Trusted partner
for your Digital Journey

Atos

Profile

Atos is a leader in digital services delivering Systems Integration services, Consulting, Managed Services & BPO, Cloud operations, Big Data & Cyber-security solutions as well as e-payments and transactional services.
Atos is focused on business technology that powers progress and helps organizations to create their firm of the future.

€12 **billion annual revenue** *circa*

Atos operates under the brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, Unify and Worldline.

Atos is a Societas europaea (SE).

100,000 **business technologists** *circa*

Atos is the Worldwide Information Technology Partner for the Olympic & Paralympic Games and is listed on the Euronext Paris market.

72 **countries around the world**

AtoS

A global workforce to cover our clients' needs

Circa **100,000** Business Technologists working in over **72** countries.

8,000
Benelux & The Nordics
Belgium, Denmark, Estonia, Finland, Luxembourg, Sweden, The Netherlands

10,000
UK & Ireland
United Kingdom, Ireland

13,000
Central & Eastern Europe
Austria, Bulgaria, Croatia, Cyprus, Czech Republic, Greece, Hungary, Italy, Lithuania, Poland, Romania, Russia, Serbia, Slovakia, Switzerland, Turkey

6,500
Iberia
Andorra, Portugal, Spain

16,500
France

12,000
Germany

9,000
North American Operations

6,000
Asia Pacific
Australia, China, Hong Kong, Indonesia, Japan, Malaysia, New Zealand, Philippines, Singapore, Taiwan, Thailand

4,000
South America
Argentina, Brazil, Chile, Colombia, Guatemala, Uruguay

15,000
India, Middle East & Africa

Headcount as of September 2015

Atos

Innovation is part of the Atos DNA

Our solutions to empower your business

Atos has developed innovative portfolio
(Cloud, Big Data, Mobility, Cyber-security,
e-payment, software-defined data center…)
that empowers its customers to stay ahead.

Invest in innovation together with our partner

Thanks to a network of global partnerships,
we are continuously investing in new offerings and innovations
for our clients.

A Scientific Community to anticipate future business challenges

The Scientific Community is our best 100
scientific people who help Atos anticipate
upcoming technology disruptions. They are creators
of change, making sure that whenever our clients choose us,
they always get the most innovative solution available.

IT Challenge: an annual competition for students all around the world

This competition encourages students to achieve their
personal best. Its objective is to promote and encourage
innovation in an open environment amongst best-in-class
Universities and students, as well as support young
innovators in taking their ideas forward.

Atos

Anticipate upcoming
business and technology challenges

At Atos, we have the responsibility to think one step ahead, and accompany our clients on their digital journey.

Through our Ascent initiatives, we share our vision and innovative thinking on emerging trends and the technology that will shape business in the future. Discover this on our blog **ascent.atos.net**

Ascent Journey 2018

Atos Scientific Community predictions for the evolution of technology through to 2018.

Ascent White Papers

Expert insights, practical tips and a thorough understanding on emerging technologies.

Ascent Magazines

Articles and views from business leaders, academia and our experts.

