

Atos and Red Hat: Atos Managed OpenShift (AMOS) Battle Card



Atos

With Atos and Red Hat

Target customers:

Atos and Red Hat support mid-market and large enterprises. Good targets are customers that have completed evaluations with open-source and / or are existing Red Hat customers and looking to scale.

Target decision makers:

CXOs: primarily CEO, CDO, CMO, CFO, CIO, CTO, Head of IT Services and Head of Application Development.

Triggers:



Speed-to-market: Need to keep up with competitors whose digitally-driven businesses are releasing new services at speed.



Freedom to innovate: Give developers freedom to use the best tools and technologies to innovate to meet customers' needs.



Legacy culture: Frustration by bureaucracy, lethargic processes, silo-thinking, duplication of efforts and legacy policies can hinder speed-to-market; clients want to be more agile / adopt DevOps ways of working.



Legacy IT: Overcoming the constraints and inflexibility of legacy applications / IT Services and ensure robust security.



Avoiding cloud lock-in and enabling truly hybrid cloud: Frictionless movement of applications between all clouds and private infrastructure: build and configure once, and it works everywhere.

AMOS benefits:

- Deliver services to market faster and with greater agility through AMOS. Time-to-market can be accelerated providing 66% faster development life cycles.¹
- Fuel innovation and exceed customer expectation by adapting digital services whenever needed. Reduce the cost to deliver digital applications and give developers more freedom to innovate. Enterprises typically see an average of \$1.29 million in annual benefits per 100 developers.
- Focus on value generation: AMOS with Atos digital support services creates an environment for innovation thus enabling clients to focus on applications that make a difference to customers.
- Create the right culture to rapidly launch new services to customers. Enterprises can respond 3x faster to business demands, with developer productivity increasing by 300%.
- Free your business from the constraints of legacy applications and platforms. This transformation service maximises value to the business. Costs are reduced, and efficiencies increased with 35% less IT staff time per application.

Industry verticals:

Mid-market, large enterprise, national, regional and global in manufacturing, retail, transport, public sector, telecoms, media, utilities and finance.

Use cases:

AMOS is ideal for enterprises with issues in the following areas:

Speed-to-market issues: Need to be able to quickly deliver new services to compete with disruptors, e.g. in hospitality, competing with the likes of Airbnb, or in finance where there are new non-traditional banking organizations and FinTech start-ups.

Changing customer requirements: Need to be able to quickly make enhancements and changes to meet the ever-changing customer demands, e.g. retail, leisure and travel. For example, an airline adding new mobile services such as upgrades and travel updates.

Legacy IT and DevOps: Need to create efficiencies based on how an organization develops applications, to reduce wastage and increase security, e.g. public sector or utilities.

Peaky demand / rapid scalability: Need to scale fast and automatically based upon traffic / load on the application, e.g. Domino's Pizza needs to scale for peak demand Friday - Sunday, but scale down during the week. Traditionally, such a company would have to pay for the infrastructure suitable for the peak load. A scalable platform and pay-as-you-go infrastructure would transform Domino's IT costs.

Resilience: Red Hat OpenShift provides high availability, zero downtime, rolling release patterns and automated self-healing built into the platform.

¹ IDC: Why Red Hat Cloud Platform - The Business Value of Red Hat OpenShift

Atos value-add services:

Atos delivers comprehensive skills and resources for digital transformation.

We combine industrial models with a deep knowledge of the sectors we serve. We will ensure that your service decisions are informed, sustainable and tuned to your business ambition.

With Red Hat we have created AMOS, a platform that gives you the tools to rapidly envision, build and roll-out winning cloud-native applications.

We provide the overall coordination and orchestration services needed to ensure resources perform according to business objectives. We also undertake wholesale migration projects from legacy to cloud and virtual data center environments. These services are delivered using the Atos and Red Hat joint services framework which is based on best practice approaches.

The Atos value-added services cover:

1. Consulting support:

From aligning application development and IT operations requirements with business objectives through to architecture, migration, harmonization and performance.

2. Solution implementation:

Customisation and integration of AMOS based on specific customer requirements.

3. Application management:

End-to-end application support including monitoring and management against customer specific SLAs.

4. Application development:

Develop software to deliver a huge range of applications.

5. Systems integration:

Integration with legacy applications.

6. Application transformation and modernization:

Highly automated migration model for legacy applications using the Atos Decision Factory for application cloudification, and Atos Liber Factory for mainframe migration.

7. Testing services:

Test planning, test case design, development and execution. Testing services include unit, integration, function / regression, and performance and vulnerability testing.

8. Atos DevOps Academy:

Trains customer resources in project management, tooling and general agile and DevOps skills (coaching, advisory).

9. Atos governance risk and compliance practice:

With a global team of over 4,500 security specialists and a worldwide network of Security Operation Centers (SOCs), Atos offers an end-to-end security partnership.

