decisions

that are better-informed

leading to long-term competitive advantage

Your business technologists. **Powering progress**

AtoS

Every organization generates vast amounts of information, but far too little of it is turned into actionable intelligence. Business Intelligence drives better decision-making and turns information into long-term business value.

To be successful, management within any organization needs to make clear and well-informed decisions. The quality of those decisions depends directly on the quality of the available Business Intelligence. And "intelligence" is not the same as "information". In fact, it is perfectly possible for an organization to be nearly overwhelmed by information, and yet have far too little usable, high quality Business Intelligence, informing better decisions for the future.

Building an intelligent real-time enterprise

Information is generated by every activity carried out by every person and machine within any business.

For manufacturers, this will include real-time reports from every machine in every plant, massive data flows from the supply chain, data related to every customer contact, together with financial and legal information in enormous quantities. All of this has a continuing impact on businesses trying to stay ahead in a changing world.

To gain real advantage in our unpredictable marketplace, decision-makers need a single view of the truth, end to end and top to bottom. They also need a clear understanding of how decisions taken today will affect the financial health of the organization tomorrow. SAP Business Intelligence from Atos gives you exactly that.

You design the key areas and the performance criteria, and we turn SAP output into the actionable intelligence you need, delivered in the form of simple, intuitive dashboards, even via mobile devices – exactly where and when you need it most.

Business technologists in action- shaping the future with our clients

Atos is one of the world's leading SAP partners, with almost 10,000 personnel dedicated to SAP projects worldwide, supporting around 500,000 users and 5,000 separate SAP systems. Thanks to the acquisition of Siemens IT Solutions & Services in 2011, Atos can claim to have 30 years unbroken experience of working with SAP.

In fact, we were there when SAP was founded and actively helped to create the products and capability that are now used by a huge proportion of the world's leading enterprises. SAP has publicly acknowledged that Atos is one of the world's largest, most capable SAP partners, and our two companies are working together intensively to develop new solutions based on joint intellectual property. The Business Intelligence area is a key example of this joint working in action.

Serving the entire enterprise

SAP systems are found almost everywhere, embedded within different parts of many, if not most large enterprises worldwide. They generate data which Atos solutions capture, aggregate and analyzes, before presenting the results rapidly to specific users to drive business success.

As business technologists, we offer a complete family of Business Intelligence solutions. These can give every different function in the business the information they need to drive truly effective decision-making.

As part of the Atos approach:

▶ We work with clients to define the right business requirements for their current needs, while also preparing for likely future challenges

▶ We design a solution that covers all of the Business Intelligence required within their area of business competence

▶ We implement, test and ensure that it works effectively within the context of all existing systems

▶ Finally, we make sure that access is managed according to the sensitivity of the information being delivered, ensuring long-term security and sustainability.

Not only do individual users and functional groups then have access to everything they need for faster and more accurate decision-making, Atos also enables improved collaborative working through our unique intelligent "cockpit" approach. This enables groups of authorized users to review content in the round, understand the context more completely and work together for better-integrated management of the business.

Comprehensive solutions for complex organizations

As a global leader for SAP, Atos has used its unrivalled experience and depth of knowledge to build a complete range of solutions. This enables us to deliver customized services to decision-makers in every part of the organization.

Financial BI: consolidated reporting across every aspect of the financial performance of a business: the essential requirement for permanent sustainable improvements to balance sheet and cost base.

Logistics BI: as the marketplace globalizes, so every large business needs to cope with the realities of global sourcing and manufacturing. Atos enables real-time information, full compliance, assured product integrity and assured value within the supply chain.

Enterprise performance management: top managers need to identify the data that enable and inform business success and future decision-making. Atos makes it possible to carry out effective company-wide planning by providing full visibility of relevant, analyzed information from every part of the business.

Enterprise BI & BI strategy: too many decision-makers rely on informed guesswork because they do not have an effective strategy for intelligence. Atos designs and implements architectures that are fully integrated with core business systems, for optimized intelligence focused on business priorities and technical platforms.

Data management: Atos provides a holistic, consistent approach to data that filters, cuts out duplication, ensures higher security and compliance standards, and saves vast amounts of management time.

Legal & management consolidation: enabling group financial statements and notes to be managed with far greater efficiency by shortening the closing cycle, automating and accelerating the entire process. The solution includes data collection, currency translation, inter-unit eliminations, reconciliation, elimination of profit and loss in inventory and assets, together with consolidation of investments: in a process that combines unprecedented speed with assured compliance.

