



The Power of Partnership A new dimension

Around 100 billion connected devices are about to come online.¹ Devices and organizations will grow smart, allowing people to work faster, smarter and more connected than ever before – supported by machine learning algorithms and powered by a tsunami of data.

Firms that seize this opportunity will innovate and create winning new products, services and business models.

To help clients lead their industries, Atos and Dell Technologies have strengthened their strategic long-term partnership; blending teams and technologies to deliver ready-made and bespoke solutions that no single firm could deliver on its own across a wide range of vertical and horizontal markets spanning the globe.

A range of best-of-breed solutions have already been deployed; enabling clients to harness the power of the Internet of Things (IoT), using artificial intelligence to help visualize and extract insight from data, modernizing and optimizing infrastructure and helping keep a relentless torrent of cyber threats at bay each day.

It's a winning combination of world-leading integrated services to accelerate business growth through deep sector knowledge in digital transformation from Atos; and best-in-class technology from the edge to the core, to the cloud from Dell Technologies.

DELL Technologies Payment Flexibility Program

Many clients recognize their business needs to overhaul its IT infrastructure to thrive, but are unable to, due to legacy infrastructure investments. Dell Financial Services has resolved this problem by introducing a range of ultra-competitive and innovative flexible payment solutions.

This pragmatic approach helps clients adopt the tools they need to succeed today, with the maximum choice, flexibility and predictability – providing payment solutions that best fit a variety of organizational needs, either with conventional financing (ownership or rotation), as-a-service or pay-per use consumption models.

Six areas of focus

The EAA partners combine deep expertise to deliver digital transformation.



Hybrid Cloud

Dell Technologies IT Transformation combined *with* Atos Digital Hybrid Cloud



CODEX IoT

Dell Technologies Digital Transformation *with* Codex from Atos



Cybersecurity

Dell Technologies Security Transformation *with* Atos Cybersecurity



Digital Workplace

Dell Technologies Workforce Transformation *with* Atos Digital Workplace



Business Accelerators (SAP S/4HANA)

Dell Technologies Business Transformation *with* Atos Business Accelerators



Dell Partner Synergy - Migration-as-a-Service

Dell Technologies Migration-as-a-Service *with* Atos Technology Refresh, including Hyper Converged Infrastructure (HCI) and Transition and Transformation (TnT)

¹ Research and Markets, Global Sensors in Internet of Things (IoT) Devices Market, Analysis & Forecast: 2016 to 2022

An alliance for success through transformation

To help businesses survive - and thrive – through this wave of change, Dell Technologies and Atos have combined their strengths through a long-term strategic Enhanced Alliance Agreement (EAA).

The EAA will continue to invest significant resources in R&D, continue to develop pre-engineered solutions that rapidly reduce implementation time and risk for clients, and drive down the cost of implementation – with dedicated teams working side by side across every level of the organization, to optimize collaboration and delivery for clients.

An alliance with unmatched strengths

- **World-leading integrated services** to accelerate business growth through digital transformation, with the number one market position in every technology category, and hands-on experience in most industrial sectors.
- **Pre-engineered solutions** significantly reducing the requirement for bespoke development, time to deployment, and implementation risks for customers.





Accelerating transformation with the Hybrid Cloud

Solution: Dell Technologies IT Transformation combined *with* Atos Digital Hybrid Cloud

This is the age of the cloud mega platform. The digital tsunami has created a new context for doing business: cloud-first strategies which are intelligent, open and scalable for people, machines and ecosystems.

According to Gartner, by 2022 "Cloud Mega Platforms will be the destination of choice for 80% of workloads." And Forrester adds, "today, 80% of companies adopt a multi-cloud strategy."

Evolution to a hybrid cloud offers organizations the flexibility to serve customers, citizens and teams; manage billions of things and intelligences, and interact with hundreds of partners. Yet many organizations are concerned about the cost and management involved in implementing change on such a huge scale.

The EAA difference

Atos Digital Hybrid Cloud, enabled by Dell Technologies, helps clients ride this wave by providing end-to-end capacity for the transformation of apps and infrastructures and a secure, unified, cloud foundation to run, automate and future-proof their IT requirements.

The EAA draws on the practical insight of more than 3,300 Atos Digital Hybrid Cloud experts to deliver value across the cloud, hybrid cloud and converged data centers through advanced applications and software, all orchestrated with coherent end-to-end management.

