return
on investment
a transformation business case

Atos Consulting Services deliver Rapid ROI Analysis, detailed Business Case Development, using a classic cash flow analysis and opportunity scenarios.

Atos Business Case Consulting Services help align your business and enterprise IT for effective cost saving IT Transformation programs. Our cash flow analysis approach produces an ROI that helps the organization leverage the savings opportunity impact for traditional data center and application rationalization cost savings programs as well as for adoption of IT-as-a Services or "Cloud Services".

Our Solution

Leveraging our standard consulting life-cycle methodology, we bring expertise from leaders that have successfully accomplished transition to cash savings. Atos takes the risk out of starting your Journey to Data Center Transformation and Cloud through a dynamic business view.

Business Case Development from Atos is:

▶ Consultative-led project-based services to help you create new ROI studies or validate existing ones.

▶ A multi-tower analysis that can include end user computing, help desk, data center facilities, data center IT infrastructure, local and wide area network costs, mobile computing costs, and organizational overhead costs as a result of an IT Shared Services operating model.

▶ A team of experts with time tested operational process and financial experience in the IT and vertical industry knowledge domains.

▶ A custom developed cash flow analysis approach that generates payback curve graphs and lets you alter custom parameters defined for your unique environment.

Our Approach

Our approach evaluates what happens when we use technology better by developing cause and effect relationships between various opportunities and their potential benefits. This is all translated in the cash flow analysis tool. We then input your NPR or IRR and produce an ROI based on a defined number of scenarios.

The real difference in the Atos approach is that we combine the expertise and vision of our highly skilled technology advisory consultants, operational specialists, and financial experts with a presentation that your CFO is looking for. Technology only presentations usually do not have a financial model that can be comprehended by a wide audience while purely financial presentations often do not allow for adequate visualization of the technology and application deltas. Atos efficiently blends the two approaches for clarity to technical and financial audiences.

The Benefits

Complex projects that are transformational in nature benefit from leveraging experience from an advisor outside of your organizations. Furthermore, Data Center Transformation has been around for many years. Yet enterprise IT organizations don't execute on these initiatives often enough to build the execution knowledge that guarantees success. Atos' vertical industry knowledge coupled with documented best practices, can be linchpins for your success.

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

▶ Synchronize IT investment and services with business goals.

▶ Leverage time tested tools and approach to validating ROI.

▶ Leverage a technology agnostic Consultancy from Atos for an unbiased point of view of cost savings focused on your current environment

Your business technologists. **Powering progress**

AtoS

Get it right the first time

A strong start in planning prepares for a successful finish. Set your ROI and cash flow targets before the transformation so your program office can effectively measure value capture through each phase and each work stream of your engagement.

	1 Basic Principles	**2** As is Situation	**3** To be Situation	**4** Transition	**5** Gap	**6** Decision
Steps	What is the objective type of project and scope? What is the urgency and commitment? What is the business as usual scenario? What are the cash flow impacts of the project? Which decision criteria are relevant?	How do financial indicators evolve if the project is not implemented? What do we need to invest if the project is not implemented?	What is the proposed solution? What options do we have? How do financial and non-financial indicators change after the project has been implemented?	What do we need to invest in the project? What investment fits which option? Which investment do we not have to make if the project is implemented?	Do we have a compelling business case for the project? What is the business case for each of the stakeholders in the project? What are the key risk elements of the project?	Do we implement the project? Which element of the business case can we adjust? Who pays what? Who is responsible for what? How do we monitor the business case?
Deliverables	Business case Specification	Baseline	Benefits	Cost	NPV, key risks, Strategic Impact Scenario Analysis	Business Case Presentation, Decision, Benefits Tracker

and best in class target state architectures.

▶ Continue scenario planning and use the Atos tools once the engagement is complete.

▶ Have confidence in the results from Atos based on our time tested approach, proven results, and open partnership approach to working with our clients.

Why Atos

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.

Business Case Considerations for IT Transformation

▶ Project based Transition Costs

▶ Project based Transformation Costs

▶ Transformation Capital

▶ Licensing & Depreciation

▶ Telecom (Voice & Data)

▶ End User Computing

▶ Help Desk

▶ Data Center Facilities

▶ Data Center IT Infrastructure

▶ Maintenance and Support

▶ Labor and Organization Overhead

▶ Mobile Computing