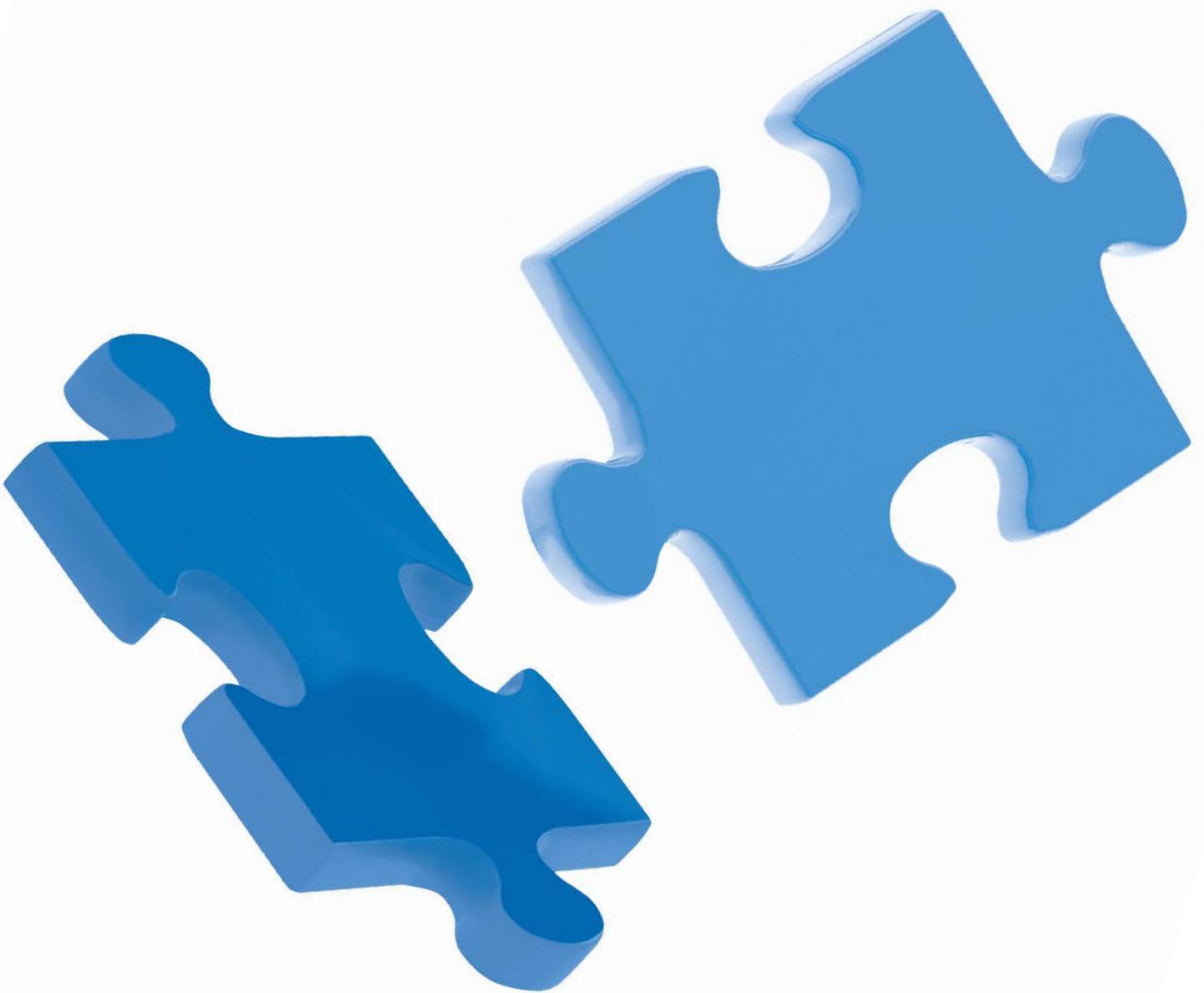


The Atos Cisco Partnership

# combining

IT excellence and innovation  
to deliver transformational business change



Your business technologists. Powering progress



**Atos**



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# The Atos and Cisco partnership

Connect, communicate, collaborate... empowered by IT services excellence and experience.

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## Atos powers progress

We drive your business transformation, and help you create your firm of the future. Atos business technologists have a deep understanding of industrial and administrative business processes and system environments. We combine this knowledge with IT expertise gained over 30 years, shaping practical innovations that provide measurable value to customers in every sector, delivered through consulting and technology services, systems integration, managed services, and cloud services.

