

Unleash unparalleled performance



Atos

DELL
Technologies

Atos and Dell Technologies

Helping customers unleash unparalleled performance and liberating people's potential.

The ability to compete is key to business growth. Creating differentiation starts by getting the basics right.

For over 10 years, Atos and Dell Technologies have been providing the scalable, secure, high-performance building blocks that modern digital businesses need.

Our vision is to provide the foundations for a thriving tomorrow, by creating innovative solutions that deliver competitive advantage. By harnessing the power of hybrid cloud, infrastructure, cyber recovery, digital workplace, and business outcomes as a service we help customers reduce time to market, increase performance, and reduce risk.

This innovative outlook has been recognized by Dell Technologies giving Atos its highest status partnership award: 'Titanium Black'.

To help organizations unleash unparalleled performance, Atos and Dell Technologies combined strengths through a long-term strategic Enhanced Alliance Agreement (EAA). The EAA commits both organizations to invest significant resources, to develop pre-engineered solutions that rapidly reduce implementation time and risk and drive down the cost of implementation. Dedicated teams work side by side across every level of the organization, to optimize collaboration, as well as successful and rapid delivery for organizations.



Enabling a sustainable and resilient enterprise

Together we firmly believe that we all need to play our part to protect the world in which we live. We work alongside our customers, partners, suppliers, and communities to make an impact on the most pressing environmental issues. Both Dell Technologies and Atos have committed to continue to drive sustainability improvements across their global operations and have set aggressive net zero greenhouse gas (GHG) emissions targets.



Blended ready-made and bespoke solutions

To help organizations 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.



Innovation in action

A range of best-of-breed solutions have already been deployed; enabling organizations to harness the power of the Smart Edge technology, using artificial intelligence (AI) 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.



Accelerating business value through digitalization

It's a winning combination of world-leading, integrated services that accelerate business value 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.

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 across industrial sectors.

Multi-layer approach for solutions:

- Pre-engineered solutions significantly reduce the requirement for bespoke development, time to deployment, and implementation risks for customers. This includes lifecycle management to reduce risk and cost in day-2 operation, providing unmatched flexibility to run in Converged and/or Hyperconverged mode in multi-tenant environments.
- Reference architectures built for industry-specific workloads like AI/ML/HPC to speed up customer engagements.
- Co-developed business accelerator solutions: Atos and Dell Technologies create industry appliances for Databases, Hadoop/Datalake and SAP.
- Co-development of the offering: Business Outcomes as a Service delivers business outcomes running analytics on untapped data from Far Edge to Cloud. It is delivered at scale as a fully automated, managed, cloud environment at the edge as an OpEx model to enterprises.



Four areas of focus

Atos and Dell Technologies long term 'Enhanced Alliance Agreement' combines deep expertise at every level of their organizations to deliver digital transformation for organizations.



Hybrid Cloud and Infrastructure

Accelerating IT modernization and transformation with Atos Hybrid Cloud and Infrastructure and Dell Technologies IT Transformation.



Digital Workplace

Atos Digital Workplace and Dell Technologies Workforce Transformation creating sustainable employee experience in a hybrid world.



Cyber Recovery

Atos Cyber Recovery and Dell Technologies Security Transformation securing the enterprise.



Business Outcomes as a Service

Dell Streaming Data Platform (SDP) supports the Atos-led engagement model delivering analytics-based business outcomes that accelerate results.

Payment Flexibility Program

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

This pragmatic approach helps our organizations 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.



Accelerating IT modernization and transformation with Atos Hybrid Cloud and Infrastructure.

Solution: Atos HC&I with Dell Technologies IT modernization.

Despite the obvious advantages associated with the cloud and the increased move towards multi-cloud adoption by organizations worldwide, many continue to grapple with outdated legacy infrastructure and applications. Aware of the need to modernize, and under increased pressure to do so, they nevertheless face severe challenges that hamper their ability to implement a truly multi-cloud solution in a cost-effective, efficient, and secure way. Some applications simply can't be moved any time soon, due to regulation, legacy applications, or privacy. This part of the IT landscape has been neglected by many organizations even though it quite often carries the most critical business processes.

This has resulted in a world of two-speed IT. The classical IT server and storage systems have been neglected in many respects and need to catch up. Together Atos and Dell work with organizations to navigate this complex world. Coordinating and controlling the whole spectrum of old and new. It's time to modernize the legacy IT and bring it up to speed with contemporary requirements to unite it with the Cloud.

Today's operational backbone spans the data center, to the Edge and into the private, public and hybrid cloud. To be successful it requires the "de-siloing" of applications and data. This connected backbone will make sure that all infrastructure and data deliver full business value.

Delivering resilient hybrid cloud solutions.

With built-in flexibility, Atos Cloud Services host both old and new applications on a single platform, enabling teams to consume the innovation, personalization, and scale offered by public cloud but with the secure foundation of private cloud. Irrespective of cloud maturity, Atos removes many of the challenges associated with the management, migration, or modernization of digital environments to ensure the business reaps maximum rewards, with minimal risk, in the shortest time to value. Together, Atos and Dell Technologies help organizations move to a single multi-cloud platform with confidence, by enabling a smarter approach to cloud environments, sustainability, operations, and user experience.

