

Atos Canopy Managed Public Cloud for Microsoft Azure

Atos creates value through Next-Generation Public Cloud Managed Services

Public Cloud adoption is set to grow.

Azure facts:

- 70+ compliance offerings – the largest portfolio in the industry
- 54 global Azure regions – more than any cloud provider
- 90% of Fortune 500 companies trust their business on the Microsoft Cloud

And according to McKinsey,¹ nearly 80% of companies plan to have more than 10% of their workloads in Public Cloud platforms in three years.

Microsoft Azure is at the forefront of this change with an ever-expanding set of cloud services to help organizations meet business challenges.

1. How do you optimize and control cloud costs while having an agile and efficient IT platform?

It is hard to get visibility and get control over cloud costs because the flexibility of the cloud allows people to easily launch new services and share data across their disparate Azure services. Incorrectly-sized resources, poor configurations, unused cloud infrastructure left running 24/7, and a lack of commercial governance often mean that costs can quickly spiral.

Atos helps you to refocus your investment and have an agile and efficient IT platform. We help you move to a proactive and predictable cost base. We use our knowledge of infrastructure management, commercial management, and

Public Cloud to right-size resources.

We help you benefit from cloud native pricing models. And we provide continuous guidance on adopting cloud native services to reduce costs and improve efficiency.

For example:

- Reducing the size of a virtual machine by one size could reduce the cost by 50%.
- Adopting reserved instances can save up to 72 percent over pay-as-you-go pricing with an upfront one - or three-year commitment² (Microsoft).

2. How do you maintain security and governance while taking advantage of the Public Cloud?

While Public Cloud offerings come with high quality built-in security, you are ultimately responsible for protecting your corporate data. Gartner states that through 2022 at least 95% of cloud security failures will be the customer's fault.³

Organizations can unwittingly expose themselves to risks without clear oversight of all their environments and application estate, and remaining compliant with regulations such as GDPR can stretch internal skills and resources.

Atos helps you achieve increased security, governance, and cost efficiencies, and reduced risk. We put in an additional

level of diligence to keep data and applications in the Public Cloud extra secure. We provide one consistent security approach across the entire IT estate – covering Public Cloud, Private Cloud, and Legacy Systems. We apply our standard security baseline and processes to help you achieve complete compliance in operations.

- We have 4,500 security experts and a worldwide network of Security Operations Centers (SOCs).
- We can provide additional security expertise, building on our extensive experience managing the Olympic Games.

¹ <https://www.mckinsey.com/business-functions/digital-mckinsey/our-insights/making-a-secure-transition-to-the-public-cloud>

² <https://azure.microsoft.com/en-gb/pricing/>

³ <https://www.gartner.com/smarterwithgartner/is-the-cloud-secure/>



3. How do you transform your business by allowing it to take full advantage of the Public Cloud?

You want to go beyond the cost advantages of Public Cloud and use it to reinvent business, but this requires new skills and capabilities; cloud migrations are complex, and your applications need to be cloud-ready. You need to be able to manage multi-cloud environments.

We help you revolutionize your business by adopting a

DevOps model. We take care of the tooling and monitoring, so you can make the shift without the worry of security and compliance, and we also help create a true DevOps culture and mindset. Our solution allows you to benefit from faster time to market, greater agility, reduced cost to transform, and increased competitive advantage.

4. Why is Atos Managed Public Cloud Services for Microsoft Azure the key to taking advantage of the power of Public Cloud?

Our managed Public Cloud services power your business through:



Cost optimization:

Our knowledge of infrastructure management, commercial management, and Private/Public Cloud helps to ensure that costs are transparent and continually reviewed.



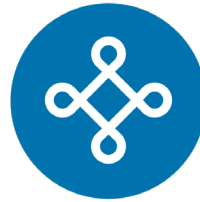
Continuous best practice:

We make sure that operational excellence and cost management principles are continuous practice. We make sure that you don't see early benefits and then lose them, but instead reap the ongoing benefits of a service focused on continual cost improvements and efficiencies.



Choice:

We are a multi-platform company and offer Public and Private Cloud options. We recognize you have legacy environments, so we help maximize the value of your existing investments, including intellectual property and processes - not just technology



Taking responsibility:

We look at the long-term big picture and take business responsibility for the solution. We provide a global operational support model designed for business-critical global services, as well as project-based delivery and support.



Flexibility:

Our breadth of skills means we can provide a comprehensive end-to-end service, from helping prioritize programs and initiatives through to enterprise architecture, to intelligent operations.



Globalization with customization:

We have globally standardized best practices, but we modify these at a local level to meet particular market or customer needs. We can take on complexity and deliver solutions at the right price for you.

5. How are you utilizing automation to deliver Atos Managed Public Cloud?

- **The journey:** Orchestration is a critical area of continuing development for Atos and is built into our Managed Public Cloud Service. It is an integral part of our Digital Transformation capabilities and is an ongoing journey - from orchestrated automation through to robotic processes, to true Artificial Intelligence and learning systems. We use automation extensively today, but this is being enhanced towards 'intelligent operations', which moves from simply automating

repetitive tasks to including intelligence through to AI led automation.

- **Today** we embed within our Managed Public Cloud a range of solutions, from simple and complex macros, simple scripts to automated common tasks, complex scripts with embedded logic, custom applications, third party tools, and third party tools with additional custom script - all the way through to AI and machine

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learning tools which can adapt their output based on what they learn. We utilise leading industry tools including Ansible, Chef, Puppet, ServiceNow, and Powershell.

- **This means for our customers** that we have reduced cost and errors through automation of repetitive tasks, removing human involvement, and 24x7 operations with fast unlimited scalability on a consistent basis.

6. Why should I believe you?

- In 2017 we delivered more than **15,000 workloads** and more than **1,500 application transformations** to both Public and Private Cloud.
- We have **4,500 security experts** and a global network of Security Operations Centers (SOCs).
- Working with us, a global manufacturing company was able to implement a hybrid cloud infrastructure, managed via a cloud orchestration and service portal, to unlock the potential of new business models and **reduce operational costs by 32%** over 6 years.
- For the Rio 2016 Olympic Games, we provided the IOC with integration and systems management services

- **The vision:** We capture (codify) our experts' knowledge and insight - allowing this to be shared, enhanced, and repeated at a near limitless scale - and enable people to move on to ever more complex problems and ever more challenging innovations.

to help **achieve savings of 40%** and deliver a digital experience to 200,000 employees, athletes, and volunteers, and to over **4 billion viewers** worldwide.

- We have been positioned as a **Leader in Gartner's Magic Quadrant for Hybrid Infrastructure Managed Services and Data Center Outsourcing** in US ⁴, Europe ⁵ and APAC. ⁶
- Atos are also a Microsoft Gold Certified Partner, we offer outstanding consulting and implementation quality with regard to Microsoft technologies.

Azure and Azure Stack are core Canopy cloud platforms. Delivered via a 20+ year partnership, Gold Partner status and over 5,700 Microsoft certifications.

⁴ <https://atos.net/en/2018/press-release-2018-06-26/atos-positioned-leader-gartner-magic-quadrant-data-center-outsourcing-hybrid-infrastructure-managed-services-europe-north-america>

⁵ <http://goatos.net/gartner-dco-europe>

⁶ <https://atos.net/en/asia-pacific/atos-positioned-leader-gartner-magic-quadrant-data-center-outsourcing-hybrid-infrastructure-managed-services-asiapacific>