

boosting

business performance

by driving down mainframe costs





Helping you to manage your business critical mainframe applications in a cost-effective, secure and flexible way.

Atos' Mainframe Services delivers proven operating environments where costs are lower, transparent and predictable. Our fully managed outsourcing support is flexible and scalable for future demands, removing the burden of in-house investment.

Turn a problem into a benefit

More than 70% of all business IT operations happen on mainframes. Even in the age of e-business and digital connectivity, mainframe has proven to be a great platform for fast and high-transaction jobs like billing. Clearly, the mainframe is still business-critical. It will remain the engine for many core processes (and therefore, many organizations) in the future.

For many organizations however, the mainframe is increasingly unable to deliver business flexibility and agility - two key traits for survival in today's business world. And of course, the mainframe has always been a business challenge, hemorrhaging 'fixed' costs in the human and technical assets needed to manage a never-ending cycle of new software releases and licenses.

This challenge is unlikely to reduce in the future, it seems. Finding support for older systems, from ever-smaller communities of available technical experts, is hard, costly and time-consuming. There will be more fluctuations in demands on the mainframe estate: in times of tight capital expenditure, it will be harder to make a realistic business case for the worst case budget required.

Atos helps customers all over the world to turn their mainframe burden into a business bonus.

We help you to get far greater cost effectiveness in your IT operations, reducing your TCO by around 20% and, frequently, giving you full benefits within 12 months.

To do this, we leverage our years of experience and know-how to provide the advanced virtualization and consolidation, standardization and harmonization of mainframe processes. All this skill and insight enables us to make your mainframe systems as efficient and flexible as they should be.

Our business-sensitive charging process is another big contributor to cost-effectiveness. We can provide a fully managed mainframe environment, where all key services deployed (processing, storage, database and timesharing) e.g. are measured and charged on a per-use basis, according to published agreed tariffs. This gives you transparency and reassurance at every step.

This means that you always know what your costs are, and can easily choose the support you can afford - shifting from capital expenditure to more manageable operational spending.

Atos' Mainframe on Demand approach also provides flexibility to scale mainframe usage for the future, without investment in hardware or technical skills.

Technology refresh exercises, performance and capacity management are all carried out by Atos as part of our services - ensuring mainframe operations are fit for the years ahead. We also rationalize resource allocation for greener performance, directly benefiting your business. Our mainframe twin data centers help keep our customers' technology platforms up-to-date; we ensure world-class security and compliance, so you can focus on your core businesses.

Transforming your mainframe: how Atos is different

- ▶ We run one of Europe's largest Mainframe data centers (the largest Sysplex in Europe)
- ▶ We provide hosted Mainframe services to more than 70 enterprise clients
- ▶ Current worldwide processing capacity is more than 50,000 MIPS (z/OS, z/VM, z/VSE)
- ▶ We support Linux on z, zAAP, and zIIP processors
- ▶ We have all relevant certifications in place, including ISO 9001, ISO 27001, ISAE3402 and PCI (card processing)
- ▶ Everything we do is backed up by the experience drawn from our 40 years of continuous Mainframe service.

management
management support.

national
expertise



Local management services

- ▶ Local account management
- ▶ Country, sector and language-specific
- ▶ In-country technical specialists
- ▶ Interface between infrastructure and applications
- ▶ Coordinated collaboration between Atos and client application staff.



Billing and contract services

- ▶ Transparent, predictable and answerable.

Local Expertise



Reporting and intelligence

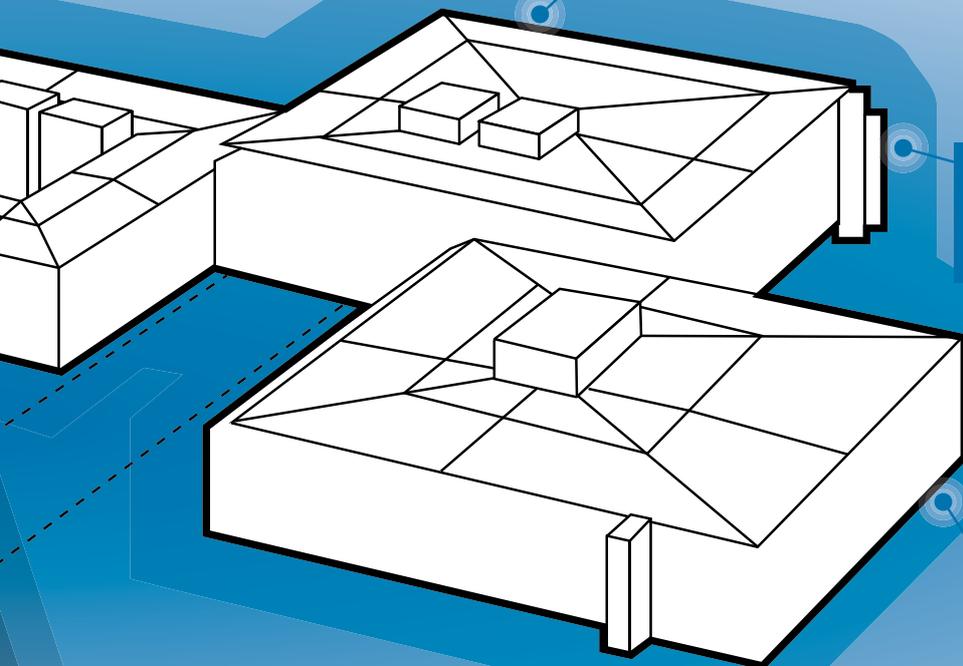
- ▶ Clear SLA reporting
- ▶ Full usage indicators and analysis
- ▶ Intelligence for planning.