BI OnDemand: our innovative new solution for ensuring that the right intelligence gets to the right people at the right time – and at the right price! BI OnDemand is a Software-as-a-Service solutions, which is easy to use, safe, secure and modestly priced. It enables easy creation of data sets, comprehensive dashboards, interactive reports and visualizations. The solution is designed to be highly intuitive, enabling comprehensive insights without prior BI experience and without having to engage with IT. It provides integration of multiple-sources of data, secure storage and visibility for the entire company.

HANA: High Speed Analytical Analysis (HANA) places real-time information in the hands of professionals at every level of the organization, enabling them to respond faster to changing markets and customer needs, maximize the power of real-time intelligence and drive radically improved business results across the business.

Industry solutions

Atos Business Intelligence solutions are increasingly fine-tuned for the needs of specific industries.

Manufacturing intelligence: our solution opens up data access to the shop floor, providing aggregated information that is configured for the specific needs of key user groups. These include production managers, foremen, machine operators and others. The solution works by:

▶ Connecting manufacturing systems with ERP & BI systems

▶ Integrating platform SAP MII with a large number of ready-to-use connectors

▶ Enabling consistent vertical integration of data and role-based data provision

▶ Displaying the real-time impact caused by production downtimes

▶ Creating a unified, portal-based user surface.

Retail intelligence: our solution provides highly effective support to companies engaged in any aspect of trading and retailing. We provide real-time visibility and analysis of everything from profitability of merchandise to the effectiveness of marketing campaigns to analysis of customer response. The solution covers:

▶ Classification of existing stock to show which items are current and which are out of date

▶ Top/Flop-Analyzes, showing which items are in demand and which are failures

▶ Optimization of goods for predefined product lines

▶ Supplier benchmarking.

Energy and utilities: intelligence is critical for optimum performance of energy grids, customer service and financial management. Our solution delivers a wide range of intelligence-based insights, including:

▶ Revenue reports on contribution margins

▶ Clustering of smart meter load profile types and forecasts

▶ Grid usage reporting for competitive markets

▶ Customer relationships, complaints and payment status

▶ Statistics related to sales and marketing campaigns.

The Atos difference

Business Intelligence is not a 'nice to have': it is the key to corporate agility, speed, scalability and, ultimately, profitability, too.

In the current climate, no organization can afford to carry unnecessary costs or allow competitors to spot and exploit opportunities faster than them. Good decision-making depends on access to the right intelligence at the right time. You either have it or you don't.

