrastructure

- Modern IT Infrastructure
- Modern Mainframe
- Hybrid Cloud Platforms
- Intelligent Networks
- Enterprise Application Operations
- Bridge
- Infrastructure Security

Digital Business Platforms

- Data Analytics & AI Services
- Connected Products & Services
- Mission Critical Communication
- Major Events

Industry Solutions

Digital Workplace

- Digital Workplace Advisory
- Engaged Employee Experience
- Accessibility
- Intelligent Care Center
- Intelligent Collaboration
- Digital Workplace Platforms

Digital Sustainability

Industry Solutions

Security

Cyber Security

Why clients stay with Atos

Experience across the IT continuum

Unique engineering heritage from over 30 years being trusted to manage across the IT continuum

Integration to orchestration

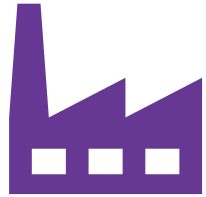
Integrating and orchestrating mission critical complex ecosystems and solutions

Sustainability, leveraging Tech for good

Committing to decarbonize IT through, low carbon and circular solutions with trusted transparency



What clients achieve with our Cloud Solutions

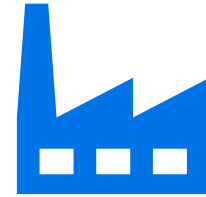


Global Manufacturing Company



32% reduced operational costs

Atos has implemented a hybrid cloud infrastructure, which included migration of 12,000 VMs in the first year. We managed it via cloud orchestration and service portal



Top Global Tire Manufacturer



70% reduced operational costs by 2025

Atos is IT partner of the client for **20+ years** providing Mainframe modernization and Migration services to AWS cloud with seamless Application and Infrastructure support once in the AWS cloud



What clients achieve with our Digital Workplace Solutions



Scottish Water
Always serving Scotland

Scottish Water

 **100%**

All 4000+ Devices managed remotely

With the right device for their role, users can access all the data and applications they need at any time, from anywhere (whether field-based or office-based).



Johnson & Johnson



60% higher agent productivity



50% reduction of manually handed tickets

Atos Digital Workplace enables J&J to increase the engagement, stimulate collaboration and enhance communications of their 220 thousand users in 81 countries and over 600+ sites

SIEMENS

~250 000 users
Worldwide,
150 countries

Global
leisure leader

~350 000 users
Worldwide



~130 000 users
Worldwide,
100 countries

BASF
We create chemistry

~105 000 users
Worldwide,
30 countries in
Americas and APAC

NOKIA

~95 000 users
Worldwide

enterprise
rent-a-car

~100 000 users
8,000 locations,
7 countries

nationalgrid

~40 000 users
UK and
North America

What clients achieve with our Major Event Solutions



On the way to Paris 2024

0.5 seconds

to transmit results to media, broadcasters and 4Bn fans worldwide

500k+

accreditations will be delivered for Olympic and Paralympic Games Paris 2024

- **Testing** 250K hours of testing to be proceed to ensure a safe and secure delivery
- **Orchestrate** 150+ key applications including the Olympic Diffusion System (ODS) and the Olympic Management System (OMS)
- **Manage** 300 000 applications recorded on the volunteer portal



Official Information Technology Partner for UEFA National Team Football

5 competitions

- UEFA EURO
- UEFA Nations League Finals
- European Qualifiers
- U-21 Championships
- FUTSAL Championships

8 years partnership

as Official Information Technology Partner for UEFA National Team Football until 2030

- Providing IT consulting and management and integration of hybrid infrastructures for the national team football competitions,
- End to end management of UEFA employees' digital workplace and Orchestration and management of cybersecurity services

