

# MindSphere

## Use Case & App Evaluation

The Internet of Things has grown to become one of the most crucial, yet challenging innovations for manufacturers. Manufacturing companies gain a tremendous wealth of data from their machines, sensors, and products. Siemens and Atos have established a new partnership to give manufacturing companies the opportunity to transform IoT data into real business insight and to gain a decisive competitive advantage.

### Leverage MindSphere for your business

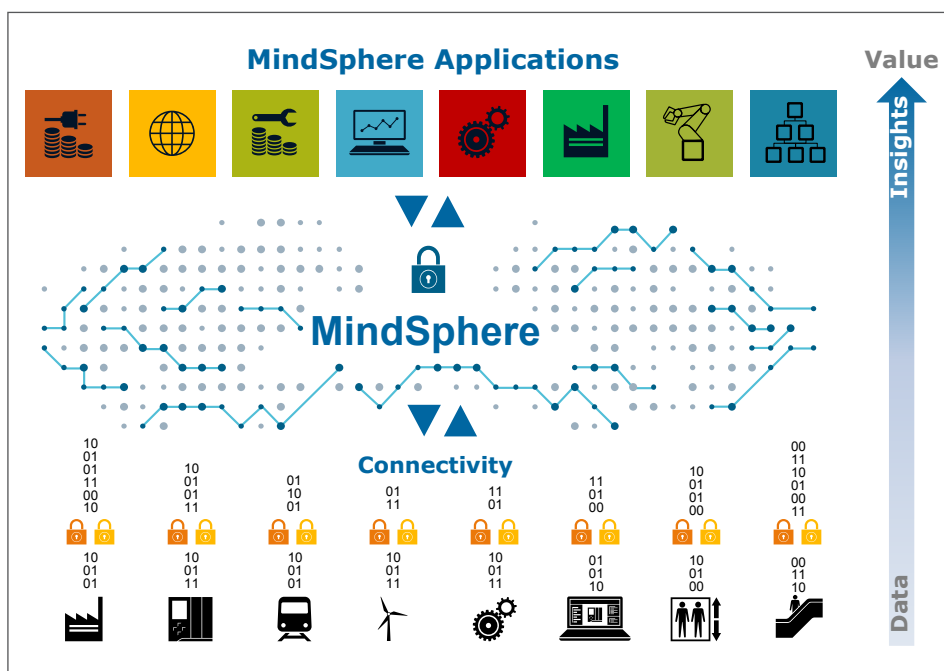
The open IoT operating system MindSphere is a scalable, ready-to-use and cost effective cloud platform with seamless connectivity to collect and utilize data. MindSphere can support business optimization, cost reductions, new services, and even new business models.

Specific applications enable the transformation of all collected data into actionable insights to generate business value. For instance, applications can enable manufacturers to access and analyze production data via their mobile devices, enabling them to efficiently manage production, resolve conflicts, and optimize resources to improve plant productivity.

As a strategic digital partner for Siemens, Atos supports manufacturing companies from the very start of their IoT journey with MindSphere, by helping them decide which specific applications they will need to generate the most value.

We have developed a structured approach to identify and qualify value-adding MindSphere use cases from our MindApps catalog that will be relevant for each specific customer.

We can also explore complete new application ideas tailored to individual needs.



MindSphere Architecture



# Use Case Evaluation Workshop - What to expect

In our one-day Use Case Evaluation Workshop, we explore your individual options to benefit from MindSphere by selecting the applications that would bring the most value. The team of 4-5 industry and digitalization experts from Atos together with 5-6 client experts will identify actionable, viable results.

The workshop follows a proven five step approach:

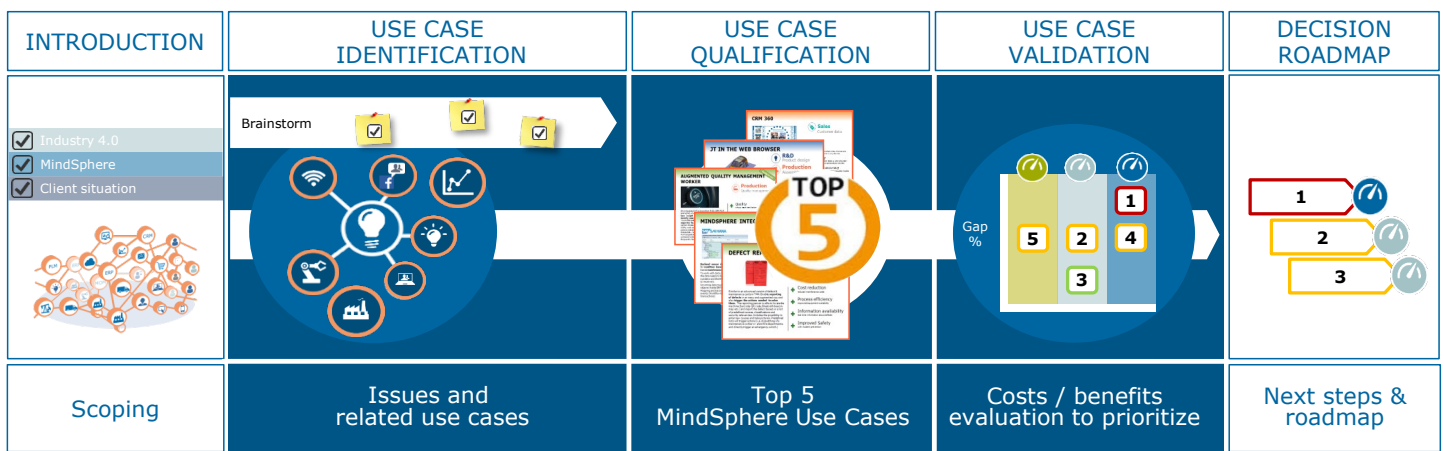
1. **Introduction:** Explore MindSphere's capabilities.

2. **Identification:** Identify the business areas for improvements that could be addressed by the IoT solution and analyze the fit of existing, ready-to-use MindApps. We will also consider complete new applications tailored to your specific needs.

3. **Qualification:** Qualify selected applications down to the ones from which you could benefit the most and deep-dive into the issues that get solved by the data and connectivity of each selected app.

4. **Validation:** Identify the relative business impact of each application and compare it to the scale of implementation it would require in order to prioritize the applications to be pursued further.

5. **Decision Roadmap:** Generate a decision as to which applications are candidates for a proof of concept.



Atos Use Case Evaluation Workshop approach

## Atos offers end-to-end MindSphere support

Atos, a leader in digital transformation, is one of the strategic partners of MindSphere. We provide integration, infrastructure, consulting, and security services as well as expertise in the development of ready-to-use applications to seamlessly connect MindSphere customers with their existing IT systems.

Atos has the skills and capabilities to support every aspect of your MindSphere journey:

- ▶ **Use case prototype:** A structured approach to verify the technical and financial feasibility of the MindSphere use case implementation for the customer.
- ▶ **Use case integration:** Integration of the validated use cases in the customer environment, including the underlying applications and data analytics.
- ▶ **Application development:** Atos provides the services to design and develop applications for MindSphere.
- ▶ **Hosting services:** Atos can provide hosting services either from the cloud or on premise.

Based on the close cooperation between a global leader in IT services and a global leader in manufacturing, we will jointly provide our clients with better service and guide them along their digital transformation journey. We are convinced and excited that all of our manufacturing customers will benefit from this new capability.