

# Digital Ecosystem Platforms

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# DIGITAL ECOSYSTEM PLATFORMS

Transforming the very heart of value creation

70%

Value created

\$120Bn

IT market revenue in 2025

3%

Active platform strategy

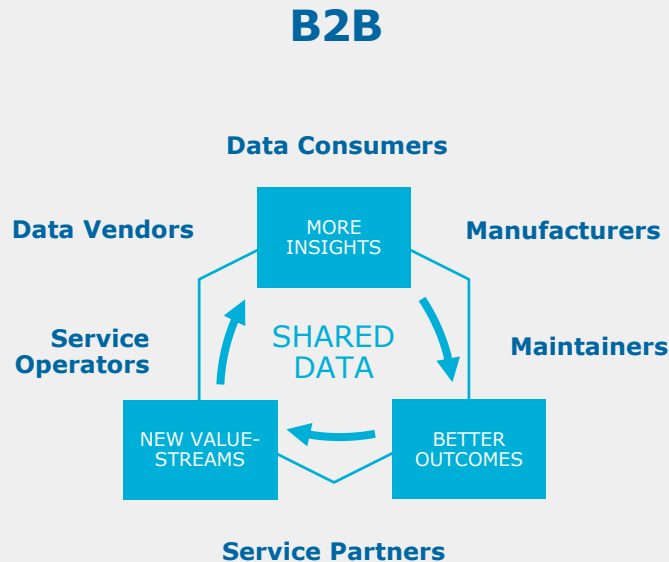
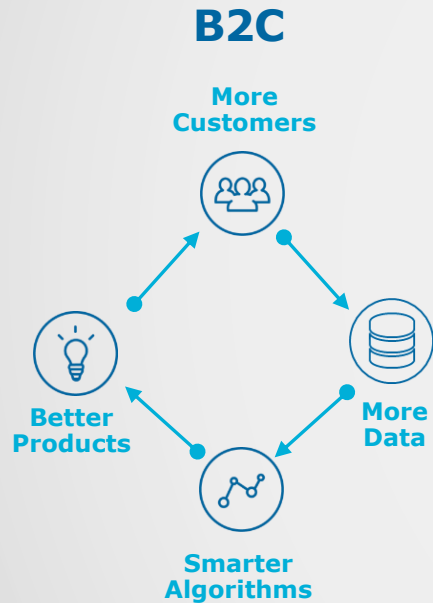
## DIGITALIZATION VS PLATFORM ECOSYSTEMS



\* Source: Atos Scientific Community, World Economic Forum, McKinsey

# CREATING VALUE FROM ECO-SYSTEMS

Atos as B2B Industry Platform Provider



## WHY ATOS?

End-to-end  
digital  
technology  
capabilities

Neutral  
platform  
provider

Intelligent  
Data Partner

# OUR PORTFOLIO AND UNIQUENESS

Atos delivers industry platform requirements

## END-TO-END DIGITAL TECHNOLOGY CAPABILITIES

Atos strategic technologies  
Technology agnostic approach  
Strong partner network  
Secure and scalable business processes  
Business model operation

## NEUTRAL PLATFORM PROVIDER

Platform facilitation  
Protected IP and Data  
Collaborative and trusted ecosystem orchestration  
Shared risk and reward models

## INTELLIGENT DATA PARTNER

Data driven innovation  
Strong ethos of shared-value and strategic partnerships  
Co-innovation mindset  
Value transformation and creation