How it works

Atos and Dell have been working in partnership since the first generation of enterprise private cloud and now we are delivering the fifth generation of cloud, with hybrid extensions. Together we jointly evaluate, advise, refresh, and operate the complete hybrid cloud and legacy infrastructure.

- Atos solutions are underpinned by Dell Technologies and supported through the Enhanced Alliance.
- In 2018 we delivered the first 100% cloud-based environment for a major international sports event.
- 80%+ Atos managed service customers are using Dell data protection.
- Atos Cyber Recovery, is based on a Dell technology stack including Cyber Sense.

Accelerating the transformation of the Digital Workplace, creating sustainable employee experience in a hybrid world.

Solution: Atos sustainable Digital Workplace with Dell Technologies Workforce Transformation.

Creating a Sustainable Employee Experience

We enable employee satisfaction because we know that happy people make successful organizations. Powered by our digital solutions and specialist people skills, we unleash unparalleled performance, wherever your workplace is.

The needs of today's employees are evolving and must be met in different ways. They want to work for companies aligned with their values and provide them with the latest technologies to enable their work.

Atos and Dell share a vision that will stimulate and challenge your thinking about the powerful role that sustainable technologies play in creating holistic and engaged employee experience, contributing to their sense of purpose, and positively impacting their overall performance.

Hardware is no longer a commodity. Organizations are demanding hardware that transforms the user experience, improves employee satisfaction, and increases productivity and collaboration while providing security and trust. They also want their devices to be responsibly sourced, built with sustainable materials and packaging and delivered through an ethical supply chain. To meet the expectations of today's employees, enterprises need to give their people the devices they love to use. At the same time enabling the mobility and ecosystem working that are integral to today's workplaces, including ruggedized devices for industrial needs.

A Partnership to Transform the Workplace

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 digital leader in managed workplace services, featuring as a Leader in the Gartner Europe and North America Magic Quadrants for Managed Workplace Services. Combined with industry leader, Dell Technologies' award-winning portfolio, the partnership leads the way in mobile device management and workplace virtualization.

Atos Device Subscription Services, powered by Dell Technologies, enables enterprises to meet all the needs of the modern workforce and offer an enhanced user experience. Through Cloud-based Enterprise Mobility Management, DSS ensures enterprises retain control of their devices while shifting IT spending 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.

During the pandemic, Dell Technologies showed its unmatched capabilities to provide ad-hoc workplace solutions for customers across the world. This was only possible by combining its unrivaled global supply chain capabilities with Atos's future-proof Digital Workplace services.

How it works

The parent company for several global car rental enterprises wanted to transform global IT and get out of the complicated business of managing its own device lifecycles and helpdesks. Atos and Dell Technologies provided a six-year Digital Workplace DSS (Device Subscription Service) to supply and manage over 132 million devices with two complete refresh cycles. The company's employees now have the latest tech, managed centrally and hassle-free, across over 9,000 locations worldwide.

Accelerating transformation in Cyber Security.

Solution: Atos Cyber Recovery and Dell Technologies – securing the enterprise.

Effective Cyber Security is critical for business; with an increasing number of digital and IT-based business models and as organisations create and store more valuable data including business critical data, the stakes are rising. As billions of new connected devices come online, they potentially open more points of entry for data breaches and cyber-attacks.

According to the World Economic Forum 2023

Cybercrime is big business. One industry group estimated that the damages incurred by all forms of cybercrime, including the cost of recovery and remediation, totalled \$3 trillion in 2015, \$6 trillion in 2021, and could reach \$10.5 trillion annually by 2025. But the impact of cybercrime extends far beyond the economic costs.

A Partnership for 360 Degree Cyber Security and Cyber Recovery

Atos and Dell Technologies provide Cyber Recovery Solutions to help businesses recover from a full spectrum of cyber threats, from basic ransomware to insider attacks and beyond. The solution provides a tamperproof “Golden Copy” of the most critical data, reducing the average time of recovery after an attack from weeks to days.

Together, Atos and Dell help customers to build operational resilience by equipping them with leading cyber solutions and a proven methodology by leveraging Atos Cyber Recovery and Dell Technologies expertise to ensure fast post-event data recovery and business continuity.

Dell Technologies’ Cyber Security portfolio is aligned to the National Institute of Standards and Technology Cyber Security Framework (NIST) while Atos Cyber Recovery is based on Dell Technology.

How it works

360 Degree Cyber Recovery in Action

Dell Technologies and Atos have successfully delivered and are working on security solutions across different industries, including healthcare, financial services, manufacturing, pharma, and telecommunications.

For a global financial services organization, the partnership implemented a protected Cyber Vault to ensure the company’s critical business data and applications are stored safely and can be restored in case of a security event within days rather than weeks.

Accelerating results with Business Outcomes-as-a-Service.