Cloud is typical of the compelling IT trends today for which our customers look to us for leadership. We provide it through a pure client approach that empowers customers to deploy cloud architectures at any point across the enterprise, using our Canopy cloud services.

We recognize that today's business and technology challenges demand a comprehensive response from a range of experts. That is why we work hand in hand with selected world-class organizations to strengthen our own unique portfolio. We believe our strategic alliance with Cisco will offer a powerful proposition to our customers.

## Cisco connecting the unconnected

Cisco is committed to supporting our customers' need to exploit the new opportunities that are being created by the drive toward the Internet of Everything.

We work with our partners and customers to deliver customized, intelligent solutions based on technology architectures and integrated hardware, software, and services platforms.

Cisco leads the world in helping people connect, communicate, and collaborate. We pioneered the development of IP-based networking technologies, and are at the forefront of developments in routing, switching, and other technologies, including collaboration, data center, cloud services, security, video, and wireless.

Our goal is to connect things, people, processes, and data with unparalleled speed and agility as the Internet of Everything changes our world forever.

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# Atos and Cisco shared vision

Creating extra customer value for an increasingly connected world.

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Atos and Cisco bring distinctive skills and experience to our partnership. Together, we share a vision and the capability to succeed in today's and tomorrow's connected world.

We provide solutions that will support and help manage change and exploit the benefits it creates. We work with you to transform business processes, create new productivity platforms, and achieve significant cost savings and operational efficiencies.

We also believe passionately that trends in connectivity and IT are creating all kinds of new business opportunities for the future. The task for companies is to recognize where those opportunities lie, and to implement solutions that deliver their full potential.

We can help you be one step ahead of the competition, using experience gained from working with thousands of customers around the world. We can give you access to market-leading technology delivered by experienced business technologists.

Our customers know they can rely on us, because our vision is to create real value for them. We've been working alongside each other for many years, successfully delivering world-class solutions to our customers. Atos and Cisco understand each other's business, respect each other's skills, and know what we can achieve together.

**"If you want the strength and depth of the Cisco portfolio combined with the deep knowledge and service capability of Atos business technologists..**

**If you want the technology and the ability to use it..**

**If you want to truly thrive in the connected world..**

**You'll be amazed what we can do together."**



# A great partnership

Atos and Cisco offer more than just an aggregation of skills and experience. Our distinctive and unique approaches to today's business challenges spur innovation. We help many clients across the world, using solutions shaped by our combined business and technology know-how.

Atos and Cisco can also tap into a shared partner ecosystem, which brings together industry-leading technology providers to create customer solutions that are fully integrated and validated. The breadth and depth of these relationships can bring real benefits in terms of both capability and deployment.



## Securing success for our customers

### Leading Austrian manufacturer achieves data center integration

Server-based computing objectives are being supported across the company's integrated external sites, with data center services delivered 24x7. The technology supplied is reliable and conforms to service-level agreements (SLAs), and includes an array of network and communications components: wired and wireless services, Internet access, application acceleration, network access control, Cisco UCS®, and videoconferencing.

### Local government in Central Eastern Europe protects its data

Upgrading the government's IT infrastructure achieves SIS secure data exchange, both internally and with external networks. The solution includes delivery, installation, and configuration of firewalls, blade chassis, software for desktop virtualization and consolidation, software for server virtualization and consolidation, and middle-range storage.

### German manufacturer outsources for efficiency

Outsourcing its entire network and telecommunications infrastructure for all locations in Germany enables the manufacturer to modernize and optimize systems and end-user devices. The solution provides a LAN network, including WLAN, Dynamic Host Configuration Protocol (DHCP), DNS, and firewalls for all 15,000 ports. The corporate WAN is based on Multiprotocol Label Switching (MPLS) via directional radio links.

### Global energy specialist cuts infrastructure costs

Standardized and centralized IT services significantly reduce the total cost of ownership of the firm's IT infrastructure. The solution focuses on data center and office LAN and security services, enterprise back-office services, server and workplace management services, and database, file, storage, and backup/restore services.

### Western European telecommunications company positioned for new business

Providing new multimedia services for residential and business customers and value-added services for ADSL customers represents a great opportunity for business growth. The company can now offer these services via a network infrastructure that enables content distribution services in wholesale mode.

