cloud
deployment

Leverage cloud economics while maintaining security and control with Atos IaaS Consulting

Atos Cloud Deployment Consulting Services lead your enterprise IT organization through the deployment lifecycle for private clouds. The basis for cloud deployment is Infrastructure-as-a-Service (IaaS). Leveraging our experience as a commercial provider of IaaS, Atos can provide a roadmap to IaaS for enterprise IT – best in class architectures, proven organization structures, efficient operating processes, and governance models that support running your own IaaS Cloud inside your organization. Thanks to our years of experience and thousands of images deployed, Atos can bring this expertise to your organization to reduce time and cost of deploying cloud.

Our Solution

The Atos IaaS Solution was developed to save organizations time and money to start on the cloud journey. Infrastructure as a Service (IaaS) is often the first step to harvesting the economies of cloud without the risk of public cloud infrastructure solutions. You gain the economics of a cloud infrastructure without the risks of regulatory, privacy, and security issues often talked about in the press today.

Atos takes the risk out of starting your Journey to cloud computing. Atos is a leader in cloud innovation and IaaS with years of commercial experience and thousands of images deployed in the cloud. We bring our best practices to your organization to help ensure success the first time – on time and on budget.

While many companies will attempt to deploy their own private clouds starting with IaaS, they may not initially be successful. Technology is only part of the equation and many IT organizations are not structured for successful adoption of a Cloud operating model. Business and IT Governance strategies are critical to changing the way IT serves the business – IT must become like a service provider operating on the open market. Atos brings this experience along with the technology, people, process, and organizational change management to help build your IaaS private cloud.

IaaS Cloud Deployment from Atos is:

▶ A consultative-led project-based service to help you implement IaaS Cloud in your enterprise

▶ A pre-architected design based in best of breed industry technologies

▶ A fully functional IaaS Cloud deployment with Service catalog and portal for provisioning

▶ Time tested operational processes and organizational designs for running your own IaaS

▶ Organizational Change Management and Governance leadership to help your organization shift to this new way of provisioning IT Services to end users

▶ Based on a commercially proven and tested operating model at Atos and leveraging ITIL3 and lean process methodologies

Our Approach

Transformation to Cloud is a journey to the future of IT – a transformation to an IT Shared Services operating model where IT becomes a broker of service sources from many avenues. IT must find the most suitable sources of IT Services for each business need. These sources can come from a range of Public Clouds with Software-as-a-Service (SaaS) delivery models, Private Clouds with IaaS delivery models, Community Clouds leveraging a Platform-as-a-service (PaaS) delivery models, or many other combinations including traditional internal legacy IT infrastruc-
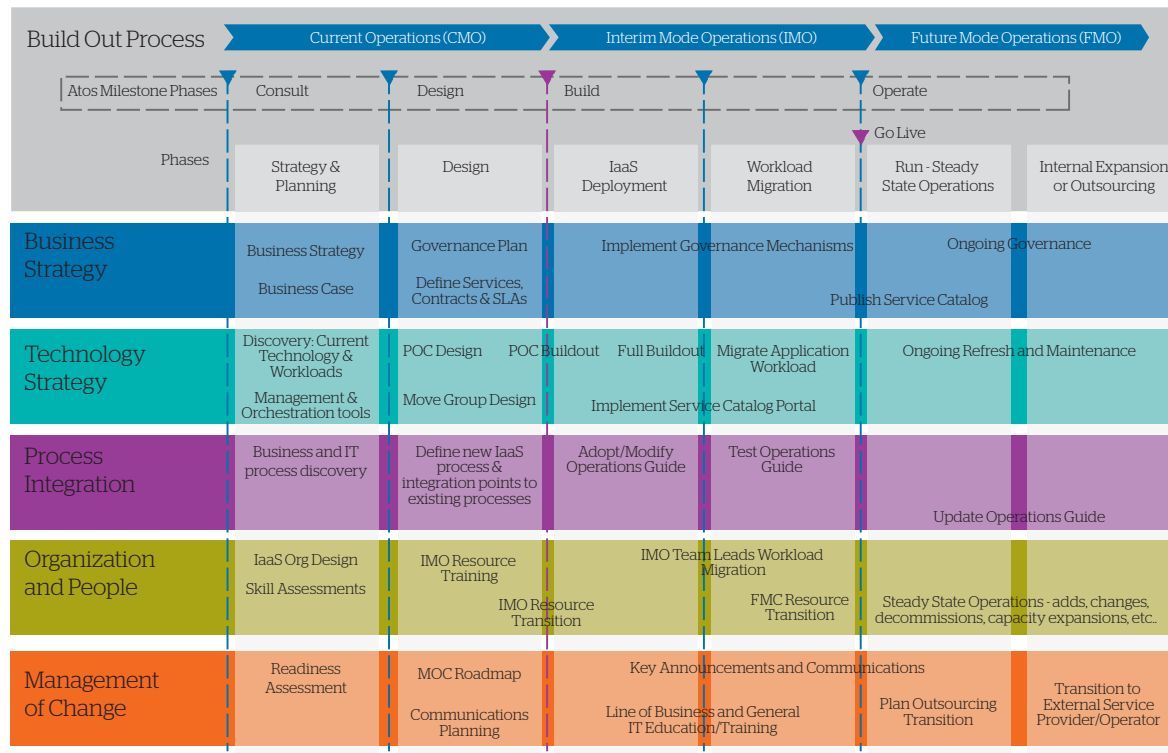
Atos