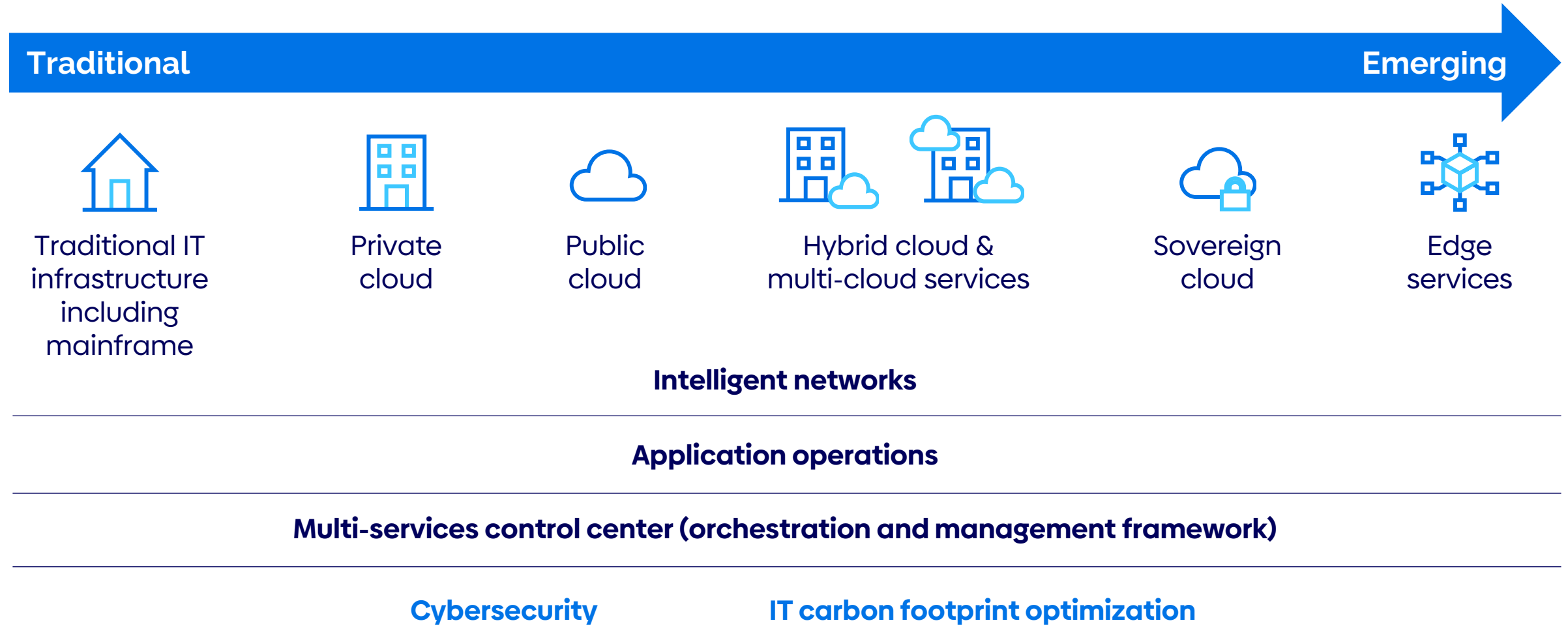


05

Offerings Deep Dive

Hybrid Cloud & Infrastructure

Delivering comprehensive portfolio of Managed Services across the cloud continuum



Hybrid Cloud Portfolio: Delivering True Hybrid Cloud

The 3 C's of a Hybrid cloud guarantee a better experience and TCO

Consistency of



Services



User experience



Operations

3 distinct Hybrid Cloud stacks



depending on customer maturity
and future cloud strategy

How we create value for customers

Close the gap between on-prem and off prem services

- Richness and sophistication
- End user experience
- Operations

Develop code once, deploy many

Apply consistent policies for security and governance

Aggregated telemetry and smarter instrumentation

Unified development and operations practices

Workload placement and demand-supply flexibility

... and creating value through new cloud-based services

Infra continuum

Traditional



Traditional IT infrastructure



Private cloud



Public cloud



Hybrid cloud & multi-cloud services



Sovereign cloud

Emerging



Edge services

managed on our multi-services platform

Multi-services control center



IT Operations Core



Config. Mgmt



Correlation



Anomaly



Automation

Data Hub



Data Catalogue



Data Core



AI/ML



Visualization

creating value through new services



Observability

- Application
- Infrastructure
- Business process
- Security



FinOps



Autonomous Ops



Resource management



Governance & compliance

Digital Workplace

From managing employee experience to creating business value

Comprehensive E-2-E DWP Portfolio



Advisory Services

- Employee Experience advisory services
- Accessibility consultancy
- Adoption services
- GEN-AI consultancy



