

Pathway to an agile transformation journey

New technology ecosystem for the company to improve speed to market and lower cost and increase customer retention



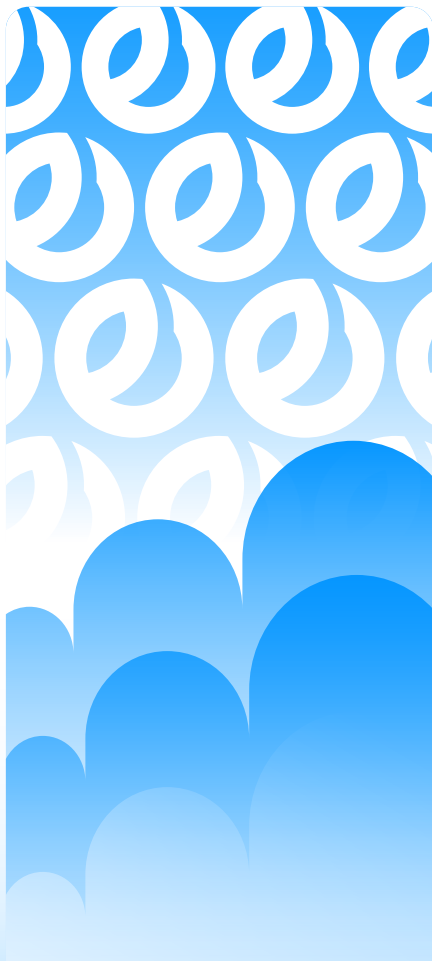
Atos

At a glance

A large American Insurance company was committed to converting into a low-cost digital insurer with broad distribution. ASC (affordable, simple, connected) is their strategy.

Outcomes

- Atos has been chosen to accelerate/build and rollout it's product for multiple lines of business and states
- Atos will help the insurance company to build the orchestration layer in the next year to support the Auto countrywide rollout, Property product rollout, all channels enablement, and Renewals



On the path to success

A large American Insurance company is continuing its digital journey with an Outcome-Based Delivery operating model. The central themes of this transformation are business agility, data-driven decisioning, and scaling success. As part of this transformation, the insurance company continues to invest in its people through learning platforms, strategic delivery centres, and a continued investment in skills development.

At Atos, we have been embarking on a similar transformation as we transition from traditional, technology-based systems integrator to a global leader in digital transformation. We continue to build new capabilities and processes to be more responsive to the market and our customers. Recognizing that our journey was not unique, we have packaged components and practices that have helped us pivot as an organization into the Business Value Framework. We have adopted it as a delivery model that we share with our customers, including this large American Insurance company.

The key features of the Business Value Framework are:

- A focus on data to drive value-based insight which in turn allows technology led change to be prioritized for maximum business impact
- Value Mapping to understand process dynamics and the relationship between activity, customer experience and business metrics
- Digital Transformation Squads using Lean Agile delivery instrumented with the same data and insight used to identify value and prioritize change.

Differentiating from competition

- Atos competed against Infosys, Accenture, IBM, TCS, Cognizant and Virtusa
- **Atos was able to differentiate themselves with the competition demonstrating:**
 - Strong understanding of the business and technology domain with flexible POD structures
 - Proven and consistent delivery history and close executive relationships
 - Proactive, consultative, and empathetic approach to their Digital Transformation Growth Plan
 - Thought leadership by Financial Services and Insurance Consulting Squad including agile workshops, strategic partner ecosystem and executive coaching

Accelerating business benefits

Atos will enable the insurance company to accelerate the following business benefits:

- **New technology ecosystem for the company to:**
 - speed to market
 - lower cost and increase customer retention
 - improved service and enable up-sell opportunities
- **New Customer Engagement Experience**
 - Advanced capabilities to predict and throttle resource capabilities driving cost saves and improving code quality
 - Tangible results/metrics delivering CEO's ASC strategy for growth

About Atos

Atos is a global leader in digital transformation with 107,000 employees and annual revenue of over € 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.

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