## STRONG ALIGNMENT TO OUR STRATEGIC TECHNOLOGIES

**Hybrid Cloud**

**Codex Analytics**

**Syntbots Automation**

**Blockchain traceability & immutability**

**Edge data integration**

**Apps integration**

**Cyber Security**

# USE CASE #1 – MANUFACTURING

## INDUSTRIAL DATA PLATFORM FOR FUEL REDUCTION

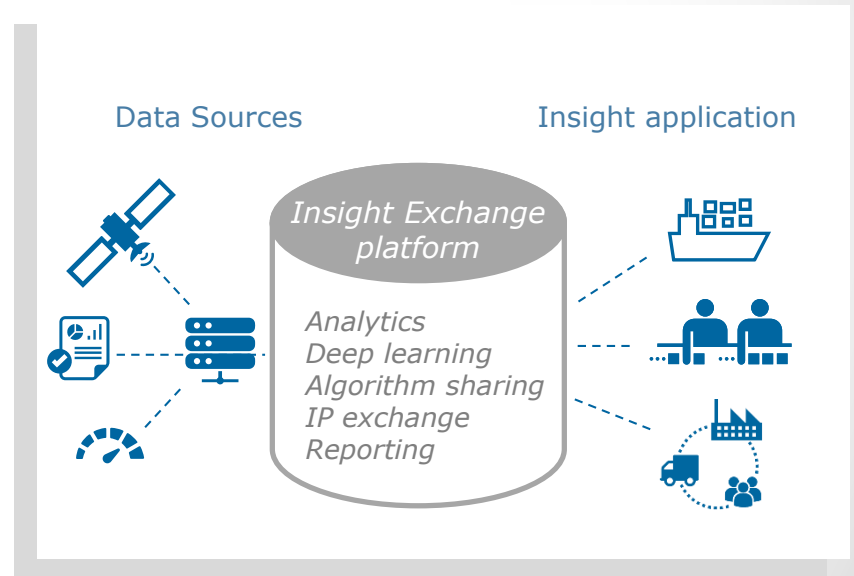


MANUFACTURING

### OPTIMIZE [FOSSIL] FUEL USAGE THROUGHOUT MANUFACTURING PROCESSES AND ASSOCIATED SUPPLY CHAIN LOGISTICS

#### CLIENT VALUE PROPOSITION:

- | Provide insight to support reduction of CO2 emissions
- | Enable comprehensive ESG reporting.
- | Establish more collaborative supply chain interactions – upstream and downstream.
- | Opportunities for new value creation through extended ecosystem (maintainers, smart supply chains....)



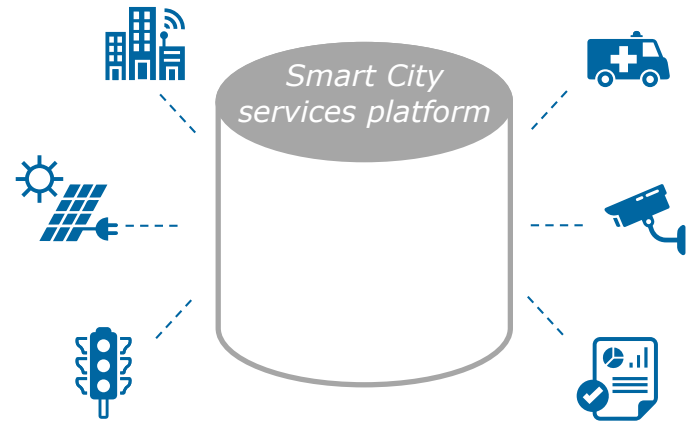
# USE CASE #2 – PUBLIC SECTOR & DEFENSE PLATFORM FOR SMART CITY SERVICE ORCHESTRATION



PUBLIC SECTOR  
& DEFENSE

**PROVIDE A PLATFORM TO ENABLE SMART CITY SERVICE ORCHESTRATION, COMBINING DATA FROM A RANGE OF INFRASTRUCTURE, ENERGY AND SERVICE PROVIDERS.**

- | Holistic approach to building and managing Smart Cities.
- | Enable innovative new data-driven services to delivery efficiency and effectiveness.
- | Visibility of standards compliance for more integrated and sustainable services.



# USE CASE #3 – FINANCIAL SERVICES & INSURANCE REGULATORY REPORTING

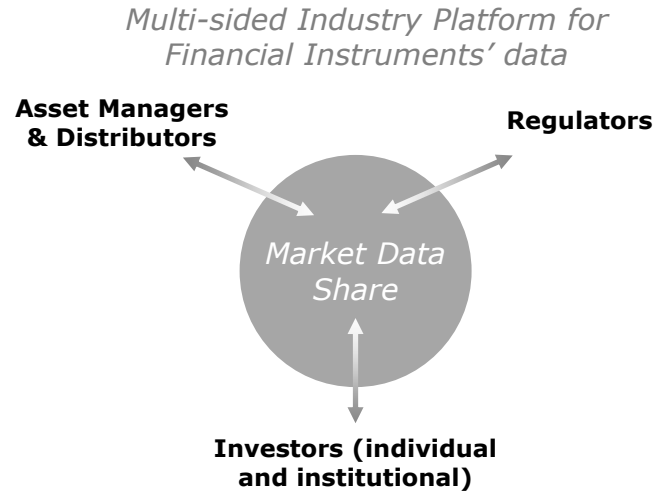


FINANCIAL  
SERVICES  
& INSURANCE

## INDUSTRY REPORTING PLATFORM PROVIDING SINGLE VERSION OF TRUTH FOR INSTITUTIONAL INVESTORS.

### CLIENT VALUE PROPOSITION:

- | Reduce cost burden of regulatory compliance
- | Improved transparency of market information.
- | Future extensions for ESG and SolvencyII reporting
- | Expose opportunities for new data-centric innovations.





# A NATURAL EVOLUTION IN DIGITAL TRANSFORMATION

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## FROM

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- | Service outsourcing
- | Business Transformation
- | Secure & scalable operation environments
- | Complex ecosystem management
- | Data management and insights
- | Outcome driven commercial models



## TO

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- | Business model operation
- | Value transformation and creation
- | Secure and scalable business processes
- | Collaborative ecosystem creation
- | Data insights and monetization
- | Shared risk and reward models

# OUR AMBITION: €1BN BY 2025

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## HUGE OPPORTUNITY

- | Digital platform is **A REAL TRANSFORMATIVE MARKET TREND** with a huge untapped opportunity in the b2b world

## NEUTRAL PARTNERSHIP

- | In that new journey, our customers need **NEUTRAL PARTNER TO PROTECT** their value creation and exchanges

## VISIONARY LEADER

- | Atos is **IDEALLY POSITIONED** with its technological portfolio but also with its **GLOBAL INDUSTRY FOCUS**

# Q&A

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# Thank **YOU**

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