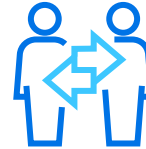
Digital Workplace Platforms

- Cloud-based, anywhere managed
- Device as-a-Service
- DevSecOps driven Digital workplace
- Decarbonized Device as-a-service



Intelligent Care Center

- Experience focused and automation driven
- Agentless service desk
- Hyper-personalization
- Predictive use care



Collaboration Services

- Copilot enabled
- Context aware collaboration
- Immersive Experience
- Citizen Developer
- Collective Intelligence



Employee Experience

- Employee Wellness
- XLAs and Enhanced Analytics
- Conversational UI for everything
- AI & GEN-AI powered
- Social Impact Commitment
- Digitalizing business operations

The new DWP portfolio



Engaged Employee Experience

- Employee Wellness
- XLAs and Enhanced Analytics
- Conversational UI for everything

- AI & GEN-AI powered
- Digitalizing business operations



Intelligent Collaboration

- Copilot enabled
- Context aware collaboration

- Immersive Experience
- Citizen Developer



Digital Workplace Platforms

- Hybrid centric & Cloud-based
- Device as-a-Service

- DevSecAxOps driven
- Decarbonized Device as-a-Service



Intelligent Care Center

- Experience focused and automation driven
- Persona-based

- Agentless service desk
- Hyper-personalization
- Predictive use care



New offerings

- Social Impact commitment

- GEN-AI consultancy

Embedded security in core offerings

A strong ecosystem of leading security partners

- Embedded in our DWP & HCI offerings
- Delivered through best-in-class partners

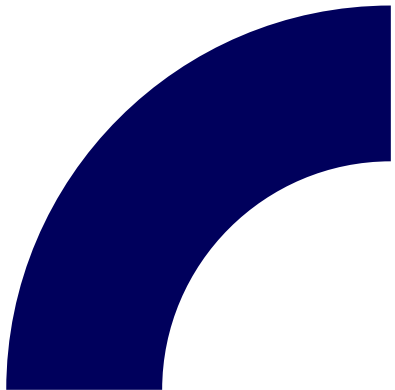


Atos Generative AI Portfolio

Democratizing innovation through Generative AI

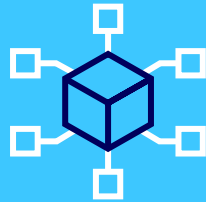
Augmenting
human **creativity**
and **productivity**.

Problem solving and
pushing the
boundaries of
democratizing
innovation through
Artificial Intelligence



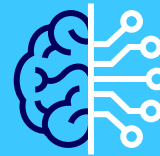
Consultancy

Guide customers in their AI journeys from strategy to execution



Embedded Solutions

Incident Guru | Corporate IQ



Custom GEN AI Solution Accelerators

Customer Experience | Knowledge
Diffusion | Business Process
Optimization | Software Coding



