

# Microsoft business solutions

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It's easy to take Microsoft for granted - we all know their products so well. But does entrenched acceptance mean that some enterprises are failing to get the most from their investments?

**As your enterprise faces the challenges and opportunities of digital transformation, your ability to make the right software choices becomes absolutely critical. Not only do you need to manage continuing changes to your existing application estate. You also seek to migrate to more agile and cost-effective cloud delivery platforms; you need to maximize the quality of communications for your workforce, your partners and your clients; and you need to reap the benefits of new big data and analytics techniques and technologies.**

Accounting for some 17% of all software spend, Microsoft dominates the enterprise market. Atos helps you to ensure ROI, ongoing security, and most importantly, the highest levels of enterprise business performance from your Microsoft investments.

The ease of interoperability between Microsoft products and platforms is something that is so natural in our working lives, that we hardly even see it. We cut and paste between our office productivity tools; we access and manage the

results with SharePoint content management systems; we track business results using Excel, SQL Server and tools created in Azure and .Net; and we analyze them together using Exchange mail and Lync collaboration tools.

We do all this with common interfaces using common operating systems and making calls to common databases. This degree of business penetration is, by any standard, extraordinary.

# Your priorities are our focus

Atos global Microsoft activities focus on our clients' business priorities. Atos will combine its expertise in all Microsoft and non-Microsoft technologies as required in each engagement; projects are rarely limited to single products or platforms.

We will act as your expert guides on this journey of business transformation, ensuring that you benefit from the full potential of Microsoft's continually evolving technologies.

The way you exploit your investments in Microsoft technologies must deliver both competitive advantage and tangible advances in business efficiency. Working with Atos, you will achieve both.

## Business essentials

When your use of Microsoft technologies is so deeply embedded in your day-to-day business practices, it is all too easy to take them for granted. When considering the journey ahead, it is essential to consider any prospective change of approach or practice from the perspective of essential business change.

## Coherent business information

To what extent does the data which underpins all effective decision-making, and which flows across multiple platforms and applications combine to deliver actionable intelligence?

## Seamless communication

Can the many different professional teams across your enterprise communicate and collaborate seamlessly - using the most appropriate tools and techniques according to time, task and location?

## Agile extension

Are you able to form and re-form organizationally with winning agility and on any scale - getting a single contractor equipped for immediate productivity, on the one hand, or managing a major acquisition on the other?

