

# Atos Services for Siemens MindSphere

## Rapid Journey to Agile Apps

Connecting data, machines, people and processes –  
an agile approach to reshape the future of manufacturing



Trusted partner for your Digital Journey

# Atos

## The manufacturers' opportunity

Today's factories must enable the manufacturer to deliver in a world where radically shortening production cycles and a high degree of product variation and personalization are becoming prerequisites. Production components such as machines, robots and test elements are all equipped with sensors. Within factories, this means traceability and more - and more accurate - data that support better procedures

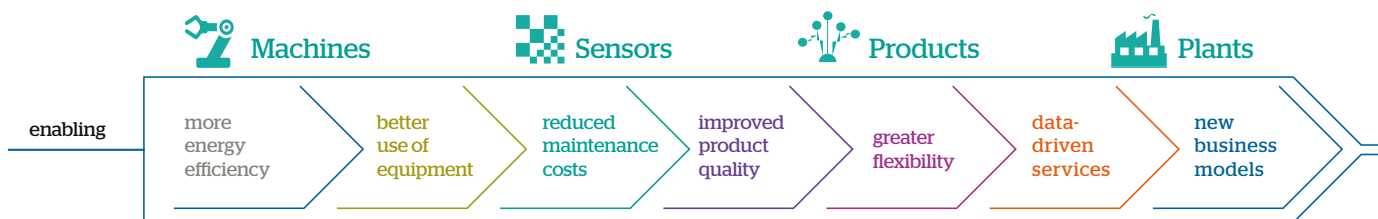
and more efficient production. In the market it enables enriched experiences, usage data gathering, design evolution and new revenue streams from on-demand/pay-as-you-go offerings.

Harnessing the value of all these data presents a challenge to manufacturers, from identification of the most valuable use cases to data storage, processing and business integration. Atos digital

services for the Siemens IoT operating system MindSphere tackle all of these challenges, providing a cost-effective method for quickly collecting, storing, visualizing and monetizing your data.

Companies must now ensure that they pursue the applications generating the most profitable insights for their business.

### A wealth of data is generated everyday from ...



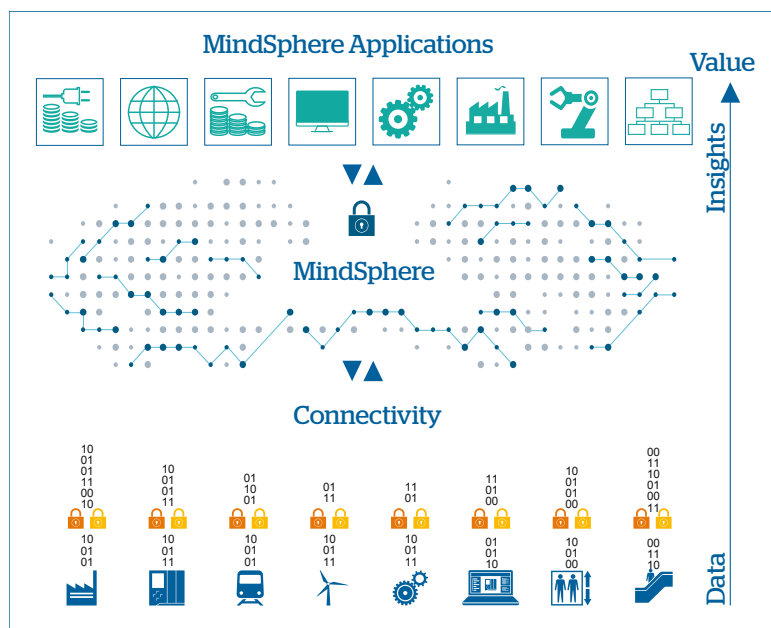
## Your solution - Atos services for Siemens MindSphere

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.

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

As a strategic digital partner for Siemens, Atos offers strategy consulting and a MindSphere incubator approach to kick-start business-centric, agile MindSphere app development as well as ready-made applications.

Atos also provides all integration, infrastructure and security services necessary to build customer-specific applications on the MindSphere platform.



## From idea to implementation - Atos offers an end-to-end approach

The Atos approach is pragmatic and modular. From discovery of new opportunities to implementation, we propose microservice-based IoT services & solutions from which you can freely choose based on how far you have already come along the digital transformation journey.

### 1 Use Case Evaluation Workshops (ca. 1 day)

Starting with an overview of the entire range of possibilities offered by the Industry 4.0 we help to identify promising apps/use cases.

- Use case catalog and shortlist
- Demo & evaluation
- Roadmap definition

### 2 Use Case Prototype (ca. 4 weeks)

At startup speed we validate the business impact hypothesis of the app/use case and conduct rapid prototyping.

- MindSphere Incubation
- Business case with validated & quantified business impact
- Benefit verification and estimation

### 3 Use Case Implementation (8+ weeks)

With built-in connectivity and security we can integrate complete MindSphere-based solutions into your legacy environment.