Ascent Blog

Daily forward-looking and inspirational blog posts on business & technology

Collaboration with universities
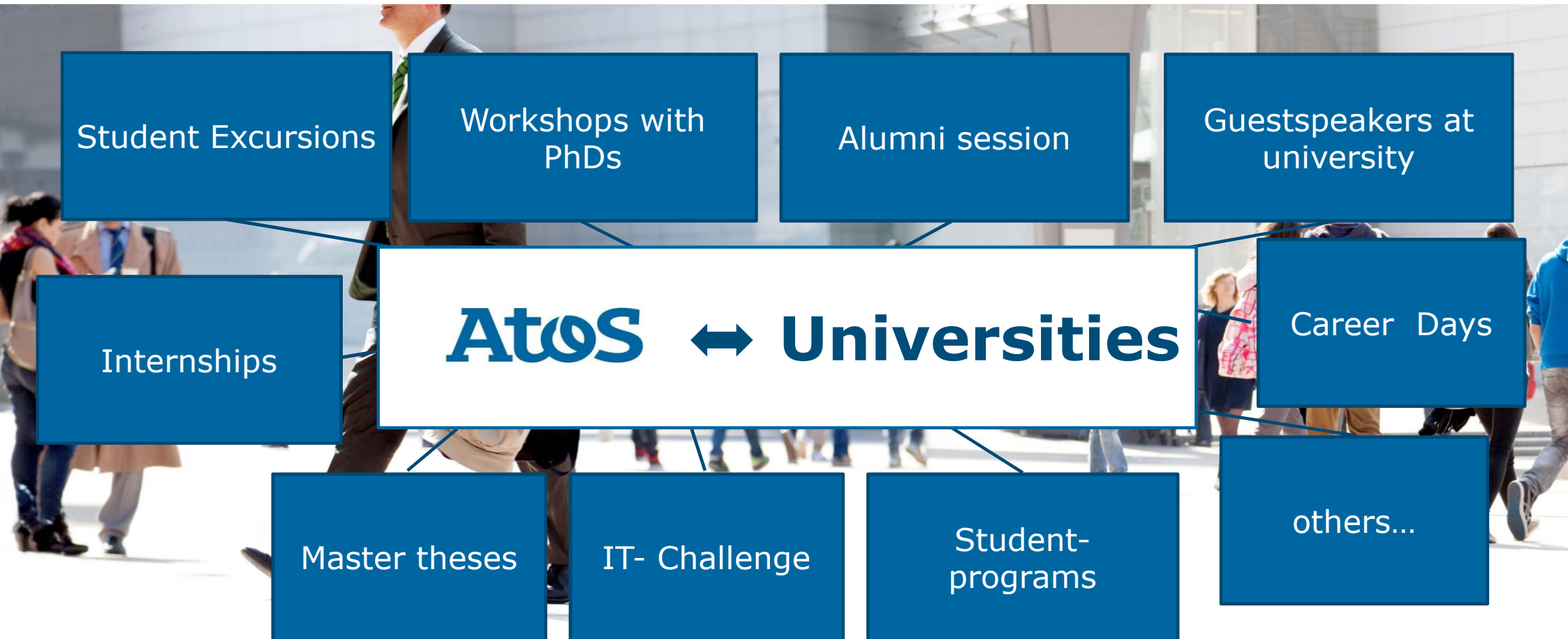## In a nutshell → Target and Benefits

University

▶ Collaboration with an international IT company

▶ Business delivery and insights for students in ongoing IT projects with different clients and areas

▶ Events at Atos

▶ Internships and working student positions in all business units

▶ Bachelor- and Master theses

▶ Lectures and presentations at university

Atos

▶ Close collaboration, know-how exchange with universities and gaining top talents for Atos

▶ Juniorization – identify and win young potentials

▶ Bachelor-/Master-/Project theses

▶ Presence at universities and market – Employer Branding

▶ Extended probation period

▶ Gaining new teams for the IT Challenge

Collaboration with universities in Germany
In a nutshell > Fields of collaboration

Student Excursions

Workshops with PhDs

Alumni session

Guestspeakers at university

Atos ↔ **Universities**

Internships

Career Days

Master theses

IT- Challenge

Student-programs

others…

Appendix

Creating business advantages for clients with our global IT services

Atos is a leading player in global Information and Communications Technology services, software, platforms and payments solutions. With its deep technology expertise, Atos drives business progress for its clients to achieve measurable results.

Managed Services	Transactional & Payment Services
Consulting	Cloud & Enterprise Software
Systems Integration	Big Data & Security
Communication Software & Platforms	