## Regulation and compliance

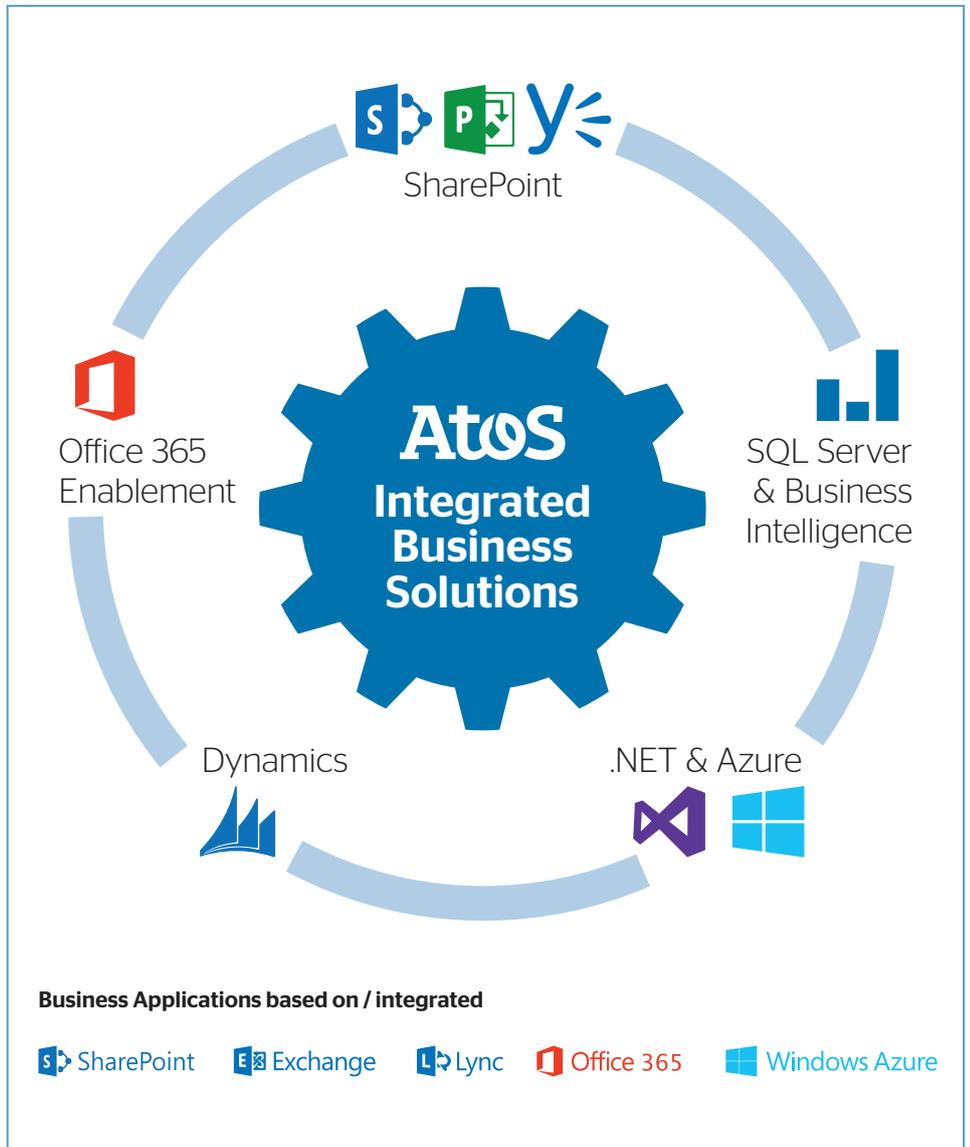
Are you confident in your ability to manage the continually changing regulation and compliance landscape, and to anticipate and manage the implications for enterprise IT practice?

## Budget responsibility

Are you able to do all of this in a way which contributes directly to the continual drive to reduce operational overheads and deliver cost and contract transparency?

## Platform Consolidation and Migration

Are you able to carefully analyze "as-is" position and define the extended landscape for both Microsoft and non-Microsoft platforms - matching to strategy and practice?



## Think about it ...

On a strictly personal level, what proportion of the functionality of Microsoft products do you actually use? For most of us, even with the best-used personal productivity tools, we probably never even touch 70% of the functions we pay for - and that's before we even think about interoperability between products and technologies.

So multiply that hidden functionality across all employees, partners and customers, and consider the implications.

That's got to be worth exploring - and Atos is in a great position to guide and stimulate discovery.

# Microsoft-enabled digital transformation from Atos

In every engagement, Atos demonstrates its ability to manage complex consolidation and migration activities, be it on global scale or on a smaller but specific project level. This spans all

aspects of infrastructure optimization, platform build, integration and change management. Our ability to manage multiple Microsoft and third party products in a single end-to-end approach

minimizes business risk for our clients, and accelerates time-to-adoption and business return.