We are the business technologists, and we base everything we do on a profound inside knowledge of all the industry sectors in which we operate. For us, business advantage comes first, and we use our technology leadership to enable sound business decisions. We work with SAP to build a suite of solutions for Business Intelligence that are crafted to address the needs of specific decision-making groups within both a single enterprise, and across collaborative groups.
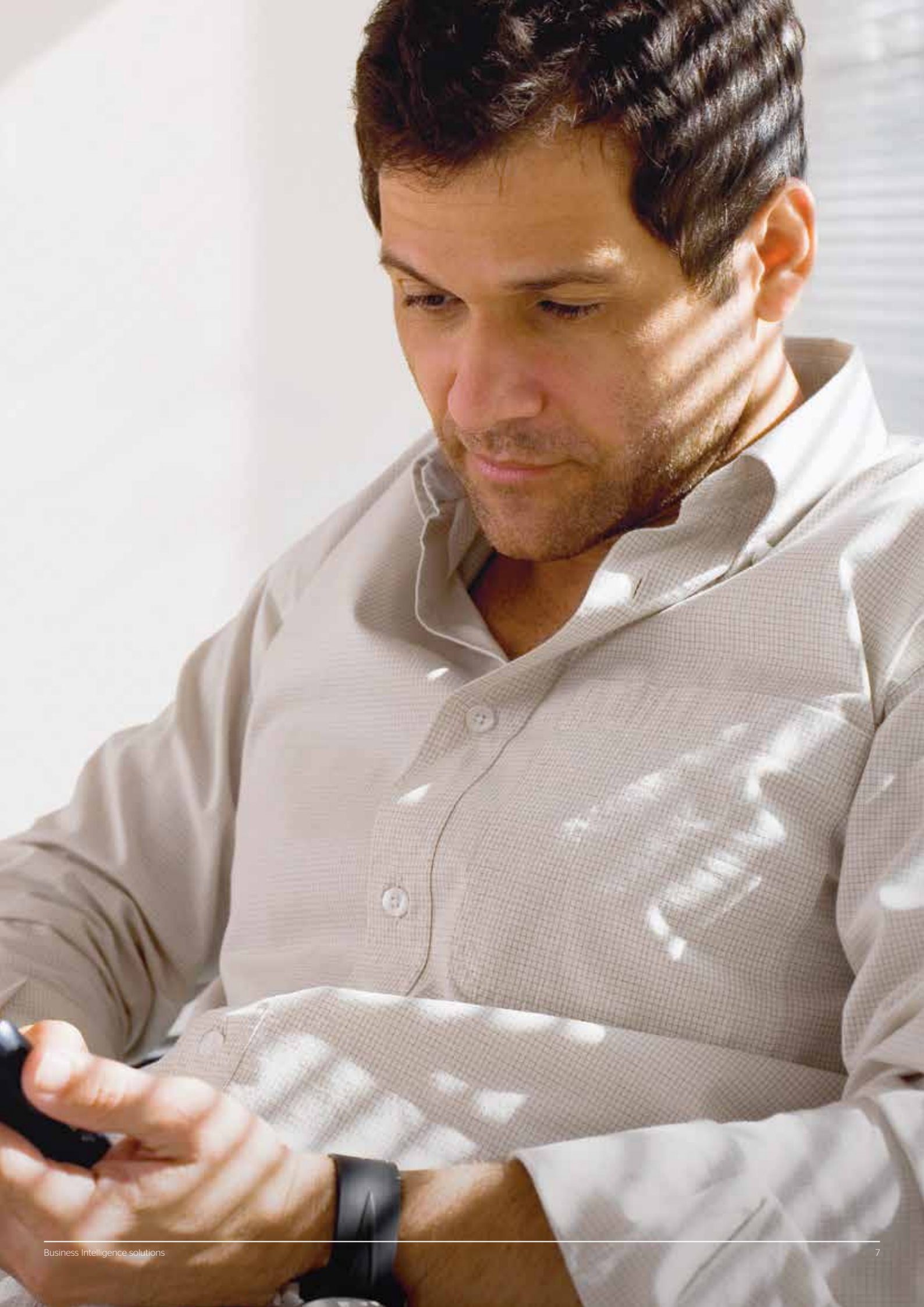
Atos provides the consultancy and design skills, then ensures smooth implementation and integration with existing systems, then manages long-term evolution of the Business Intelligence tool kit to suit the changing needs of the client organization.

The outcomes?

▶ Permanent improvement to cost base, as the business moves towards a virtuous circle of improved decision driving greater efficiency, leading to even better future decision-making

▶ Reduce TCO for all installed systems, as redundancies and duplications are rapidly identified, leading to cuts in IT costs and capital freed for investment elsewhere

▶ Greater agility, as collaboration becomes easier, leading to faster time to market at a lower cost, while also driving better relationships into the market

▶ Security and compliance enhancements, making it easier to open up the potential of globalization at much lower risk

▶ Transformation-readiness, making it easier for clients to carry out major change projects, such as post M&A integration, smoothly and efficiently.

All of these benefits are ultimately rooted in our status as trusted advisers, working closely with clients to imagine and then develop their future state. It's a natural by-product of the business technologists at work.

Business Intelligence solutions from Atos offer the best and most comprehensive solutions for better decision-making, leading to greater speed, lower risk, improved financial performance and long-term competitive advantage.

About Atos

Atos SE (Societas Europaea) is a leader in digital services with 2014 pro forma annual revenue of €10 billion and 86,000 employees in 66 countries. Serving a global client base, the Group provides Consulting & Systems Integration services, Managed Services & BPO, Cloud operations, Big Data & Security solutions, as well as transactional services through Worldline, the European leader in the payments and transactional services industry. With its deep technology expertise and industry knowledge, the Group works with clients across different business sectors: Defence, Financial Services, Health, Manufacturing, Media & Utilities, Public Sector, Retail, Telecommunications and Transportation.

Atos is focused on business technology that powers progress and helps organizations to create their firm of the future. The Group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and is listed on the Euronext Paris market. Atos operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, and Worldline.

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