

Leading change to create value in the energy sector

Tailor-made technological consultancy to transform the Utilities

In today's world of constant change, the speed and reliability with which organizations process information is key to their ability to remain competitive. This is particularly true for players in the Utilities sector face a number of significant challenges which impact along the entire value chain

There are three main topics that will continue to influence the development of the energy markets over the coming years:

- ▶ Growing competition and pressure on price due to unbundling. Besides changing energy supplier for pure cost reasons, customers are showing increased ecological awareness and are beginning to search for more environmentally friendly products, although they are often not willing to pay more for them. Concentration in markets increases price pressure further still.
- ▶ Increasingly complex regulations and demanding targets to help protect the environment with which they must comply.
- ▶ New smart technologies with the need to integrate energy and IT systems. Smart grids and smart meters form the basis for the further development of renewable energy and decentralized generation.

The enlargement of electro-mobility also depends on an intelligent grid. In addition, there will be crucial changes in the landscape of the competitors with new players appearing.

It is time to think about these developments with respect to your business and your specific system landscape. Meeting the challenges these topics bring about will require a new strategy and the right processes to support it. It is crucial to streamline processes, significantly decrease process costs and build a good relationship with customers. Our expansive technical consultancy services not only manage change, but create real value all along the value chain specific to your business.

Make the right choices for your business

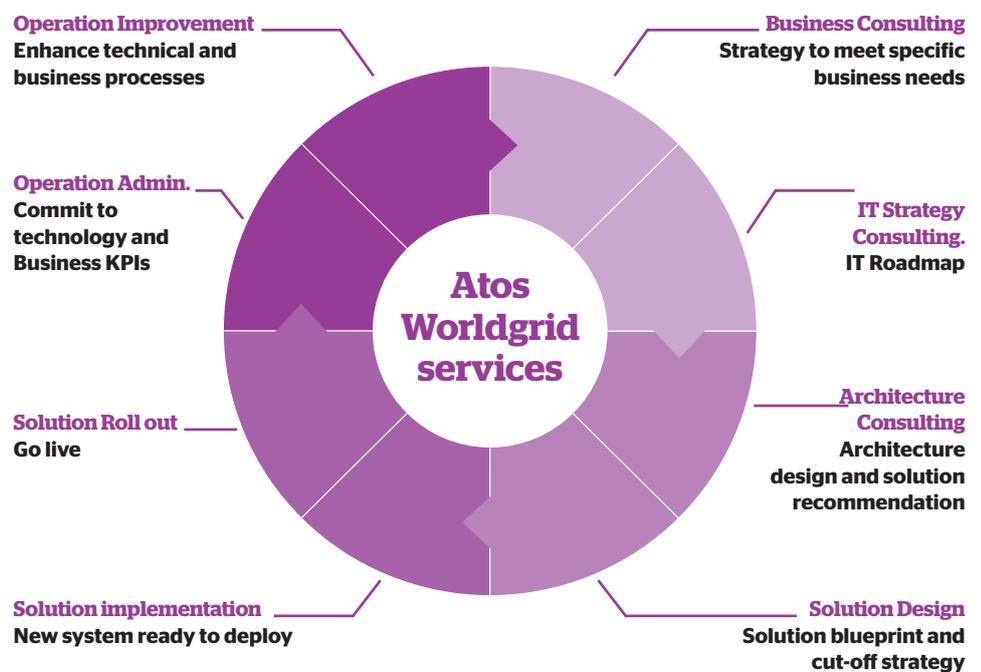
Atos Worldgrid has vast and in-depth experience in the Utilities industry on a global scale and we call on our worldwide expertise to help clients solve their precise issues. We use a proven approach that will enable you to react rapidly and effectively to changing needs.

Atos Worldgrid's consultancy services fill the space between strategic business consulting and the solution implementation, covering IT Strategy Consulting, Architecture Consulting and Solution Design. We partner with clients to navigate the myriad of IT options available to you in the areas of strategy, applications, networks, and security and compliance.

