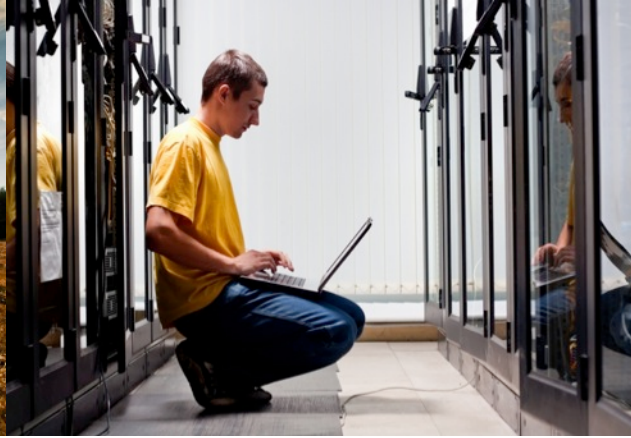


Atos



**Agricultural Equipment
Manufacturer**
Connected farming in action

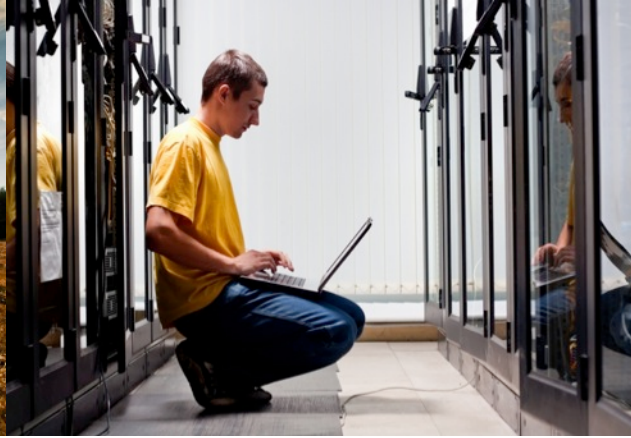


Agricultural Equipment Manufacturer—**World's leading** agricultural machine manufacturer.

Offices and facilities in more than **30 countries.**

Operating in over **42 countries globally.**





\$37.8 billion net sales and revenue in 2013.

Income growth of **15% in 2013.**

3 consecutive years of **record earnings.**

More than **67,000 employees** globally.



Agricultural Equipment Manufacturer goals:

Provide new high-value services to farmers beyond perfect products

Support growth and operational performance of the Farm Sight strategy

Harness commercial value of complex live data

Translate complex agricultural data into higher yields for farmers

Maintain financial growth and market share

Bring tractors to life through telematics technology

Challenges for Agricultural Equipment Manufacturer & Atos:

Delivery of a **big data platform** with above 99% availability.

Managing data gathered every 3 minutes from 180 sensors on every single machine globally.

Processing, storing and analyzing terabytes of live telematics and external data.



Challenges for Agricultural Equipment Manufacturer & Atos:

Transferring data into **commercial value**

Services results to stakeholders
and multiple devices.





The Atos solution:

Consulting approach, including implementation phase.

Creation of 'cloud-aware' architecture.

Real-time analytics and real-time services capability
for more advanced use cases.





The Atos solution:

Instantly improved uptime, scalability and overall robustness.

Increased time-to-market by through continuous delivery.

New platform base for new business models.



Why Atos:

- Future vision foresight.
- Experience in telematics and connected vehicles.
- Large, global project capabilities.
- High volume transaction processing expertise.
- High-value business analytics capabilities.

Atos



**Your Business
Technologists
Powering Progress**

Results:

Data volume capacity **30 times** higher than before.
Collection and real-time analysis of hi-fidelity and hi-definition agricultural data **at 9 Hertz** of data per minute.
250,000 vehicles providing real-time machine data.
Shaping a **new era** of precision farming.

Atos





Critical success factors:

Capability to aggregate, process and analyze high value data and extract value.

Working as a **team**.

Capability to manage **multiple technologies**.



An aerial photograph of a tractor with a red and yellow body and a white cab, moving through a large field of brown, tilled soil. The tractor is positioned in the lower-left quadrant of the frame, leaving a distinct track behind it. The field is divided into sections by curved lines, suggesting a specific farming or land management technique.

Atos

Future steps:

From manufacturer to
agricultural broker content.

thank you