Virtual teams • Virtual teams • Virtual teams • Virtual teams



Business continuity

- ▶ Essen 1 + 2 (Germany) synchronous mirroring
- ▶ Eindhoven (The Netherlands) disaster recovery
- ▶ Asynchronous mirroring for second-level disaster recovery
- ▶ Full redundancy (tape, disk and processing).



Processing

- ▶ 36,000 MIPS
- ▶ Scalable (up or down), high-end server (+ Linux and Java capability).



Power management

- ▶ Redundant diesel back up
- ▶ Redundant UPS.

Making the transition to outsourced mainframe services

The transition process is critical in shifting to outsourced mainframe services. Your business must never be interrupted, and the planning and execution of any transition must be flawless.

Over the past 20 years, Atos has carried out more than 70 mainframe transition projects. We recognize that every engagement is different: no two organizations have the same applications mix, heritage, storage topography, or staff make-up.

Atos combines experience and method with attention to detail and an ability to listen to your needs and requirements - vital, given that smooth transition is rooted in the quality of relationship. This is particularly crucial when employees are transferred as part of a mainframe outsourcing contract; our success in this area is demonstrated by the fact that, to date, some 50% of our European mainframe operations team comes to us from client organizations.

Fast and meticulous transition is a cornerstone of Atos' mainframe services. In one recent engagement, our team lifted and shifted 1000 MIPS in under three months without missing a beat.

Atos mainframe services have a track record of scoring above 8.5 on a scale of 10 on customer satisfaction, year-on-year.

Who benefits?

Mainframe outsourcing from Atos gives a huge range of benefits across your business:

Who	How
Sourcing professionals and CFOs	<ul style="list-style-type: none"> ▶ Eradicate ongoing mainframe license and hardware investment (achieving zero capex) ▶ Establish predictable mainframe costing models that align dynamically to demand variations - whether upwards or downwards ▶ Simplify mainframe supply relationships by rationalizing account relationships.
IT management and CIOs	<ul style="list-style-type: none"> ▶ Gain access to scarce skills/resources - without the need to invest in training or add to headcount ▶ Liberate skilled resources with specialist business knowledge for more profitable deployment ▶ Establish a hotline to all mainframe innovation ▶ Build a network of associated value added services in areas such as database management and security ▶ Above all, achieve flexibility and scalability - make yourself better able to respond to fluctuating business needs.
Operational and Business Development leaders	<ul style="list-style-type: none"> ▶ Capacity on demand - processing and storage 'from the tap' ▶ Be ready for new service growth - anticipate bandwidth for the e-economy and web 2.0 ▶ Budget transparency - grasp the cost implications of shifting requirement and scale up or down ▶ Bypass IT bottlenecks ▶ Rationalize and transform legacy environments.
Legal, security and compliance managers	<ul style="list-style-type: none"> ▶ Establish a tight partnership for data management - with all requisite certifications in place ▶ Share responsibility for compliance in a constantly changing regulatory landscape ▶ Achieve quantifiable advances in CSR with better energy management and reduced consumption.



Next Steps

Engaging with Atos for outsourced mainframe services will typically reduce your mainframe management costs by at least 20%. Taking the complete planning and transition costs into account, we generally help our customers achieve full return on investment in around 18 months. Most see an immediate benefit in flexibility.

We have designed our engagement model to encourage small steps as the best path to positive change. Contact us now to talk about:

- ▶ Site visits to our mainframe facilities and meetings with satisfied customers
- ▶ Mainframe transition workshops in which we can scope the opportunities and identify the triggers
- ▶ Prepare to pilot - practical projects help you make the best business case.

Customers

Atos' mainframe services customers in various sectors include:

- ▶ Achmea
- ▶ ADP
- ▶ ASR
- ▶ BP
- ▶ DAF Trucks
- ▶ E.ON
- ▶ KAS BANK
- ▶ KPN
- ▶ Reebok
- ▶ Shell
- ▶ Standard Chartered Bank
- ▶ Thomas Cook.

About Atos

Atos is an international information technology services company with annual 2011 proforma revenue of EUR 8.5 billion and 74,000 employees in 48 countries. Serving a global client base, it delivers hi-tech transactional services, consulting and technology services, systems integration and managed services. With its deep technology expertise and industry knowledge, it works with clients across the following market sectors: Manufacturing, Retail, Services; Public, Health & Transports; Financial Services; Telecoms, Media & Technology; Energy & Utilities.

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 and Paralympic Games and is quoted on the Paris Eurolist Market. Atos operates under the brands Atos, Atos Consulting & Technology Services, Atos Worldline and Atos Worldgrid. For more information, visit: www.atos.net

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