Dell Technologies' \$2 billion of cloud R&D, complemented by Atos' own R&D in orchestration and automation, ensures EAA customers stay at the forefront of change. For example, 25,000 hours of recent testing on VxRail implementations has shown a 52% lower cost of operations, compared with refreshing legacy environments, and a reduction of downtime by 88%.

The EAA in action

For the first time in the history of the Olympic Games, at the Olympic & Paralympic Winter Games at Pyeongchang in 2018, all critical applications were hosted 100% in the Cloud.

The EAA Solution

Atos and Dell Technologies ran and orchestrated the key IT systems that helped secure the success of the Games and ensured that the results were delivered around the world in 0.3 seconds.



Accelerating transformation with Codex IoT

Solution: Dell Technologies Digital Transformation *with* Atos' Codex

The products and environment we all interact with, in normal daily life, are increasingly augmented with smart IT. Gartner predicts that 5.5 million new 'things' will get connected every day by 2020, generating unprecedented amounts of data, and \$11 trillion of new value by 2025.

The data derived from the Internet of Things has huge potential, with the power to drive valuable business insights and aid decision-making. But significant challenges remain, and most companies aren't ready to extract value from this information.

Transforming data into business outcomes requires the capacity to collect and manage huge volumes of data, integrate and connect that data, then turn it into intelligence. All the while, enterprises must manage their IoT operations to maintain reliability, security and limit risk.

The EAA difference

Atos' Codex portfolio of advanced analytics, AI and IoT solutions and services combined with Dell Technology Infrastructure enables continuous, scalable and automated insights from millions of devices and data sources.

Together the partners offer future-proof IoT solutions by covering the full spectrum of IoT and edge computing requirements. Fully integrated and connected, they provide end-to-end service and incident management to ensure connections perform highly and completely securely 24/7.

The EAA in action

The largest railway machine-building company in Russia wanted to digitally transform how it does business, taking advantage of the cloud. However, it needed resilience from possible global political change and faced strict in-country regulation.

The EAA Solution

The EAA partners identified how they could make use of IoT for machine production, asset tracking and field engineer tracking whilst also complying with local laws using the Atos Codex Private IoT Platform powered by MindSphere, with Dell hardware. The company was able to comply with local data protection law, increase operational efficiency, set up a production line that automatically responds to failures and steers to another machine, accurately track asset delivery and increase efficiency in break & fix and proactive maintenance through field engineer tracking.



Accelerating transformation in Cybersecurity

Solution: Dell Technologies Security Transformation
with Atos Cybersecurity

Cybersecurity is a critical business issue – as businesses create and store more valuable data, the stakes are rising.

As billions of new connected devices come online, they open up even more points of entry for data breaches and cyber-attacks. By 2021, cybercrime is expected to cost the global economy \$6 trillion, double the size of the threat just a year ago. Sixty-seven per cent of organizations had cyber incidents with negative impacts in the past 12 months. But, according to Gartner, 92% of organizations cannot detect cyber-attacks quickly.

The EAA difference

The EEA provides a full 360-degree security protection capability at every business touchpoint.

The EEA partners, including RSA, SecureWorks and VMWare, combine with Atos' number one position in Europe in cybersecurity and Dell Technologies' leading position as a provider of security infrastructure.

Together, they help customers to build operational resilience by equipping them with leading cyber solutions and a proven methodology. By leveraging advanced threat intelligence, organizations are able to detect more threats, respond smarter and predict and prevent future threats.

Dell Technologies' cybersecurity portfolio is aligned to the National Institute of Standards and Technology Cyber Security Framework, while Atos offers a deep end-to-end security partnership, with over 4,500 security specialists and a worldwide network of Security Operation Centers.

The EAA in action

The EEA has successfully delivered security solutions across different industries, including healthcare, manufacturing and telecommunications.

For **Ooredoo**, an international telecommunications provider, the EEA implemented an advanced security operations center (SOC) to ensure the company had visibility of any potential threats through security analytics and malware analysis. Using the EEA's advanced cyber defense consulting offering, Ooredoo could put in place a solution that best worked for the organization and its IT.





Accelerating the transformation of the Digital Workplace, with DSS

Solution: Dell Technologies Workforce Transformation *with* Atos Digital Workplace

Hardware is no longer a commodity. Clients are demanding hardware that transforms the user experience, improves employee satisfaction, increases productivity and collaboration while providing security and trust.