COPILOT Adoption

Microsoft 365 Copilot |
Security Copilot | GitHub Copilot



AI Ethics & Governance

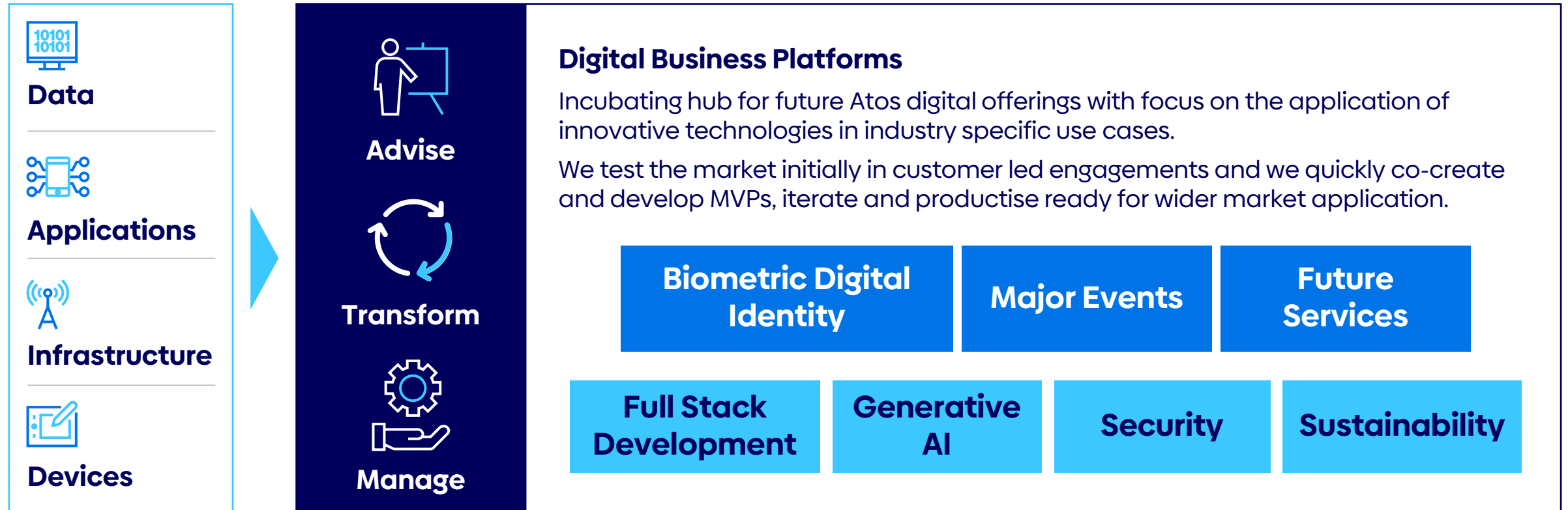
Develop frameworks and guidelines to ensure ethical and responsible AI usage.

Generative AI Platform

Minimize digital waste and accelerate time to value

Digital Business Platforms

Incubating future Atos digital offerings





Atos Sustainability.
Tech for people, for good,
and for the planet.

Sustainable IT services
Services to make your hybrid cloud infrastructure and Digital Workplace more sustainable

IT sustainability consulting
Advisory services to orchestrate sustainability initiatives, implement sustainable IT, including ESG data management

Tech for sustainable operations
Services to support tech solutions that enable customers' sustainability objectives

Environmental measurement platforms
Platforms to enable key Sustainable IT services, bringing automation to clients and transforming IT services experience

Technology Advisory & Customized Services

What do we do?



Advise



Design



Build



Implement



Operate



Maintain & Support



Data



Applications



Infrastructure



Devices



Technology consulting

We provide expert services in niche segments of high complexity incl. security and sustainability

Augmenting the wider Atos portfolio

Customized services

Highly skilled pool of digital expertise, local Professional Services, Specialized Service Centers and Co-Innovation services, covering the whole scope of IT services from application, infrastructure, security design and development to operations

Integration services

Integration of hybrid infrastructure products and associated software, based on the best of breed solutions from our partner ecosystem

Maintenance & Support Services

Maintenance services for hybrid infrastructures and networks

Technology Advisory & Customized Services

A broad coverage of your needs

Technology Consulting*



Infrastructure
Cloud
Digital Workplace
Data & AI
Edge & IoT
Cybersecurity
Sustainability

Customized Services



Co-Innovation
Professional Services
Specialized Service Centers
Sourcing Optimization

Integration & VAR Services



Modernization Assessment
Datacenter Modernization
Workplace Transformation
Cyber Recovery

Maintenance & Support Services



Maintenance Optimization
Assessment
Support IT
Predictive Maintenance
Maintenance SPOC
IMACD

* Under construction - 2024

A network of 11 Inno'Labs

To work in proximity and enable you to take advantage of the best ecosystems



Northwest

AI for human movements
Atos Intelligent Dashboard
AI for the oceans

Ile-de-France

Bezons : Decarbonation and Sustainable Development



East & Rhône-Alpes

Clermont: Mixed Reality, Computer Vision
Lyon: Health
Grenoble: Social Robotics, AI for Health