Microsoft Technology	Goal	Business focus and implementation essentials	Examples and achievements
<b>SharePoint &amp; Yammer</b>	Optimized collaboration	<ul style="list-style-type: none"> <li>▶ Share knowledge and best practice</li> <li>▶ Security and regulatory compliance</li> <li>▶ Usability - designed around your specific practices</li> <li>▶ Business portals for direct and transparent customer relationships</li> <li>▶ Business process transformation - workflows, document lifecycle management and external data integration</li> <li>▶ Search and locate for speedy retrieval across multiple sources</li> </ul>	<p>We combine SharePoint and Yammer, the Microsoft enterprise social networking solution, with further business process customization through .NET development.</p> <ul style="list-style-type: none"> <li>▶ We designed and implemented one of the largest enterprise SharePoint implementations - facilitating secure knowledge share between 390,000 employees worldwide. We deliver ongoing operation and management from our near and off-shore facilities.</li> <li>▶ For this manufacturer we used SharePoint Online for unrivaled communication with retail outlets. We developed the application in JavaScript and HTML, using SharePoint Online for content storage and display.</li> </ul>
<b>SQL Server &amp; Business Intelligence</b>	Differentiating business intelligence	<ul style="list-style-type: none"> <li>▶ Embedding analytics in business process for competitive advantage</li> <li>▶ Manage all related data management approaches</li> <li>▶ Establish a robust and sustainable analytics platform</li> </ul>	<p>Exploit SQL Server Analytics, Business Intelligence and Reporting Services to keep track of business KPIs.</p> <ul style="list-style-type: none"> <li>▶ This public transport client commissioned Atos for a risk analysis solution. It allows them to continually monitor, measure and improve security. An SQL Server Data Warehouse contains the data and this is interfaced through a SharePoint portal.</li> <li>▶ This major manufacturer needed a BI solution to manage internal projects, tracking multiple complex data streams. We created a multidimensional database in Microsoft SQL Server, using SQL Server Integration and Analysis. Both SharePoint and Excel 2010 are used in the portal.</li> </ul>
<b>.NET &amp; Azure</b>	Agile application development	<ul style="list-style-type: none"> <li>▶ Identify instances where "out-of-the-box" implementations, of SharePoint, for example, require special tuning</li> <li>▶ Identify current applications requiring re-engineering for new usages - cloud and mobility, for example</li> <li>▶ Specify customization scope, craft development, test and deploy</li> </ul>	<p>Atos has invested in major .NET/Azure development capabilities, with shared best practice and key services in India.</p> <ul style="list-style-type: none"> <li>▶ This automotive company relies on its Atos solution for consumer and dealer financing in nine major markets. The solution uses BizTalk for full external integration with banks, credit rating agencies, collection agencies and government departments.</li> <li>▶ Atos designed and developed an N-tier architecture for this automotive supplier to help fleet managers manage and analyze their business. Atos delivered using a pay-as-you-go model.</li> </ul>
<b>Dynamics CRM / AX</b>	Outstanding customer relationships	<ul style="list-style-type: none"> <li>▶ Dynamics as a sales platform</li> <li>▶ Analyze integration scenario, with, for example, existing SAP instances</li> <li>▶ Explore all aspects of relationship and case management</li> <li>▶ Strong focus on interface and usability</li> <li>▶ Trial and pilot to speed mass adoption</li> </ul>	<p>We use Microsoft Dynamics to define and integrate CRM process and workflow.</p> <ul style="list-style-type: none"> <li>▶ We have designed and deployed public transport CRM systems in French cities - giving transport service providers the tools for effective marketing and focused development.</li> <li>▶ We have helped a major retailer centralize purchasing by establishing a single Dynamics AX-based solution for use across multiple outlets.</li> </ul>
<b>Office 365, Exchange &amp; Lync</b>	Cost-effective unified communications	<ul style="list-style-type: none"> <li>▶ Examine current working practice and explore ambitions for the future workplace - mobile and 7/24 service access feature strongly</li> <li>▶ Prepare the cloud transition business case for Office 365</li> <li>▶ Scope, plan and execute your journey to the Office 365 cloud, making associated business process transformation a priority</li> </ul>	<p>Running business processes based on SharePoint, Exchange and Lync either on premise or in the Office 365 public cloud delivers increased efficiency and savings.</p> <ul style="list-style-type: none"> <li>▶ For this bank, Atos migrated over 70,000 mailboxes worldwide from various source systems to Exchange. Atos delivered a common 'Exchange' across 55 countries from 3 global hubs with additional in-country solutions. The unified messaging platform enables the build out of further unified communications and collaboration technologies</li> <li>▶ Atos is enabling Office 365 for one of the world's largest soft drinks brands - while undertaking essential platform consolidation. Initially, our client will use the Microsoft public cloud in 7 countries for over 30,000 employees. As well as enabling the public cloud for this customer, Atos is also migrating mailboxes from Lotus Notes to Office 365.</li> </ul>