Why Atos and Red Hat?

Atos and Red Hat have been working in partnership for over 10 years. In this time, we have seen a rapid increase in customers wanting to take up enterprise open source to avoid vendor lock-in and to take advantage of the innovation in the open source community. Atos is your Red Hat expert partner with 2,000+ skills and 200+ accreditations across Atos. Together we:

- **Provide the choice to change and avoid vendor lock-in.**

By utilizing the core technology of OpenShift, based

on open source container technology, giving you the freedom to move across different technologies. It's why 95% of CIOs see open source as the technology of choice.²

- **De-risk delivery and increase efficiencies for businesses.**

Atos oversees the solution and migration based on proven methods, tools and experience. Red Hat guarantees support for the technology. Support is based on proven global joint services delivery framework for project delivery and architecture design. This framework utilizes our joint successes and shared practices.

- **Build an environment that allows our customers to be the first to innovate:**

Red Hat brings together the best of open source technology, providing access to software that allows freedom of innovation. Our partnership includes joint investment for accelerated roadmap capabilities, which gives our customers earlier access to innovations. Together, we are transforming operational capabilities to modernise applications on container technologies, deliver new microservices, and accelerate development processes.

² <https://www.redhat.com/cms/managed-files/O2-Why-change-why-open-source-why-Red-Hat-Why-now.pdf>



Objection handling:

- **Q: I'm using Docker today, why do I need OpenShift?**
A: Docker is fine for making single containers on your desktop - OpenShift handles how to get those containers off your desktop and into production.
- **Q: I'm using Kubernetes, why do I need OpenShift?**
A: Kubernetes is a great foundation but there are pieces it is missing for ease of use and support in your own data center. We bring you support along with builds, software-defined networks, integrated docker registry, and much more. Additionally, transferring application workloads and skills will be straightforward either way, thus removing any concerns over lock-in.
- **Q: I have invested a lot in my build process, do I have to throw it away with OpenShift?**
A: No. OpenShift can leverage any existing build process and become the extension of what customers have already built in their environments.
- **Q: How does the OpenShift community compare to AMOS?**
A: AMOS is based on the Red Hat OpenShift Container Platform with Atos managed services. This provides a fully managed end-to-end service.
- **Q: Can we run legacy applications on OpenShift?**
A: Yes. OpenShift supports stateful legacy applications.
- **Q: If I have to pay for the underlying infrastructure capacity, how does adding another layer save me cost?**
A: It will enable an increased workload but be more efficient as it will terminate environments no longer needed – as new services can be switched on in an instance.

Proof-points:

1. International Airline Group - British Airways / Iberia

- **Challenge:**
To achieve a flexible and scalable IT operating model delivering the right solutions at a faster pace and lower unit cost addressing current challenges.
- **Solution:**
Design and build of a Hybrid Cloud Platform (HCP) capable of:
 - Hosting legacy applications with no change.
 - Modernising legacy applications that leverage the benefits of a cloud environment.
 - Re-factoring existing applications to be cloud-native.
 - Developing net-new cloud-native applications spanning both public and private clouds.
 - Provide a common application fabric, based on Red Hat OpenShift container platform, and a suite of DevOps tools.
- **Benefits:**
 - They now have a consistent application platform spanning both private and public clouds.
 - A platform to support both existing and net new digital services to deliver their challenging business objectives
 - They can now meet fluctuating seasonal demands efficiently.

2. La Poste, France - ITaaS project

- **Challenge:**
Modernise La Poste applications, ensure a smooth transition to OpenShift platform (PaaS) and integrate DevOps environment for applications.

- **Solution:**
 - Transform applications using Atos Cloud Factory method and industrialised processes.
 - Moving applications to the Cloud PaaS (RedHat OpenShift platform).
- **Benefits:**
 - Transformation in eight month and industrialised processes.
 - Applications in DevOps model.

3. UK government departments - communications project

- **Challenge:**
UK government departments needed a secure way to communicate seamlessly and securely to better serve citizens.
- **Solution:**
Using Red Hat technology, Atos built Canopy Digital Connect, a Software-as-a-Service (SaaS) cloud solution. "Choosing Red Hat gave us access to technical expertise. We received advice and support for defining and building the solution as we tried to do something that no one had done before." *Richard Wilson, Head of Portfolio and Strategy for Systems integration at Atos UK and Ireland.*
- **Benefits:**
 - Pay-per-use solution allows government departments to significantly reduce their capital expenditures method and industrialized processes
 - Solution offers more targeted services; for example, the new Tell Us Once platform at the Department of Work and Pensions lets citizens register a death one time and inform multiple government agencies at once, instead of individually.

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Engage experts from Red Hat and Atos. To learn more contact us today.



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