mission
accomplished
new outcomes for defence and security

Atos

Your business technologists. **Powering progress**

Emerging scenarios

You are facing a critical juncture in defence and security. Whether you are a Ministry head, a technology decider, an armed forces chief or any other kind of key decision maker in the extended defence and security community, you are confronted with conflicting challenges that threaten to limit your operational effectiveness. But the right approach can transform mission outcomes.

Within the wider field of defence and security, organisations have always had to face core strategic challenges. From front-line support, interoperability and adaptability to capability, affordability and resource efficiency, defence and security has always been a question of juggling priorities and maximising synergy. But now new threat scenarios are complicating the picture, and making networked information across multiple interdependent domains the key performance metric.

As missions diversify in a new century – where cyber-security, terrorism, ideological conflict, nuclear proliferation, failed states, energy security, climate change and disaster response are the key challenges – no one agency or organisation can now fulfil its strategic goals alone. And as collaboration within a wider ecosystem of peers and partners emerges as the new norm, how you manage and deploy information across all domains now becomes the critical factor. We believe we already have many of the answers.

At a time of tightening budgets and financial austerity, security threats continue to multiply and intensify. To make a difference now, defence and security entities must know more, share more, secure more and scale more than they ever did in the past. Asymmetric threats make networked thinking a must – as collaboration across defence and security communities takes a new priority both within countries and on deployed operations.

As cyberspace joins the classic realms of land, sea and air, securing identity and assets across all physical as well as virtual infrastructures becomes imperative. And as operational tempo and global deployment accelerate, scaling to meet shifting defence and security agendas with the right quality and quantity of technology support at the right time is equally critical. These are four key challenges that potentially conflict, and are by no means always met by one partner.

At the newly transformed Atos, we see these potential contradictions as intrinsic connections – and have now the depth, reach and stretch to cover your complete ecosystem demands. Whatever kind of organisation you help to drive, the business technologists can now make the difference in synchronising defence priorities and synergising security resources on a global basis.

Partner transformation

Defence and security organisations have many partnerships – both within the community and throughout the globe. Some of those partners are related to specific missions, and some looked upon as strategic across the board. We are transforming Atos so you can now transform outcomes from command and control to security, identity and logistics.

In security outcomes, timing is everything. We believe that the fluent integration of two leading European partners – Atos Origins with Siemens IT Solutions and Services – could not come at a better time for your strategic agenda. And as we change, we are enabling you to adapt and evolve in new ways within your extended ecosystem.

▶ **You demand full geographical reach from a partner in an age of global deployment. We now deliver on that**

▶ **You expect comprehensive coverage of all physical as well as virtual assets in a networked world. We now deliver**

▶ **You require best-in-class solutions provided by the best combination of partners to ensure the biggest chance of success. We can provide this**

▶ **You deserve vendor-free consulting and freedom of IT choice for maximum performance. We now reinforce that principle.**

In short, transformation at your partner's side can make all the difference to diverse mission results. Especially when that partner fields double expertise from over 50 years of defence engagement.

Partner needs for defence and security entities are very specific. To begin with, public sector principles are key, as missions reflect core civic values of protection and peace. Commercial off-the-shelf software can leave a large gap between technology and core sector processes – especially as they evolve dynamically in a networked environment. And go-it-alone partners provide little value until they can collaborate effectively with a wide range of other technology providers to bring you full service synergy.

The new approach to defence and security at Atos combines these principles and characteristics, as well as scoping from mission-critical solutions to foundational IT operation and transformation. With wide experience of Public Private Partnership in this space, outsourcing defence business processes as well as unique levels of execution discipline from running the ICT technology end of major global events such as the Olympic Games. We are well positioned to help you deliver on better mission outcomes in your field.

Ministries of Defence from the US, UK, Germany, the Netherlands, France, Spain and Australia join international organisations such as the UN and NATO as well as armed forces from Scandinavia and Eastern Europe to Latin America and Asia in our combined track record. We are also ready, willing and able to turn your strategic challenge into networked synergy.