Atos

Our main transformation programs

wellbeing@work

Developing a world class workplace

Improving our working conditions

Recognizing and rewarding our achievements

Communication our successes

People's career development

Corporate responsibility & sustainability

"Great place to work" survey

Leveraging our Wellbeing@work achievements for client engagement

Becoming a truly collaborative and social enterprise

Leveraging on diversity

Recruiting the best talents

top tier1

Efficiency for customer satisfaction

Improving service quality and customer satisfaction

Improving our revenue and account performance

Improving effectiveness of HR and Finance support

Rationalizing real estate, deploying smart campus

Leveraging scale in purchasing

Deploying best practice cash management policies

step

Better meet our customer needs

Improving offerings and product development to differentiate Atos

Optimizing resource allocation

Gaining more profitable business

New tools and processes for a better sales efficiency

New territories and new logo hunting

Atos

**A global leader
in corporate & social responsibility**

Worldwide awards
and recognitions

Leading by example	Global Reporting Initiative · G4 THE FUTURE OF SUSTAINABILITY REPORTING · IR PILOT PROGRAMME · Dow Jones Sustainability Indexes · ETHIBEL · FTSE4Good · NYSE EURONEXT · CDP CLIMATE PERFORMANCE LEADER 2014 · AA1000 Assurance Standard · THE GLOBAL COMPACT
People	ILO · GREAT PLACE TO WORK · Trophée du Capital Humain · FORRESTER · Happy Trainees · Happy AT WORK for Starters
Business	SAP Pinnacle Awards 2015 · ecovadis SUPPLIER SUSTAINABILITY RATINGS · VERDANTIX
Ethics	THE GLOBAL COMPACT · ecovadis SUPPLIER SUSTAINABILITY RATINGS · AA1000 Assurance Standard
Environment	CODE OF CONDUCT DATA CENTRES · Sustainability Durabilité · ambition zero carbon · CDP CLIMATE PERFORMANCE LEADER 2014

Atos

Go-to-Market Partnership:
Digital innovations for manufacturing companies

Strategic alliance with Siemens over the five past years incl. MindSphere and Cyber Security
One of the first MindSphere partners

Consulting / strategy partner
Strategy, use case consulting and prototyping

AtoS

Application Developer
Development and operation of Apps

AtoS

System Integrator
Systems Integration into legacy environments

AtoS

MindSphere

Technology Provider
Provision of technology modules (advanced analytics)
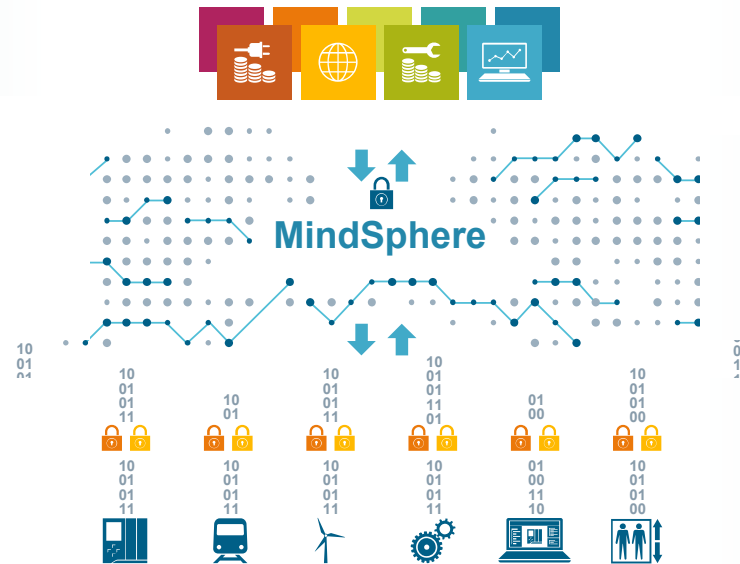
AtoS