To meet the expectations of today's employees, enterprises need to give their people the devices they love to use while enabling the mobility and ecosystem working that are integral to today's workplaces.

The EAA difference

Dell Technologies and Atos bring together the breadth of product portfolios to meet the needs of all work styles, and the end-to-end solutions to keep them running smoothly and securely.

Atos is recognized as a global leader in the digital workplace, featuring as a Leader in the Gartner European and North American Magic Quadrants for Managed Workplace Services. Combined with Dell Technologies' innovative portfolio of client products, the EAA leads the way in mobile device management and workplace virtualization.

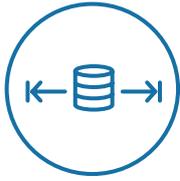
Atos Device Subscription Services, powered by Dell, enables enterprises to meet all the needs of the modern workforce and offer an enhanced user experience. DSS ensures enterprises retain control of their devices while shifting IT spend from a capital cost to an operational cost, thus reducing the complexity of managing the device lifecycle and ensuring security across the network at all times.

The EAA in action

Enterprise Holdings (EHI), the company behind Enterprise-Rent-a-Car, Alamo and National, wanted to transform global IT and get out of the complicated business of managing its own device lifecycles and helpdesks.

The EAA Solution

EAA offered a six-year Digital Workplace DSS deal to supply and manage over 132 million devices with two complete refresh cycles. The first cycle was deployed successfully, the second cycle begins this year. EHI employees now have the latest tech, managed centrally and hassle-free across over 9,000 locations worldwide.



Unlocking transformation with Business Accelerators

Solution: Dell Technologies Business Transformation *with* Atos Business Accelerators and SAP S/4HANA

Over the years, legacy systems have become a barrier to achieve the simplicity and agility organizations need to succeed in the digital economy.

Getting digital transformation right can unlock huge benefits for businesses across all industries, allowing them to adapt to the needs of customers, anticipate and resolve issues to stay ahead of the competition.

The EAA difference

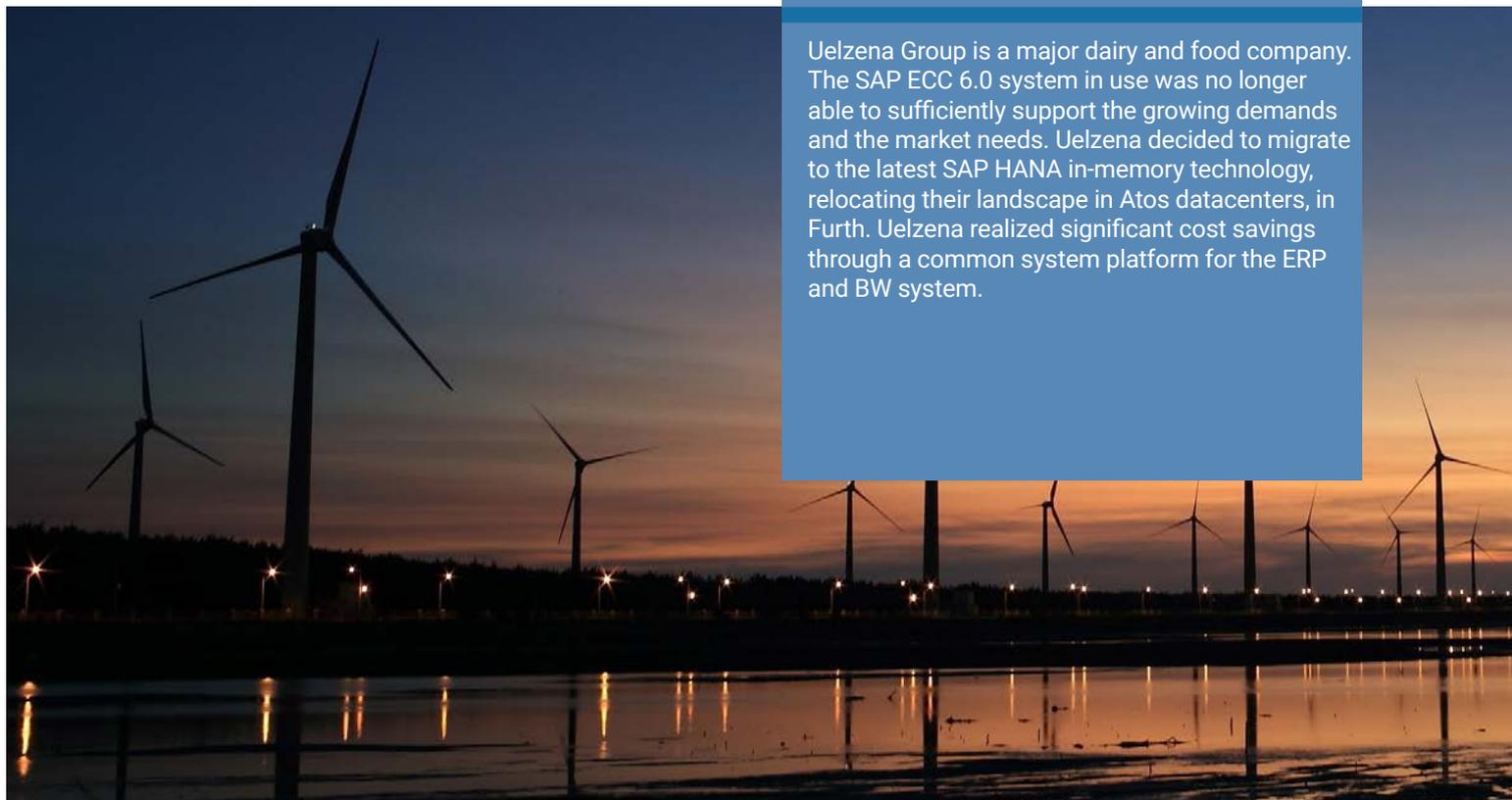
EAA Business Accelerators help organizations to set up a roadmap for evolving to the real-time enterprise, thanks to our unique partnership with SAP.

