

Smart Connected Vessels

Commercial Model

With Smart Connected Vessels from Atos & Siemens, increase fleet performance, profitability and reduce emissions thanks to data-driven decision making.

Only pay for the value generated. Learn more about how we approach value-based delivery.

Outcome-based pricing

Atos proposes an innovative outcome-based commercial model that is based on a recurring license fee as a proportion of your commercial benefit or savings achieved.

Fees are defined in terms of the impact achieved for your business instead of the work performed. This means a lower investment risk and ensures the solution is delivering value to your business.

Example

For example if the Connected Vessel solution delivers a monthly fuel saving of 1000, the customer license fee would be a mutually agreed percentage of this saving.



Approach

Using a baseline of historical data or preliminary results during the proof of concept phase, Atos will estimate with you the expected benefit of the solution upfront which can be periodically re-assessed.

Pricing is therefore based on a set of Key Performance Indicators (KPIs) that ensure your investments are meeting your specific business goals.

Example KPIs - will vary according to specific customer scenarios

	Business goal	First-round KPIs	Core KPIs
Connected Vessels	<ul style="list-style-type: none"> Reduce fuel consumption Reduce CO2 emissions 	<ul style="list-style-type: none"> Delta in fuel consumed Additional energy produced by WHR 	<ul style="list-style-type: none"> Energy generated through WHR* Corrected number of usages of WHR

* WHR - Waste-Heat Recovery; vessel staff are advised on the best time to switch the system on or off, improving the engine efficiency and saving fuel

To learn more about the solution or contact an expert, visit atos.net/iot or email dialogue@atos.net