- MindSphere app development and landscape integration
- Advanced analytics

# 1 Use Case Evaluation Workshop - Every journey starts with an idea

In our one-day Use Case Evaluation Workshop, the team of 4-5 industry and digitalization experts from Atos together with 5-6 of your experts will identify actionable, viable results kicking of the journey to MindSphere peaks. On our way we will:

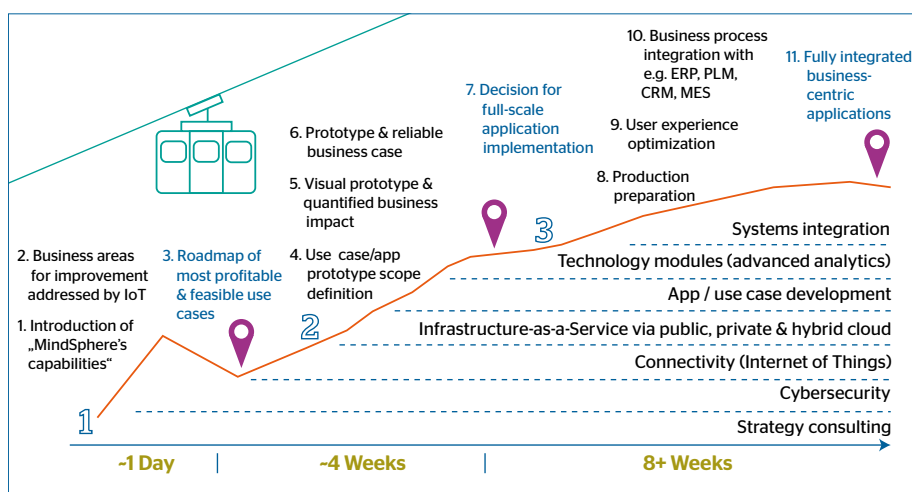
- explore MindSphere's capabilities and identify business areas for improvement.
- map the identified opportunities to existing or new apps and use cases.
- identify the relative business impact and scope for proof of concept.



# 2 Rapidly prove the business impact with use case prototyping

Within four weeks, we create a working prototype for the selected application. Based on modern start-up methodologies we validate the core business impact hypotheses. We will provide a comprehensive basis to ensure you will quickly benefit from a full-scale application implementation. Our analysis focuses on two integrated and correlated aspects:

- **Business impact:** Draw a concrete business case to qualify the impact of the selected application.
- **Prototyping & technical feasibility:** Prove the concept by defining, prototyping and testing the optimal solution as well as confirming requirements are fulfilled (e.g. user experience, data and connectivity, systems maturity and integration).



# 3 Use Case Implementation with agile MindSphere app development

Atos is the first partner to deliver mobile applications for MindSphere. The apps integrate the production data with those from various management systems, such as manufacturing execution systems (MES) and enterprise resource planning (ERP).

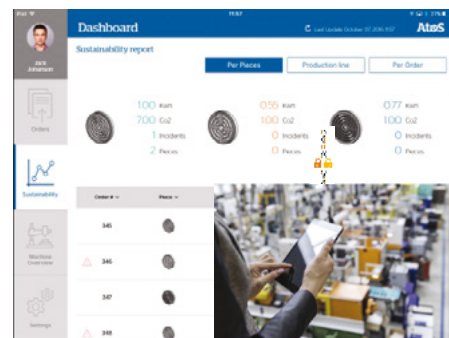
Using big data analytics, the apps enable users to receive role- and position-specific data about the current and future status of production.

Existing ready-to-use apps can be downloaded from the Atos MindSphere App Store. For the

development of new apps and use cases we keep an eye on focal design criteria:

- With a modular approach we achieve the best fit for your business.
- User experience takes center stage of our ambition.
- Apps can be used stand-alone, combined in an application or integrated into your environment.

While walking an agile path we are staying closely focused on the value that's added to your existing or new business processes.



## Why Atos?

Atos is the partner that covers the full lifecycle of services that a MindSphere client will need:

- Consulting & strategy
- Application development
- Systems integration
- Technology modules (e.g. advanced analytics)
- Infrastructure including "on-premise" operations of MindSphere
- Connectivity development

Profound industry domain knowledge and a strong network within Siemens:

- Joint go-to-market activities and joint delivery capabilities in more than 20 countries
- Strategic partnership and strong complementary portfolio covering seamless IT/OT cybersecurity solutions

Accredited leader in infrastructure and data management domains, Internet of things (IoT), big data & analytics and cybersecurity.

- 10,000 business analytics and 12,000 SAP experts worldwide
- Advanced analytics and cognitive solution capabilities as part of the Atos Codex Analytics offering

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

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# About Atos

Atos is a global leader in digital transformation with approximately 100,000 employees in 72 countries and annual revenue of around € 12 billion. The European number one in Big Data, Cybersecurity, High Performance Computing and Digital Workplace. The Group provides Cloud services, Infrastructure & Data Management, Business & Platform solutions, as well as transactional services through Worldline, the European leader in the payment industry. With its cutting-edge technologies, digital expertise and industry knowledge, Atos supports the digital transformation of its clients across various business sectors: Defense, Financial Services, Health, Manufacturing, Media, Energy & Utilities, Public sector, Retail, Telecommunications and Transportation. The Group is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, Unify and Worldline. Atos SE (Societas Europaea) is listed on the CAC40 Paris stock index.

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Let's start a discussion together



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Siemens  
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