An intelligent ERP solution, SAP S/4HANA removes common obstacles associated with legacy applications, such as batch latency, complex landscapes, and manually driven processes.

SAP HANA offers a platform for effective real-time business, while Atos and Dell provide the business insight and technical skill to exploit its potential to the maximum. We manage the whole implementation process, helping you to meet your business goals through organizational change management and business process reengineering.

The EAA in action

Uelzena Group is a major dairy and food company. The SAP ECC 6.0 system in use was no longer able to sufficiently support the growing demands and the market needs. Uelzena decided to migrate to the latest SAP HANA in-memory technology, relocating their landscape in Atos datacenters, in Furth. Uelzena realized significant cost savings through a common system platform for the ERP and BW system.





Accelerating transformation with Partner Synergy: Migration-as-a-Service

Solution: Dell Technologies Partner Synergy: Migration-as-a-Service *with* Atos Technology Refresh: including Hyper Converged Infrastructure (HCI) and Transition and Transformation (TnT)

A dedicated program to standardize what Atos sells, accelerate time to delivery, drive cost down and optimize legacy infrastructure.

By analyzing lessons learned from hundreds of major deployments – we have simplified, standardized and automated the migration of different types of workloads across varied infrastructures into three broad repeatable processes, and optimized them for cost reduction, scalability, performance, regulatory compliance, increased customer satisfaction and accelerated adoption.

The EAA in action

The EEA has successfully completed major migration projects across industries ranging from financial services, energy, and technology to chemical and agriculture.

This includes multiple data center migrations for **Siemens**, the virtualization of several thousand machines for financial and professional services firms such as **S&P Global** and **Xerox** and has helped leading agrochemical and agricultural biotechnology company, **Monsanto**, transition and transform to a new mode of operation in the cloud.

The EAA difference

Atos and Dell Technologies have established three focused global programs to help organizations to make the most of their migration needs:

- *Global Architectural Consistency: maximizing ROI, simplifying infrastructure needs and enabling a global architectural footprint*
- *Global Operational Discipline: ensuring the right process and procedures are in place to properly support Dell Technologies infrastructure*
- *Global Organizational Readiness: ensuring optimal organizational readiness plan in place to deploy and support solutions on Dell Technologies technology*

Within the global program, Dell Technologies and Atos are currently offering Migration-as-a-Service for Technology Refresh, Migration-as-a-Service for Hyper-Converged Infrastructure (HCI) and Migration-as-a-Service for Transition and Transformation (TnT):