Get it right the first time

ture deployments. Thus, the approach must take into account a five layer strategic planning model divided into six phases of execution.

Starting with business strategy, we lead our clients to plan and execute technology, process integration, organization & people, and management of change work streams. You must address all of these planning layers to ensure success by overcoming cultural adoption barriers, technology standardization barriers, and communication barriers – all common pitfalls for radical changes in the way you do business in the Cloud.

Significant investment is required to design, test, and put into operations a cloud solution. Save years of effort by leveraging proven designs, operating processes, and governance models through Atos Consulting.

Be bold in Cloud ambition but careful in the execution of that ambition.

Build Out Process	Current Operations (CMO)		Interim Mode Operations (IMO)		Future Mode Operations (FMO)	
Atos Milestone Phases	Consult	Design	Build		Operate	
					Go Live	
Phases	Strategy & Planning	Design	IaaS Deployment	Workload Migration	Run - Steady State Operations	Internal Expansion or Outsourcing
Business Strategy	Business Strategy / Business Case	Governance Plan / Define Services, Contracts & SLAs	Implement Governance Mechanisms		Ongoing Governance / Publish Service Catalog	
Technology Strategy	Discovery: Current Technology & Workloads / Management & Orchestration tools	POC Design / POC Buildout / Move Group Design	Full Buildout / Implement Service Catalog Portal	Migrate Application Workload	Ongoing Refresh and Maintenance	
Process Integration	Business and IT process discovery	Define new IaaS process & integration points to existing processes	Adopt/Modify Operations Guide	Test Operations Guide	Update Operations Guide	
Organization and People	IaaS Org Design / Skill Assessments	IMO Resource Training / IMO Resource Transition	IMO Team Leads Workload Migration	FMC Resource Transition	Steady State Operations - adds, changes, decommissions, capacity expansions, etc..	
Management of Change	Readiness Assessment	MOC Roadmap / Communications Planning	Key Announcements and Communications / Line of Business and General IT Education/Training		Plan Outsourcing Transition	Transition to External Service Provider/Operator

Why Atos

Atos has built and hosted cloud solutions for more than 3 years. We have the operational know-how, technology agnostic, best-in-class designs and components, and consulting solutions focused on helping clients strategically and tactically deploy clouds. We reduce your time and risk based on our experience. Let our Business Technologists help you success the first time you deploy cloud in your organization.

Atos is an international information technology services company with annual revenues of EUR 8.7 billion and 78,500 employees in 42 countries. Serving a global client base, it delivers hi-tech transactional services, consulting, systems integration and managed services. 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 Games and is quoted on the Paris Eurolist Market. Atos operates under the brands Atos, Atos Consulting, Atos Worldline and Atos WorldGrid.

The Benefits

Complex projects that are transformational in nature benefit from leveraging experience from an advisor outside of your organizations. Cloud is in early stages of development in the industry and tacit knowledge coupled with documented best practices from Atos can be linchpins to your success.

Atos is prepared to help you achieve these benefits through our consulting services:

▸ Reduce time, risk, and money of deploying Cloud in your environment with our know-how. Faster time to deployment of a Cloud reduces deployment costs. Achieve lower OPEX of running your new cloud sooner than later.

▸ Align your cloud strategies first with your business strategies to ensure long term success. Avoid a failed IT project attempt that delays the company's progress to becoming more competitive.

▸ Save years of re-engineering efforts by attempting to design and deploy on your own. Enjoy demonstration of early successes by leveraging an experienced Atos Consulting team to help you improve organizational adoption of Cloud through focus on Organizational Change Management best practices..