### Asia Pacific bank transforms its operations

Hosted core banking system and network services are transforming the bank's competitiveness, using reliable and leading network- and communications-based technology.

### Proven and powerful

Atos and Cisco have achieved cost savings, greater efficiency, optimized processes, and innovation in many business areas, such as:

- ▶ Application delivery
- ▶ Collaboration
- ▶ Cloud
- ▶ Data centers
- ▶ Managed services
- ▶ Network transformation.



## Canopy, the Atos cloud

Canopy is backed by three of the best-known technology pioneers in the industry - Atos, EMC, and VMware. Purpose built for the cloud, we combine years of experience in infrastructure, security and hardware, with a fresh new approach to technology advice and knowledge-sharing.

Canopy focuses on your business goals. We focus on the technology so you can focus on what it can do for your company. Our offerings range from cloud infrastructure and private cloud to platform offerings, application development and strategic consultancy. Our vision is to become a leading global services aggregator in the cloud.

“At Canopy, we aim to deliver trusted cloud capabilities for our customers. We listen to their business challenges and realize technology is just an enabler. We stand by our commitments, guaranteeing the highest standards of security and the reliability expected by global enterprises and governments. Powered by three of the biggest leaders in IT, we use our experience as the largest European cloud computing company to deliver innovation that allows clients to stay ahead of their competition.”

**Jacques Pommeraud, CEO, Canopy**



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# Feel confident in the connected world

World-class solutions delivered by business technologists you can trust.

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Connectivity is exciting. It offers organizations great new opportunities for productivity, improved working conditions, and competitiveness. But it can also present challenges and risk.

Look at how the revolution in mobility and the Internet of Everything is leading to increased smartphone and tablet use among your staff. Imagine the boom in personal interactions from fast and easy enterprise networking. Think about the explosion in big data and the extra demands on your computing resources.

Atos and Cisco will support you and your business through these challenges.

We can make sure you have a mobility strategy to encourage business innovation. We can help your people be even more productive, and manage new data consumption models without compromising security.

Another by-product of effective connectivity is greater collaboration. Atos and Cisco will work with you to optimize new enterprise social collaboration tools, transforming knowledge sharing and the speed of decision making. We will help introduce web conferencing to bring remote staff together, saving travel costs and making the most efficient use of expert knowledge.

We can also assist you in managing big data, applying our complementary skills to create a truly application-centric infrastructure. You will be positioned to exploit the opportunities created by big data, radically optimize and accelerate in-house and remote applications, run your networks more efficiently, and gain control and better management of IT resource consumption with transparency of costs.

If cloud services offer the right solution for you, Atos will provide all the tools and processes needed for success through our Canopy cloud services joint venture. Canopy is a highly secure, single-source cloud and workflow platform, offering full-spectrum cloud strategy from modeling and realization to orchestrated performance.

## **Ready for the future**

Atos and Cisco have worked well together for many years, developing and implementing imaginative business solutions. Now we are working together even more closely, providing a more powerful partnership to help clients embrace the connectivity challenges and opportunities of the future.

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## About Atos

Atos SE (Societas Europaea) is an international information technology services company with 2013 annual revenue of €8.6 billion and 76,300 employees in 52 countries. Serving a global client base, it delivers IT services in 3 domains, Consulting & Technology Services, Systems Integration and Managed Services & BPO, and transactional services through Worldline. With its deep technology expertise and industry knowledge, it works with clients across the following market sectors: Manufacturing, Retail & Services; Public sector, Healthcare & Transports; Financial Services; Telco, Media & Utilities.

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

For more information, visit: [atos.net](http://atos.net)

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## About Cisco

Cisco is the worldwide leader in networking, transforming how people connect, communicate, and collaborate. Founded in 1984, Cisco pioneered the development of IP-based networking technologies.

This tradition continues with the development of routing, switching, and other networking-based technologies, such as collaboration, data center, security, video, and wireless. All of these technologies are made possible due to the evolution of the network as the platform for connectivity across multiple media.

As an innovator in the communications and information technology industry, Cisco and its valued partners sell Cisco® hardware, software, and services to businesses of all sizes, governments, and service providers.

Learn more at [www.cisco.com](http://www.cisco.com).

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For more information, contact: [dialogue@atos.net](mailto:dialogue@atos.net)

[atos.net](http://atos.net)

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