



Press release

Atos and Open win the new UGAP contract for 'cloud environment services'

The Atos Open consortium supports the digital transformation of the public sector to the cloud

Paris, France – September 15, 2022 – Atos and Open, both major players in the digital transformation of public organizations and companies, announce that they have been selected, as a consortium, for a new contract by UGAP – France's national generalist public procurement agency. UGAP enables the public sector in mainland France and overseas departments and collectivities to access the entire service chain required for transformation to the cloud: from architecture design to deployment of managed services, and public cloud providers to private cloud solution publishers, including the migration of existing infrastructure.

The services performed by Atos and Open cater to UGAP's entire customer base. This includes ministries, local authorities, public health and social sector funds and institutions, government operators and private organizations with a public service mission.

This four-year contract is signed in the context of the French government's '[cloud au centre](#)' ('Cloud at the center') strategy. It encourages the entire public sector to harness the potential of the cloud to accelerate its digital transformation, providing citizens and public officials with state-of-the-art services at a reasonable cost.

All services can be permanently accessed, at exact cost, using [a catalog of 24 resource units](#).

"We are pleased that UGAP has selected our consortium, backed by its 17,000 cloud specialists in over 50 locations across the country. This new public contract is central to the French government's digital strategy and that of our two organizations. Working alongside our partners, we will provide UGAP a continuum of value-added cloud services with a strong sovereignty focus. This will enable UGAP to offer customer services that are agile, secure, efficient, localized and industrialized" said **Yannick Tricaud, Director of Regional Business Units, Southern Europe, Atos, and Philippe Kanony, Director of Business Development and Strategic Partnerships, Open.**

The Atos Open consortium and its CIRRUS network of trusted partners and subcontractors (public and private cloud pure players, startups and very small and mid-sized businesses) meet the ambition of UGAP to develop a global solution leveraging manufacturing expertise. To that end, for large-scale production, UGAP customers benefit from support across the entire ecosystem.

The services on offer are supported by public Cloud Service Providers including OVHcloud, OBS, 3DS OUTSCALE, SCALEWAY, AWS, Microsoft Azure, Google Cloud, Oracle Cloud and IBM Cloud. They are also based on the solutions of private cloud publishers and inter-ministerial sovereign clouds (Pi, Nubo).

Through its approach, the consortium has given priority to recognizing customers' specific needs and maturity levels as they adopt the cloud. The purpose of these efforts is to optimize support in the new practices required of this transformation.

About Atos

Atos is a global leader in digital transformation with 112,000 employees and annual revenue of c. € 11 billion. European number one in cybersecurity, cloud and high performance computing, the Group provides tailored end-to-end solutions for all industries in 71 countries. A pioneer in decarbonization services and products, Atos is committed to a secure and decarbonized digital for its clients. Atos is a SE (Societas Europaea), listed on Euronext Paris and included in the CAC 40 ESG and Next 20 Paris Stock indexes.

The [purpose of Atos](#) is to help design the future of the information space. Its expertise and services support the development of knowledge, education and research in a multicultural approach and contribute to the development of scientific and technological excellence. Across the world, the Group enables its customers and employees, and members of societies at large to live, work and develop sustainably, in a safe and secure information space.

About Open

With 4,000 employees, Open is positioning itself as a trustworthy to major French public and private companies undertaking their IT and digital transformation, working mostly in France and abroad, in Luxembourg and Romania. Its mission is to advise its customers along their path towards transformation, to design, produce and operate agile, resilient and secure information systems, and to provide innovative software solutions in SaaS mode, based on its three activities: Digital Consulting, Digital & IT Services and Digital Solutions. Open has established its main purpose in a forward-looking approach: "To turn digital technology into a vector of transformation for a world that upholds human and environmental values", in accordance with its corporate values: Agility, Responsibility, Commitment. To learn more, go to: <https://www.open.global/>

About UGAP

UGAP, a national generalist public procurement agency, is a central player in public procurement. In 2021, its overall activity totaled more than €5.56 billion excluding sales tax. It addresses the needs of all public structures¹ irrespective of size and order value. UGAP's offering is based on nearly 3,200 contracts awarded in respect of public procurement rules. Customers enjoy access² to over 1.4 million references from suppliers.

Through its purchasing activities, UGAP helps to drive forward the public procurement market. More than 78% of its suppliers are SMEs and mid-sized firms. 83% of the contracts incorporate a CSR theme. UGAP was awarded the "Relations Fournisseurs et Achats Responsables" ("Responsible Supplier Relations and Procurement") label by France's National Mediator of Companies and its National Purchasing Council. To learn more, go to: www.ugap.fr

¹ Its customers are local authorities, government administrations and public establishments, the social sector and public health establishments.

² Any public purchaser who works with UGAP is exempted from its advertising and competition obligations. As a result, customers of the public procurement agency can immediately access its entire offering using a single purchase order form.

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