Ecosystem coverage

Bringing together the accumulated expertise of two leading European service partners, the new Atos is able to cover your entire security needs from intelligence to asset lifecycle management and technology scalability. We are also able to drive proven solutions in core mission processes from detect and prevent to respond and recover for transformed efficiency and effectiveness.

Today's defence and security networks are richly diverse and distributed over many critical infrastructures – physical as well as virtual. We now field a highly distinctive array of solutions and services – from mission-critical sector processes to foundation IT and beyond.

▶ **Mission-critical solutions now span a complete spectrum from command and control to expeditionary logistics. They include: education and training development, SAP and other defence solutions, network-enabled operating capabilities, battlefield simulation, battlefield information systems, command and control systems (C4ISTAR), mission planning systems, procurement optimisation and homeland security as well as biometric security and identity management (where we have unique IP), border control, military logistics, secure communication, emergency response and ruggedised tempest PCs with exclusive security certification.**

These are just a few of the proven solution capabilities that we can offer.

When it comes to the foundation IT that is so critical to information-centric defence and security scenarios, we now leverage a reinforced set of answers to transform, perfect and accelerate core IT performance. These include:

▶ **IT strategy and program management, enterprise content management and collaboration, adaptive workplace and trusted private cloud platforms as well as IT transformation in core ERP systems, testing and acceptance management, GPS/GSM solution capabilities, Smart Mobility and Business Intelligence.**

Again, these are just some of the combined consulting, solution and service offerings now available on the core technology level. And to extend your partner value into completely new directions, we now stretch these mission-critical and foundation elements with unique assets from the world's widest infrastructure network at Siemens.

▶ **Including world-leading PLM skill sets for defence maintenance, military next-generation networks for communication and marine solutions as well as leading energy and healthcare infrastructure solutions.**

Vantage points

Any defence or security leader looking at the newly enriched Atos will see immediate benefits both in scope and depth. But a closer look will reveal many other unique and additional advantages not to be found in a typical IT partner. We call these your vantage points, and invite you to explore.

From July 1, 2011 a new kind of technology partner has entered the European and global market. We are the business technologists, and in your specific field that means:

▶ **A new vision of secure network-enabled capabilities through information superiority across all ICT infrastructures on the one hand, and a cyber-proof secured network on the other**

▶ **The capability to connect all military and non-military entities engaged in the field of defence and security to one another for each of the possible forms of warfare – land, sea, air, space and cyber – realising a network-enabled approach to operations.**

And we have the legacy and diversity necessary to make a difference – with specific, individual and extra benefits for you as a defence and security expert:

▶ **Specific benefits for you include mission-critical skill sets with global reach – a technology partner who understands the white space between software and your security processes – and someone who can close that gap with decades of insights and process knowledge.**

These vantage points across the spectrum from intelligence, command, mission planning to procurement, logistics and maintenance now extend in singular ways:

▶ **Singular vantage points for you as our customer span biometric security and identity management mastery, exceptional experience partnering with defence organisations as their sourcing expert along with European levels of local understanding and flexibility.**

Your extra advantage in this new partnership opportunity is individual to Atos as strategic ally of the world's widest industrial network at Siemens:

▶ **Extra vantage points for you as a customer completing information security across all physical as well as logical assets and stretching into world-leading positions in sustainability, energy, healthcare and beyond.**

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But don't take our word for it. Your peers from ministries, armed forces and defence manufacturing have already witnessed our distinctive synergy:

Jeff Elliot, Director Production Submarines, Rolls-Royce	"The joint partnering approach to contracts has unlocked a potential we all knew was there, which needed to be uncovered and confirmed so that we and the UK Ministry of Defence could move forward together."
Carlos Royo Sánchez, Cis Inspector General, Ministry of Defence, Spain	"The CIS Master Plan is not a technology plan. Above all, it is a transformation plan driving an important change in the culture and operational methods of the Ministry, through optimisation, standardisation and a total integration of management procedures."

Vantage points are more than customer benefits. They represent unique and additional advantages for defence and security ecosystems.

About 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.

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