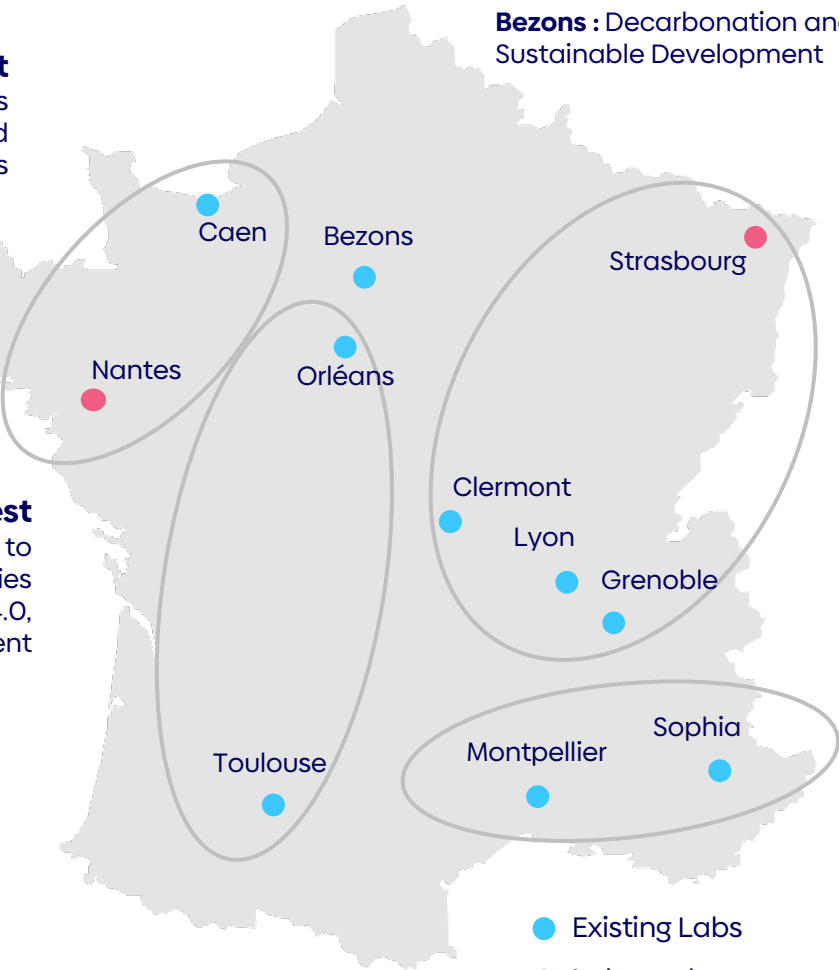
Central Southwest

Orléans: Web semantic, Listening to social networks, Smart territories
Toulouse: AI for Industry 4.0, AI & EO for sustainable development



Southeast

Sophia: Ideation, AI for the Silver economy
Montpellier: AI for Environment and Health



- Existing Labs
- Labs under construction

We are investing in our most valuable clients

A systematic approach driven by the new Client Advisory Group



CEO Advisory Board

'Blue Ocean, not Red'

- **Who:** Diamond Client CEOs; priority partner CXOs
- **What:** Provide guidance on Atos investment priorities for differentiation and value
- **Outcome:** Input into our strategy and service innovation road-map; partner alignment and support



Client Innovation Council

Co-Creation

- **Who:** Diamond Client CIOs; priority partner CXOs
- **What:** Digital road mapping, co-creation programme with client & partner participation
- **Outcome:** New services delivered at pace which meet client needs at a price they are willing to pay



Client Summit

Engage & enroll wider client base

- **Who:** CXOs from Top 100 Atos clients; priority partner CXOs
- **What:** Excite clients with our evolving story, our strategy, investments, and use cases
- **Outcome:** Drive new conversations across our client base backed by differentiated services that create new value for all involved



Client Advisory Group

Drive high value conversations at CXO level with priority clients in each region to understand and address critical client challenges through co-creation with Atos and its ecosystem of partners

Thank you!

For further information about this presentation contact

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