Virtual Infrastructure Proficiency (VIP) Advisory

An offering from
Atos Technology Consulting

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There is no single alternative to the virtualization of machines, servers, storage and networking.

It requires multiple technologies.

There are many paths and many potential alternatives.

For successful contingency planning, it's critical to narrow the scope.

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What's the future of your company's virtual infrastructure?
How can you optimize the cost of your current virtual infrastructure?
Can it be more secure?
Can it advance your sustainability goals?

You need a Virtual Infrastructure Proficiency (VIP) assessment

Whether you want to keep your current solution, stay on-premises or migrate to a different cloud provider, we will identify the best solution to meet your financial, efficiency, security and sustainability needs.

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Market Recommendations

1 Contingency Planning

- Establish a task force with cross-disciplinary technical and commercial expertise.
- Differentiate the requirements for existing production workloads versus new projects and future architecture.

2 Incorporate Alternatives

- Incorporate your preferred alternatives within an architecture-driven workload placement strategy.
- Focus on achieving business-defined objectives, reducing technical debt and controlling vendor lock-in.

3 Determine Dependence

- Establish an agreed set of criteria for assessing virtual workloads, third-party tools and locations.
- Reduce effort by quickly eliminating untenable deployment scenarios.

4 Define the Best Course of Action

- Weigh technical and commercial risk against the time, cost, effort and skills required to migrate current workloads.
- Obtain executive buy-in, including triggers for any contingency plans.

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Optimization Assessment
Components & Benefits
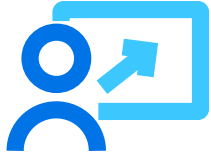
Assessment solution components
1. Security audit of existing deployments using playbooks.
2. Onsite environmental assessment to check maintenance status (security updates and hardware lifetime dates).
3. Application management using due diligence questionnaire.
4. Additionally, as part of business consulting framework we could provide:
   - Green factor assessment
   - Stakeholders' analysis
   - Change management process

Assessment benefits
1. Possible lower licensing costs.
2. Easier patch and security fix management.
3. Improved security through process tools and project management.
4. Additional layer of redundancy and security through CI/CD automation using CI/CD flow.
5. Immediate cost reduction without impacting production by migrating Test/Dev workloads in the early stages.
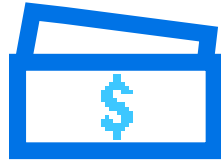
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Technology Optimization Assessment
Components & Benefits

Observation and interview

An optimization expert analyzes your activities within a defined perimeter based on key factors known to be essential in effective maintenance environments.

Recommendations

We deliver a report providing visibility of your technology environment.

It will highlight non-optimal activities, problems and root causes, business risks and future cost savings opportunities.

Realization blueprint

Within the assessment, Atos also provides a blueprint for realizing these improvements.

All recommendations are prioritized in order of value.

Improved visibility
- Gain a better understanding of the technology environment
- Make informed decisions based on the findings
- Develop an action plan to improve technology

Improved service quality
- Recommendations to implement best practice processes and activities
- Focus on reducing downtime
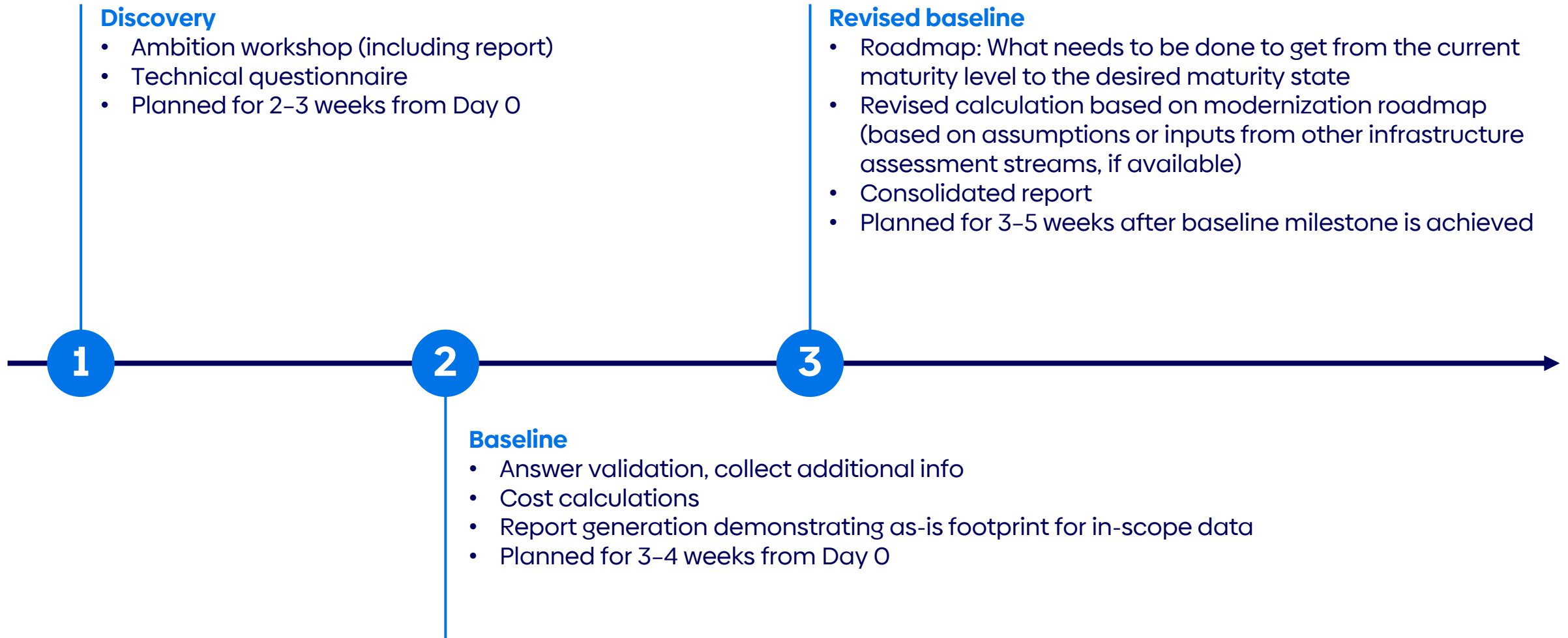- Identify high-risk areas and recommend solutions to mitigate