We also help optimize your IT organization based on our proprietary global Enterprise Architecture approach. We help you make the right choices for your business.

We not only have the experience to manage legacy systems, but our extensive innovative capabilities ensure that you can optimize the latest technologies. We combine these capabilities to help your business:

- ▶ Face constantly growing demands in the context of decreasing natural resources and high hydrocarbon prices.
- ▶ Develop 'clean' sources of energy, respecting environmental constraints and helping in the fight against global warming.
- ▶ Follow the rules evolution resulting of the market deregulation.



From business vision to IT implementation

We offer

Market-leading skills and capabilities

Our expansive knowledge of the energy business and long-standing experience in the implementation of large and complex IT projects in this sector have enabled us to develop a global and proactive approach to helping customers meet the specific issues you face and advance your business for the future. Our highly integrated approach ensures that all aspects of your organization – people, processes and technology – are fully aligned with your business strategy.

Master plan for information systems

- ▶ Due diligence
- ▶ IT strategy analysis, alignment with the business
- ▶ Identification of requirements
- ▶ Optimization and reengineering action plans

IT strategy and transformation

- ▶ Definition of stakes and goals
- ▶ Analysis of system functional requirements and constraints
- ▶ IT sourcing strategy
- ▶ Market research and IT trends, including make-or-buy analysis
- ▶ Assistance with procurement and supplier selection

Business Process Analysis

- ▶ Business process modeling
- ▶ Business process engineering and reengineering
- ▶ Enhancement strategy planning
- ▶ Functional map

Enterprise architecture

- ▶ Information security and compliance
- ▶ Architecture design
- ▶ Impact analysis from business processes
- ▶ Technical audit
- ▶ IT strategy/IT business alignment
- ▶ Reliability and performance management

IT Assessment and audit

- ▶ Including performance reliability, quality, security and compliance
- ▶ Benchmarking
- ▶ Status, diagnostic and recommendations
- ▶ Post-audit guidance and support

Support to program management

- ▶ Project/program/change management office, IT requirements analysis and business prioritization
- ▶ Definition of methodology (project management, lifecycle management, etc.)
- ▶ Feasibility studies and specifications
- ▶ Functional and gap analysis
- ▶ Program/project implementation management
- ▶ Quality management, assurance, improvements (software, management development, testing, etc.)
- ▶ Support to system integration

Tests and integration strategy

- ▶ Definition of an appropriate test strategy, the test plan and test environment
- ▶ Definition of an acceptance plan
- ▶ Support to organization, management of test phases and procedures including unit test, end-to-end tests, conformance to requirements, functional acceptance, and follow-up of anomalies and observations
- ▶ Coordination of partners and entities
- ▶ Assistance to full lifecycle testing

Why Atos Worldgrid?

Atos Worldgrid has more than 30 years' proven experience in the design and management of major systems integration projects. Our experts continue to successfully deliver large-scale projects throughout the world for regional energy and utilities companies, meeting the specific stringent performance and reliability constraints of each location.

We have thorough expertise, vast experience and are a major player in the Energy & Utilities markets:

- ▶ Atos Worldgrid is involved in a large number of smart grid projects at different levels - smart metering, data management, distributed generation, geographical information systems, SCADA, EMS, DMS etc. - making the concept a reality for customers around the world.
- ▶ Atos Worldgrid has been involved in the energy sector since the market became deregulated with projects serving stock exchanges, sellers, shippers, TSOs, DSOs, resellers, and consumers in the electricity and gas markets in France, Spain, Italy, Germany, Netherlands, Poland and Slovenia.

- ▶ We have an enviable track record and impressive references in the fields of hydroelectric and thermal energy production.

Atos Worldgrid has many proven references for the advanced solutions and services we provide to customers in all areas of the Energy & Utilities sector and for major industry players all around the world. Our solutions and services are developed from our real-life experience and expertise in the building and integration of applications into complex environments.

“Our recommendations are derived from our real-life experience and expertise in the building and integration of applications into complex environments.”

For more information, please contact: atosworldgrid@atos.net or visit: www.atosworldgrid.net