- *Migration-as-a-Service for Technology Refresh helps organizations to deploy repeatable, scalable, and cost-effective migrations by producing a standardized Global Data mobility/migration program with world leading technology from the edge, to the core to the cloud.*
- *Migration-as-a-Service for Hyper-Converged Infrastructure (HCI) enables the ability to quickly and efficiently migrate customers into a new consolidated IT framework of storage, compute and network components.*
- *Migration-as-a-Service for Transition and Transformation (TnT) provides new clients a complete migration to managed infrastructure in a new, optimal state.*

EAA Deep Sector Experience

Health and Life Sciences

Healthcare ecosystems around the world are under extreme pressure

New technologies are revolutionizing medicine, healthcare and quality of life for millions. But global demographic trends and rising costs are putting the sustainability and access to healthcare provision at risk like never before.

The EAA difference

EAA works at every point in the healthcare value chain to help provide better outcomes for patients, clinicians, and society. It designs and operates digital healthcare platforms which leverage current and emerging innovations to deliver the efficiency improvements hospitals require to treat more people and a wider range of medical conditions. It also works with scientists, MedTech leaders and practitioners to innovate and deploy next-generation health.

Over 7,000 hospitals worldwide work with Atos or Dell Technologies.

Resources & Services

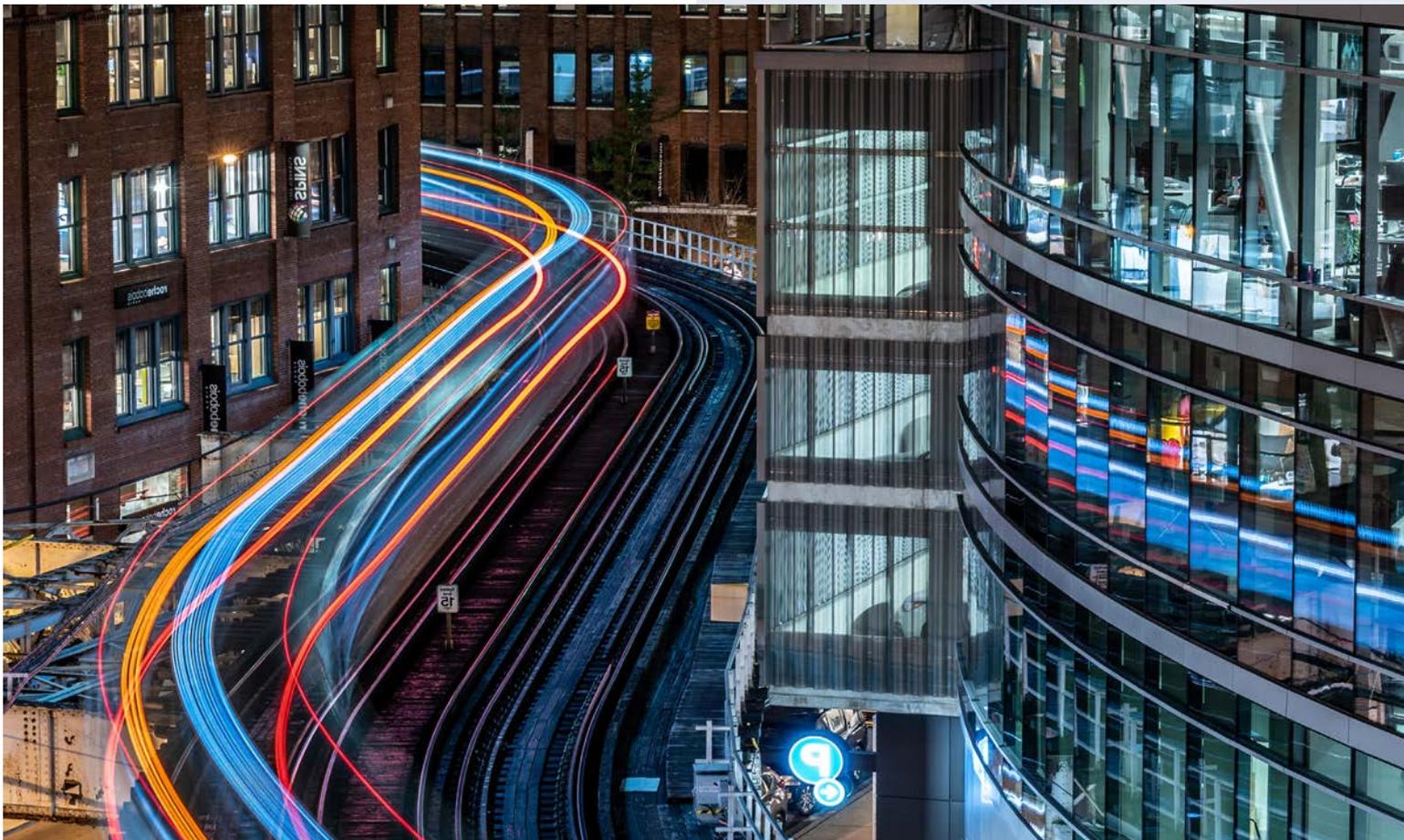
Economic shifts are forcing utilities, retailers and transport and logistics to reinvent themselves to stay relevant