Reduced costs
- Identify cost optimization opportunities
- Suggest ways to implement recommendations
- Realize benefits quickly

Increased business agility
- Identification of ways to optimize processes, reducing the effort required to manage the environment
- Allowing resources to be re-allocated to value-added business activities

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Optimization Assessment Journey

Discovery
- Ambition workshop (including report)
- Technical questionnaire
- Planned for 2–3 weeks from Day 0

Revised baseline
- Roadmap: What needs to be done to get from the current maturity level to the desired maturity state
- Revised calculation based on modernization roadmap (based on assumptions or inputs from other infrastructure assessment streams, if available)
- Consolidated report
- Planned for 3–5 weeks after baseline milestone is achieved

1 — **2** — **3**

Baseline
- Answer validation, collect additional info
- Cost calculations
- Report generation demonstrating as-is footprint for in-scope data
- Planned for 3–4 weeks from Day 0

Atos

Get hands-on advice from experienced business technologists

We leverage business insight and IT expertise, complemented by our world-class network of partners

Atos consultants are ready to help you explore the different possibilities with support from partners like AWS, Dell, Microsoft, Netapp, RedHat, Veaam.

Our VIP assessment includes:

- Deep, thorough analysis of your business needs and goals in terms of IT infrastructure.
- Analysis of your current infrastructure features like availability, carbon emission and resiliency — with a special focus on current cost and expected cost evolution.
- Development of a tailor-made IT infrastructure value proposition to meet your specific needs. The assessment will be relevant to your business, built with a long-term vision and a clear cost plan that is both realistic and stable in the long run.

Atos

Technology Consulting powered by experience and innovation

200+
Consultants and SMEs

10+
Countries served, including Germany, Benelux, France, Netherlands, UK & Ireland and US

Our advisory services include:

Cloud
Infrastructure
Digital workplace

Cyber recovery
Sustainability
Data & AI

Leveraging our proven methodologies, global capabilities and local presence.

AtoS

The vast partner ecosystem of global leaders to have a clear vision on best fit solutions

We work hand-in-hand with **selected world-class organizations in software applications, infrastructure and consulting** to strengthen our own unique portfolio.

Leveraging the abilities of these industry leaders allows us **to concentrate on driving growth for your business.** Through comprehensive, intelligent integration of partner product-based solutions and services we underpin and complement our key strengths to maximize your productivity.

aws

DELL Technologies

DEVICE42

NetApp®

Microsoft

Red Hat

veeAM

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Creating a Win-win Opportunity

As we continue to enhance our services and ensure your business operates at its peak efficiency, we have a special opportunity.

Three select clients will receive their **virtual infrastructure assessment and optimization at no cost.**

In exchange, all we ask is for permission to publicize the great results we achieve together.

Let's show the world how infrastructure transformation is supposed to work.

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Marketing Disclosure Agreement – Three Components to Choose

1 **Press Release**

To be used externally with the media, in Atos marketing or sales campaigns, online and in printed collateral after approval of the content.

2 **Logo Usage**

External use of client's logo in marketing or sales activities (e.g., offers, customer presentations), online and in printed collateral.

3 **Reference**

The client and named individual to act as a formal client reference for Atos with prospects in the context of offers and presentations.

4 **Written Case Study**

Written documentation of your experience working with Atos in the delivery of the project, including a client's quote and named individual.

5 **Video Case Study**

Video documentation of your experience working with Atos in the delivery of the project, including a client's quote and named individual.

6 **Social Media**

Approval to name the project on the Atos social media channels including LinkedIn, Twitter, Instagram and Facebook.

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This is a time to seriously consider what the future of your virtual infrastructure will look like.

And how it can support your stability and growth.

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Take the Next Step

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If you're concerned about your virtual infrastructure, we can help.

Atos

Revolutionizing sports through technology and data

**Olympic & Paralympic Games
Worldwide IT Partner**

**UEFA
Official Information
Technology Partner**

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About Atos

Atos is a global leader in digital transformation with c.95,000 employees and annual revenue of c. € 11 billion. European number one in cybersecurity, cloud and high-performance computing, the Group provides tailored end-to-end solutions for all industries in 69 countries. A pioneer in decarbonization services and products, Atos is committed to a secure and decarbonized digital for its clients. Atos is a SE (Societas Europaea) and listed on Euronext Paris.

The purpose of Atos is to help design the future of the information space. Its expertise and services support the development of knowledge, education and research in a multicultural approach and contribute to the development of scientific and technological excellence. Across the world, the Group enables its customers and employees, and members of societies at large to live, work and develop sustainably, in a safe and secure information space.

Find out more about us
atos.net
atos.net/career
Let's start a discussion together

About Tech Foundations

Tech Foundations is the Atos Group business line leading in managed services, focusing on hybrid cloud infrastructure, employee experience and technology services, through decarbonized, automated and AI-enabled solutions. Its 48,000 employees advance what matters to the world's businesses, institutions and communities. It is present in 69 countries, with an annual revenue of € 6 billion.