IaaS Provider
IaaS provision via private, public and hybrid cloud
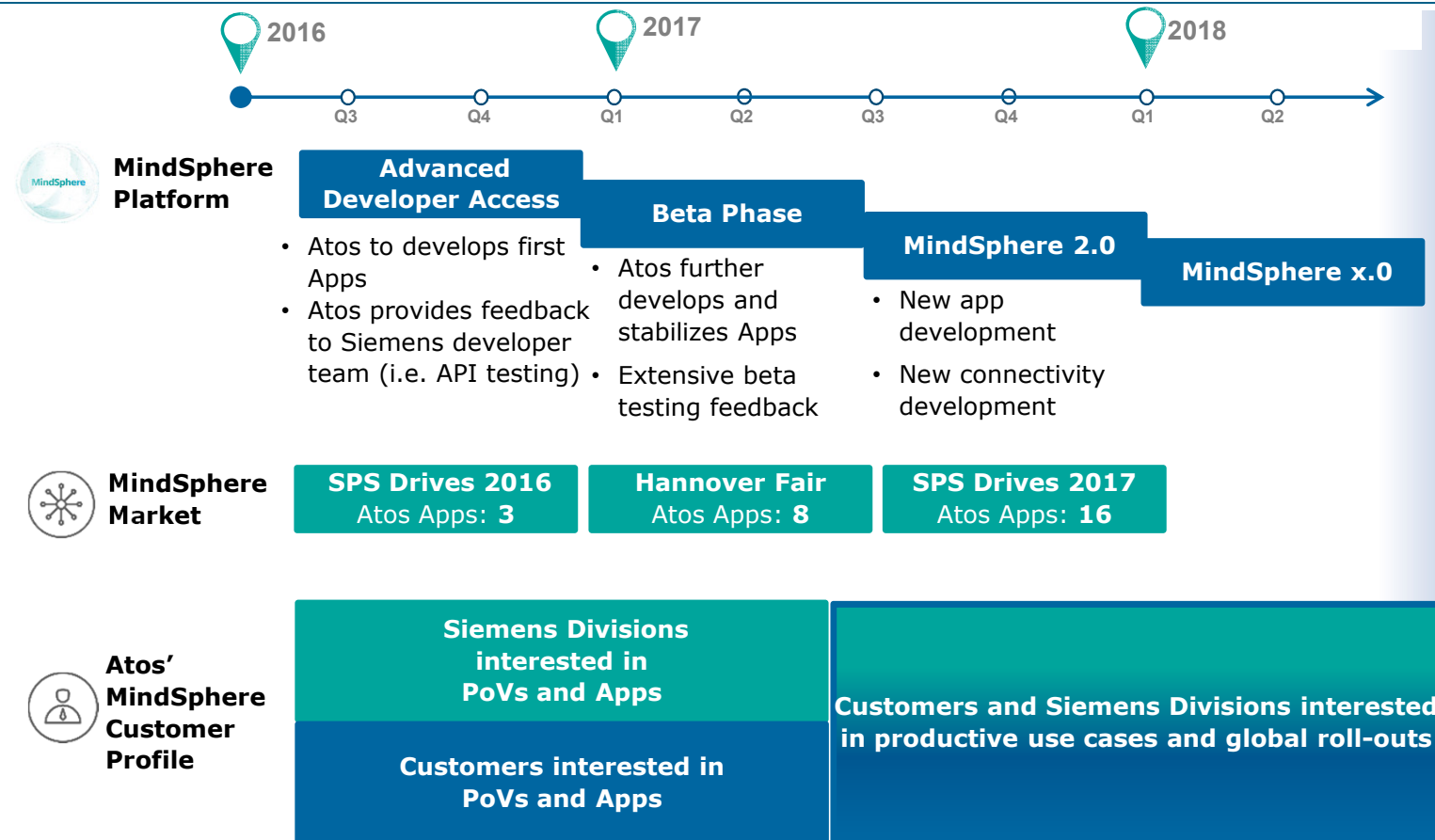
AtoS

Connectivity Developer
Connection of every Thing (IoT)

AtoS

SIEMENS   **AtoS**

Our joint MindSphere journey so far…

2016   **2017**   **2018**

Q3   Q4   Q1   Q2   Q3   Q4   Q1   Q2

MindSphere Platform

Advanced Developer Access

- Atos to develops first Apps
- Atos provides feedback to Siemens developer team (i.e. API testing)

Beta Phase

- Atos further develops and stabilizes Apps
- Extensive beta testing feedback

MindSphere 2.0

- New app development
- New connectivity development

MindSphere x.0

MindSphere Market

SPS Drives 2016 Atos Apps: **3**	Hannover Fair Atos Apps: **8**	SPS Drives 2017 Atos Apps: **16**

Atos' MindSphere Customer Profile

Siemens Divisions interested in PoVs and Apps

Customers interested in PoVs and Apps

Customers and Siemens Divisions interested in productive use cases and global roll-outs

