

Unlocking the art
of potential

Checklist - Partnership

set out your credentials and
expertise

5 reasons why our customers' C-Suite executives trust the partnership between Atos and Microsoft.

It's just another technology partnership right? Well, no. Executives at the world's leading organizations turn to Atos and Microsoft time and time again for a reason. Read on to learn why.

1. They don't want more technology. They want their organizations to work better for people, planet and profit

Email, video conference, office applications? Yes; we deliver those technologies to businesses around the world. In fact, over 270 million people use Microsoft Teams alone. But we do much more. We partner with our customers and their teams to improve their organization. We consider people, strategy, goals and processes to deliver solutions that add specific, real value, not just more stuff for someone to manage. Microsoft Copilot for example. A powerful AI-enabled Assistant that gives employees a highly adaptable 'personal assistant'. It automates away the mundane, low-value work, helping them get more value from the applications they know and love and develop code faster. Designed by Microsoft, optimized by Atos, valued by teams in businesses everywhere.

2. They're fed up with 'digital transformation' that doesn't deliver value

Transformation is exciting. Transformation that does nothing to improve your business bottom-line or experience for employees or customers, is an (often expensive) fail. Microsoft is the world's biggest provider of applications, AI and digital tools that work for people, simplify processes,

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speed progress and create powerful connections, based on how people work, and businesses operate. Atos is the global leader in digital transformation, whose experts know what is required to fully support and run that innovation, and commit to ensuring any investment delivers all its value. That's why Atos has a customer retention rate of around 95%, working with many customers for over 20 years, and boasting a 20+ pts above industry average Net Promoter Score. Because we 'do' digital transformation, but we deliver results.

3. They don't want another lecture on sustainability without substance

We have more than a positive spin on sustainability. Our solutions can directly reduce IT-related emissions and waste; but we go beyond this. Atos has some of the most aggressive publicly stated Net Zero goals of any global enterprise, with global independent recognition of our achievements. And we have invested in technologies and offering Decarbonization Level Agreements (DLA) so our customers can reduce their emissions and impact as well. In 2020, Microsoft committed to becoming carbon negative, water positive and zero waste by 2030 all while protecting ecosystems, as well creating a \$1 billion Climate Innovation Fund to support innovative technologies and business models that have the potential for meaningful, measurable climate impact by 2030. And using Microsoft Azure can be 95% more energy efficient. So, when you work with us, you are working towards protecting our planet together.

4. IT ecosystem overwhelm is real, and it's getting worse

Analysts have been talking about "the IT ecosystem" for a few years now. But that 'ecosystem' is messy; thousands of solutions and start-ups, system providers and software-as-a-service providers all promising you and your fellow executives 'the solution'. And that 'solution' needs to achieve some pretty big goals. The teams at Atos and Microsoft are the recognized leaders in delivering workplace innovation for change and growth, and secure, stable IT and infrastructure for resilience

and confidence. And that's because we do not walk this path alone. Our extensive partner and alliance networks foster commitment to easing integration and delivering tailored solutions. And it sees us operating at the heart of this ecosystem – imagining it, investing in it, enabling it, facilitating it, integrating it. Giving executives clarity and trusted advice on how to navigate all the choices and options available so they can focus on creating experiences that excite and improvements that deliver business value.

5. They want a proven partnership they can trust to deliver

The leading business cloud provider worldwide, with over a million businesses relying on its Office 365 suite worldwide alone, Microsoft empowers organizations and individuals through access to its cloud services, applications and advanced, AI-powered tools that transform the way we work and live for the better.

Atos has been a Microsoft Expert MSP since 2019, and leaders in delivering the IT foundations organizations need to support innovation and adapt – such as Hybrid cloud, modern networks and cybersecurity.

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