# End-to-end support and transformation services

As business technologists, Atos provides a complete suite of professional services, covering the complete Microsoft-based technology stack. We combine in-depth knowledge of Microsoft technologies with exceptional understanding of the processes and business environments of the sectors we serve.

Core professional services include:

## Microsoft Architecture

Our certified architects have the professional Microsoft focus needed to provide robust, end-to-end solution architectures.

## Microsoft Technical Consultancy

Atos technical consultants will work with you to ensure that our developers develop solutions which perfectly match your needs.

## Data Engineering

Specialist Atos data engineers build the foundation of your solution, ensuring the high-performance performance and agility needed to exploit the new wave of analytics.

## Integration and Migration

Experts in .NET will manage the integration of Microsoft and non-Microsoft systems, including SAP. Migration professionals handle smooth and secure data transformation, especially critical, for example, when moving from Notes to Microsoft.

## Quality Assurance / Testing

Experienced Atos testing managers undertake full ambiguity analysis, modeling, performance, system and integration testing. User acceptance testing is particularly valued.

## System Management

Infrastructure and hosting experts define and deliver the most appropriate system management approach - taking into full account the need to manage the heritage alongside the new.

## Program & Project Management

Atos program and project managers are highly qualified and have a strong track record in Microsoft technologies and in providing continuity and smooth transition for the most demanding implementation scenarios.

## Resourced and ready

Atos is fully resourced and ready locally and globally. We have a worldwide network of certified Microsoft specialists with all processes and collaboration practices in place for immediate deployment.

We are equipped to deliver "end-to-end". Our senior business technology consultants specialize in the requirements and trends specific to their chosen sectors. This ability to talk telecommunications, manufacturing or transport, for example, helps ensure you always get the relevant business focus.

We have exceptional project management skills and experience too, ensuring that even the most complex transformation projects can be kept on budget and on track from the initial brainstorm right through to hand-over to our managed services operation.

## Beyond Microsoft - beyond integration

Our focus is categorically on helping our clients get the maximum value from Microsoft products. But you cannot do that in isolation. Just as we are able to help people migrate from non-Microsoft to Microsoft platforms - such as in Notes migrations for example - so we are able to provide expert integration between Microsoft platforms and other business technologies.

Sometimes these will be generic in nature - such as SAP instances for HR and accounting. Sometimes they will be specific to individual sectors and companies - such as Product Lifecycle Management solutions in manufacturing, or smart meter management in the utilities sector.

And Atos is not simply focused on integration and change management - our Microsoft activities are themselves, fully connected to ongoing service and support provision, to create a cycle of continuous analysis and innovation.

## Objectives:

1. Maximize the business value of your current Microsoft investments - turning latent into actual and measurable benefit
2. Identify and exploit opportunities to extend business return by removing artificial barriers between products and processes
3. Establish and maintain both a comprehensive roadmap for Microsoft technology usage and drive cost-optimization for all aspects of business deployment

## Next steps

If your enterprise has made significant investments in Microsoft products, it is worth taking time to talk to the Atos Microsoft team. Sometimes this will be prompted by a specific and immediate business need: millions of business users still rely on Windows XP for example.

Sometimes it will be worth taking time out simply to survey your Microsoft estate in the broadest business and technology context - and ask what hidden potential is waiting to be exploited.

Whatever the catalyst, we're ready for action.

## 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

For more information:

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