

# consolidating Microsoft platforms

Many CIO teams pursue Microsoft platform consolidation as a means of driving out cost. It's always good to spend less money - but is that the real story?

**Cost reduction remains a constant objective. Simply by consolidating all instances of Microsoft products across the enterprise, most organizations can conservatively cut around 20% of their direct current spend.**

For Atos, however, these significant cost savings are rarely the primary objective. If you pursue business improvement, savings will automatically become a collateral benefit - in our consolidation engagements with clients, four clear objectives recur:

**Intelligence**

Giving employees access to timely, secure and relevant information

**Agility**

Enabling people to work together across operational and geographical boundaries

**Compliance**

Minimizing the risk of financial and reputational loss

**Cost**

Aspiring never to spend money without creating value

**What to consolidate and why now?**

The targets for consolidation run across both your Microsoft and non-Microsoft estate.

The focus here is on Microsoft platforms, and Atos has a specialist global practice dedicated to Microsoft technologies. However, it's important to consider these alongside other key technologies. These include SAP and Oracle and specialized, industry Specific application areas such as PLM in manufacturing or OSS in telecommunications.

**Platform and technology consolidation**

The aim is to reduce operational, infrastructure and IT cost, and boost business agility.

Some enterprises take a bold approach to consolidation - selecting one technology and eliminating others.

Others are more cautious, and take a step-by-step approach.

There is also a middle way, in which you start with service consolidation:

- ▶ Comparing different development, support and maintenance costs and scenarios
- ▶ Establishing optimization and execution plans with which to achieve the desired performance levels.

Atos can help you assess readiness and follow through with the end-to-end services needed to plan, implement and manage consolidation for a future-proof architecture.

Focus	Products	Services
<b>Applications</b>	Microsoft Visual Studio, Microsoft .NET, SQL Server, SharePoint, Exchange, IIS, Azure, Active Directory and Biztalk Server	<ul style="list-style-type: none"> <li>▶ Strategy and architecture consulting</li> <li>▶ "As-is" assessment and "to-be" definition</li> <li>▶ Migrate:                             <ul style="list-style-type: none"> <li>- on-premise web applications to cloud</li> <li>- desktop applications to web applications</li> <li>- legacy application - Visual Basic to .Net</li> </ul> </li> <li>▶ Integrate business process using SOA and ESB</li> <li>▶ Consolidate Active Directory for Single Sign-On</li> </ul>
<b>SharePoint</b>	SharePoint, SQL Server, Quest Software, Nintex, Microsoft .NET, Exchange, Active Directory, K2 and Azure	<ul style="list-style-type: none"> <li>▶ Transformation strategy for SharePoint 2013</li> <li>▶ "As-is" assessment and "to-be" definition</li> <li>▶ Setup SharePoint 2013 infrastructure</li> <li>▶ Transform decentralized to centralized platform</li> <li>▶ Design support structure</li> <li>▶ Migrate to SharePoint from Lotus Notes, Livelink ...</li> <li>▶ End-user training</li> </ul>
<b>Database Systems</b>	SQL Server, .NET, Active Directory, Azure, IIS, SharePoint, Visual Studio	<ul style="list-style-type: none"> <li>▶ Transformation strategy</li> <li>▶ "As-is" assessment and "to-be" definition</li> <li>▶ Setup SQL Server infrastructure</li> <li>▶ Database consolidation</li> <li>▶ Migrate to SQL Server</li> <li>▶ SQL integration linking external data sources</li> <li>▶ Rationalize SSIS reports, merging multiple data sources</li> <li>▶ Migrate and harmonize ETL tools to SSIS</li> <li>▶ Design support structure</li> </ul>



# Big projects – Big results

Atos has undertaken major consolidation projects for enterprise clients around the world. We've built on over 20 years' experience as a provider of systems integration and managed services for Microsoft platforms and products.

Here are just a few examples of recent consolidation projects

Sector	Challenge	Consolidation benefits
<b>Aerospace</b>	<p>This customer relied on 60+ siloed document management systems across its international operations.</p> <p>Atos applied SharePoint to create a common Enterprise Content Management backbone.</p>	<p>Documentation silos now replaced with a single common portal.</p> <p>Now also makes an essential contribution to export control regulation – eliminating previous compliance liability.</p>
<b>Pharmaceuticals</b>	<p>With over 100,000 employees worldwide, this company was suffering from an uncontrolled intranet explosion.</p> <p>Multiple instances weren't just costly, they inhibited essential collaboration.</p>	<p>Atos helped establish a "single point of access".</p> <p>By consolidating through SharePoint, the company now extends benefits to embrace global enterprise social networking from the same platform.</p>
<b>Utilities</b>	<p>This company has an exceptionally ambitious international expansion strategy.</p> <p>Mail and messaging was still controlled locally – inhibiting effective international collaboration and wasting money through resource duplication and underutilization.</p>	<p>This Atos global initiative for Exchange consolidation paid dividends in every respect.</p> <p>Standardized identity management made it possible for specialists to identify each other and share expertise like never before. Significant compliance risks have been eliminated and management costs cut by around 25%.</p>

## Resourced and ready

We have a global network certified Microsoft specialists and are equipped to deliver "end-to-end". We have exceptional project management skills, ensuring that even the most complex consolidation projects stay on budget and on time.

### Enterprise Agreements

Microsoft Enterprise Agreements make sense. They are easy to manage; can be tuned to fit the individual enterprise; and are flexible.

But there are risks too. Many organizations, for example, pay for full SharePoint use and then only use it for document management – never discovering its value for workflow.

The Atos License Asset Management Service helps you cut cost by consolidating licenses. Even more importantly, it helps you discover new and innovative ways of working.

## Atos and Microsoft

- ▶ Global System Integration partner:
  - Managing over 2,500,000 mailboxes and more than 400,000 mobile devices
  - More than 130 SharePoint farms serving over 1.5 million SharePoint sites
  - Over 650,000 Lync seats
- ▶ Global Gold Competency partner achieving the most specialized capabilities and commitment in 6 different categories
- ▶ 20+ years collaborative innovation
- ▶ Consistent early adopters of technologies including SharePoint, Azure and Office 365
- ▶ More than 5,700 MCP certificates

## Why talk to Atos?

Atos knows platform consolidation for both Microsoft and non-Microsoft environments. We understand how localized or departmental procurement and strategy can result in a sub-optimal use of business technologies and are ready to help you gain the benefits of rationalized enterprise business platforms.

## Next steps

All consolidations, whether focused on platform or licenses/assets, reduce cost and carbon footprint, whilst boosting productivity and carbon footprint – but only when executed with expertise. Atos gives you access to the skills, the planning and, analysis techniques, and the project skills needed to carry the most demanding projects through to success.

**For more information:**  
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