Progressive businesses are responding to a tough trading environment, intense price competition, and new digital-first customer demands by transforming themselves into trusted companies, offering value-added services and new ways of purchasing that deliver high-class customer experience, convenience, sustainability and cost savings.

The EAA difference

Using data and innovative technologies, EAA helps retailers, energy and utility providers to drive this transformation and ensure long-term growth. Whether doing smart asset management, building greater customer centricity or unlocking value from data, our combined expertise can accelerate your journey.

Atos works with more than 200 utilities clients worldwide and connects more than 4 million smart grid endpoints. Globally, 92% of the top 25 oil companies and 95% of the top 35 utilities use Dell Technologies.



Telecom, Media and Technology

A race to deliver new connected experiences

Capitalizing on faster, more agile and higher-capacity networks, plus the rise of the IoT, AI and AR/VR, TMT organizations are transforming themselves from communication service providers to digital service providers. Huge opportunities await, through the explosion of data, new product offerings and enhanced connected experiences.

The EAA difference

As a world leader in the TMT space, the EAA partners offer an omnichannel customer engagement platform, along with digital BSS and network and media function virtualization.

Bringing more than 30 years of proven delivery in carrier networks, Atos works with 150 TMT clients, and 99% of the TMT companies in the Fortune 500 use Dell Technologies.

Manufacturing

Manufacturing is on the cusp of an IoT revolution

Interaction between machines, people, processes and resources is triggering better ways of working. Precise, real-time data from IoT is increasing quality, improving productivity, competitiveness and growth.

The EAA difference

Working with partners, and connecting to in-house components, EAA delivers customized Industry 4.0 solutions which are redefining how people, machines and factory processes interact throughout supply chains.

Atos secures over 2m industrial connected objects and Dell Technologies has 100s of connected resources including those for technical, services, sales and marketing roles.

Public Sector and Defense

The future of the public sector depends upon digital transformation

Even more than their commercial peers, public sector organizations are under pressure to digitize their operations, all while maintaining consistent service levels and protecting data and privacy for citizens.

The EAA difference

EAA works with public sector organizations, including ministries, armies, government agencies, postal services and airport authorities, to harness technology to deliver citizen engagement and satisfaction as well as back-office savings and efficiencies, all with the strictest security controls.

Perhaps the most important area where government IT has to function flawlessly is security – keeping people safe is the first role of government. Dell Technologies was voted the number one surveillance infrastructure between 2010 and 2016, while Atos manages 100 million identities daily, enabling governments to monitor bad actors and emerging threats.

Financial Services and Insurance

Financial service organizations are at a crossroads

Regulation, changing expectations and customer behaviors, plus innovations in products and their delivery continue to disrupt this global sector. The ability to harness the potential of data and new technology will be the deciding factor in which organizations thrive and survive.

The EAA difference

With a rich history in the financial services and insurance industries, EAA helps organizations, ranging from banks and insurers, to fintechs and insurtechs, to accelerate their journeys to digital maturity, profitability and growth.

In 2018, the EAA partners created a proof of concept for the deployment of AI in financial services to help identify fraud using a supervised learning model which has already demonstrated significant improvements in managing delinquency and improving book value.

Of the financial services and insurance firms in the Fortune 500, 95% are run on Dell Technologies. Atos serves 13 of the 20 leading banks and 15 of the leading 30 insurance organizations. The transformation of the Financial Sector is run on the EAA.

Get in touch

To learn more about the Dell Technologies Atos EAA and how it can accelerate your business's transformation and growth, visit <https://atos.net/contact-us> or email Atos@dell.com

