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

<table>
<thead>
<tr>
<th>Business goal</th>
<th>First-round KPIs</th>
<th>Core KPIs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Connected Vessels</td>
<td>• Reduce fuel consumption</td>
<td>• Energy generated through WHR*</td>
</tr>
<tr>
<td></td>
<td>• Reduce CO2 emissions</td>
<td>• Corrected number of usages of WHR</td>
</tr>
</tbody>
</table>

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.

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.

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.

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