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How does this impact our application development?
- From T&M and Fix price engagements to "Pay per Use" models
- Increased focus on total application lifecycle management

What do we see?
- Increase in Modern User Interfaces (GUI)
- First Apps using augmented reality

What do our clients want?
- Global roll-outs with consistency
- Local expertise, preferably with analytic capabilities
- "Factory Operating Systems"

SIEMENS   **Atos**

Experience the Journey!
Machine Tool Manufacturing

| Manage MyMachine /Remote | Manage MyMachine /Spindle | Manage MyMachines /Work ordering | More… |

SIEMENS

MindSphere – Siemens Cloud for Industry

SIEMENS   Atos

Increase productivity of machine tools thanks to new insights and increased transparency

Production

- Enhance transparency on machine tools utilization

- Increase productivity, reliability and availability

- Reduce production costs, scrap and rework

The opportunity

"make better use of machine-tools and tackle unplanned downtime"
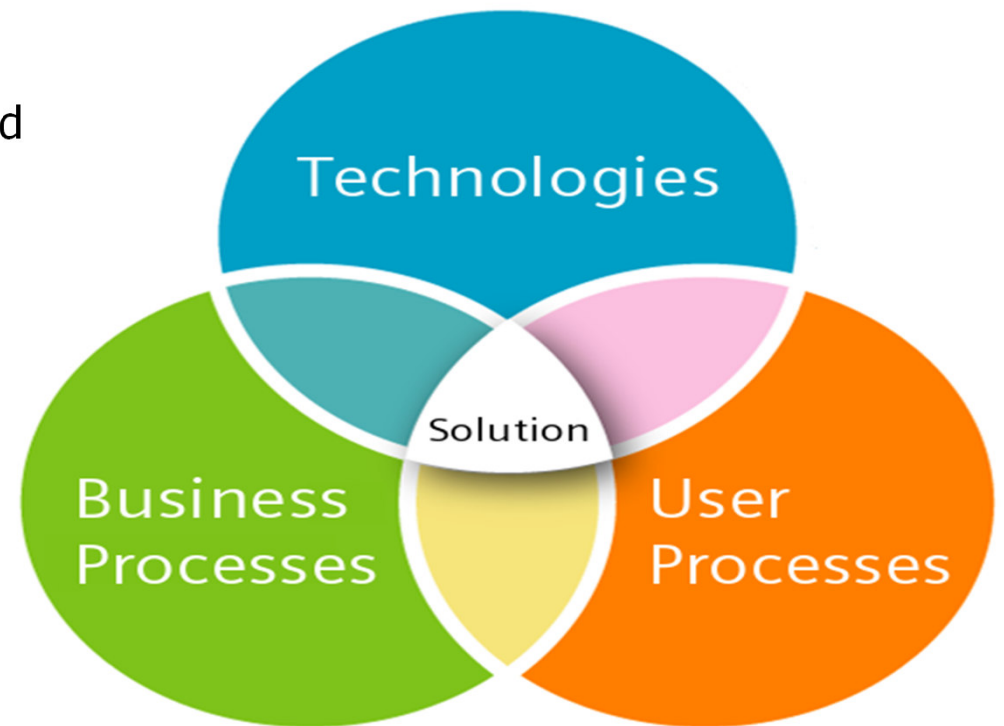
SIEMENS   Atos

Atos

Paderborn University

- **Founded in 1985** by the former **Nixdorf Computer AG** and the **federal state of NRW** as **Public Private Partnership**

- **C-LAB** is a purely **virtual organization**

- **Vision: Combination of science and industrial practice** through common research and development activities

- **We live the cooperation:**
  - Mixed offices
  - Common language
  - Short ways of coordination
  - Common projects

▶ **Preparation and transfer of R&D results for the market:** develop and explore innovative technologies, solutions and services that are of significant benefit for Atos and its customers and bring them to the market

▶ Direct **integration of practical market requirements into academic research and teaching**

▶ **Our three competence domains**

- Innovative information and communication technologies (ICT)

- Value adding business processes

- Intuitive user processes

R&D Projects

Trend Scouting

Expertise Develop-ment

Knowledge Transfer

Customer Projects