Solution: Dell Streaming Data Platform (SDP) supports the Atos-led engagement model delivering analytics-based business outcomes.

Business Outcomes-as-a-Service (BOaaS) allows organizations to achieve business outcomes rapidly and repeatedly through managed technology and optimized data analytics. For example, increased asset availability, site safety, or reduced carbon footprint.

Analysts estimate the number of new data sources will reach 75 billion by 2025. Taking advantage of the amount of data created is crucial for any business optimization. Streaming this data through an orchestrated analytics platform enables value to be created in real-time. As data volumes grow and data types evolve, so does the complexity and cost of storing, managing, and analyzing the data to capture business value.

Customer demands for advanced analytics on unstructured data are constantly creating new challenges. Unfortunately, many organizations struggle respond and keep pace with this rapidly changing area of technology.

A Partnership to Accelerate Business Outcomes

Atos and Dell Technologies developed an engagement model to ingest, store and analyze data, and deliver the business outcomes organizations crave. Some examples are Predictive Maintenance to increase asset availability, Computer Vision to enhance safety, and Decarbonization to optimize enterprises' carbon footprint. The possibilities are endless and industry-agnostic.

Dell Technologies' Streaming Data Platform (SDP) provides a software-only solution that handles data streams and orchestrates analytics from Edge to Cloud. The Atos service brings touchless deployment of end-to-end managed hardware, software and Artificial Intelligence delivery utilizing a full OpEx model.

Dell and Atos deliver a plug-and-play solution, as-a-service - allowing any organization to improve their value creation by focusing on their business outcomes rather than technology. Customers will not be locked into a specific vendor and the solution is natively portable and can be deployed on-premises as well as in any Cloud.

After a 2-week business case building exercise, Business Outcomes-as-a-Service's engagement model is designed to achieve rapid results in as little as 12 weeks. The value is delivered across six two-week agile sprints driving from environment setup to business outcomes realization, thanks to optimized AI models in production. This same, repeatable approach works for every business outcome that customers need to target.

How it works

Two world-leading theme parks operators wanted to continually improve guests' experience and safety. When a ride is out of service it can cause operational challenges, guests' dissatisfaction, and other disruptions.

Business Outcomes-as-a-Service prevents maintenance-related issues at theme park attractions by alerting the crew days before they happen. Together, the partners deployed the high-speed streaming data analytics platform that processes approximately 180 billion data points every hour. Data is processed in real time through multiple AI models to alert engineers of potential down time up to 30 days in advance.

Both organizations plan to scale the model to their multiple theme parks around the world, as well as to the company's other business units to continue enhancing guests' satisfaction and safety.



The Power of Partnership: Proven Deep Sector Experience

Financial Services and Insurance

Atos and Dell Technologies help organizations, ranging from banks and insurers to fintech's and insurtechs, to accelerate their journeys to digital maturity, profitability, and growth. Together Atos and Dell Technologies worked together to create 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.

Health and Life Sciences

Atos and Dell Technologies work at every point in the healthcare value chain to help provide better business outcomes for patients, clinicians, and society. They work closely together to design and operate digital healthcare platforms, i.e. platforms, leveraging current and emerging innovations to deliver the efficiency improvements hospitals require to treat more people and a wider range of medical conditions. Together Atos and Dell Technologies are providing their services to large hospitals and making EPIC, the leading Electronic medical record applications, one of the fastest growing organizations in the Healthcare market.

Energy, Utility and Retail

Using data and innovative technologies, Atos and Dell Technologies help retailers, energy, and utility providers to drive this transformation and ensure long-term growth. Whether through smart asset management, building greater customer centricity, or unlocking value from data, our combined expertise can accelerate your journey. With our combined efforts of services and infrastructure we help utilities to modernize their grids, automate their substations and help to make their environment cyber resilient.

Public Sector and Defense

Atos and Dell Technologies work together 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. Perfect examples of security are the massively growing areas of video surveillance and cyber resiliency where Dell Technologies and Atos are working closely together.

Manufacturing

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

Telecom, Media, and Technology

As world leaders in the TMT space, Atos and Dell Technologies offer an omnichannel customer engagement platform, along with digital BSS and network and media function virtualization. Atos is a leader in Hybrid Cloud and therefore on the way to being a leader in Telco Cloud as well. Together the partners work on one of the hottest topics in the Telco industry - private 5G and the virtualization of Radio Access Networks.

About Atos

Atos is a global leader in digital transformation with 107,000 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 69 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), and listed on Euronext Paris.

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.

Find out more about us

atos.net

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Let's start a discussion together



Get in touch

To learn more about how Atos and Dell Technologies can accelerate your business's transformation and growth, visit atos.net/en/about-us/partners-and-alliances/dell-technologies.

About Tech Foundations

Tech Foundations is the Atos Group business line leading in managed services, focusing on hybrid cloud infrastructure, employee experience and technology services, through decarbonized, automated and AI-enabled solutions. Its 52,000 employees advance what matters to the world's businesses, institutions and communities. It is present in 69 countries, with an annual revenue of € 6 billion.

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