








REALIZE YOUR DIGITAL VISION

with Digital Private Cloud — from Atos and VMware






vmware | Atos

Today's critical business challenges and their IT impact

Business challenges

-  Maximizing agility to accelerate time to market
-  Ensuring security without compromising user experience
-  Innovating to drive growth with competitive new business services
-  Improving productivity
-  New risks

Required IT response

-  Accelerating speed of deployment
-  Securing the infrastructure
-  Supporting new app development & end-user consumption models
-  Increasing infrastructure and processes efficiency
-  Mitigating risk

How do you plan to deal with these challenges?

CEO

Digitize to compete

Improve business
productivity

Create agile IT that
aligns to strategy

CIO

Create a scalable
infrastructure to
drive growth

Maintain a platform
for both innovation
and security

Sustain flexibility
and performance

CFO

Reduce CapEx,
optimize OpEx

Increase IT
profitability

Improve cost
management

Be competitive. Be flexible. Be profitable

The solution:

Digital Private Cloud from Atos and VMware

Innovate without compromise on security

Digital Private Cloud enables policy-based and automated virtual server management for enterprises, on a scalable and dedicated private cloud infrastructure.

Infrastructure
Transformation



Service
Orchestration



Securely cloud-enable your business and reduce the risks of shadow IT.



Provides options to flexibly balance security & reliability with agility



'Deliver agile and scalable cloud solutions to meet the demands of business and 'time to value'.

How DPC addresses your challenges



Reduces risk by enabling environment choice across diverse set of enterprise workloads (existing new workloads)



Reduce CapEx and OpEx, providing a shorter return on investment times.



Increases productivity through automation and policy-based management across a hybrid environment



Builds the foundation for enabling compliance across workloads & users with built-in security

What makes DPC unique?



Offering flexible private cloud solutions deliverable at both customers DC or Atos shared DC.

Built on foundation of future-proof, Software Centric and Secure infrastructure technology from VMware



Fastest, proven, low-risk, enterprise-grade route to essential digital transformation

Add, remove or modify **95%** of Virtual Machines within 1 hour

Over **60%** of Standard Service Requests are automated

99.9% service availability



Safest way to drive digital innovation while mitigating risk

60% performance improvement*

99.9% service availability**

96% less downtime***



Blends local presence/ global reach of ATOS with VMware's market-leading software-orientated infrastructure approach

75+ data centers****

* On SAP operational costs over 3 years

** Over 3 years vs. self-build solution

*** of business workloads than traditional infrastructure deployment (IDC, VCE)

**** Hosting multiple customers around the world

DPC use cases: for the hybrid cloud platform



For growing enterprises

- Moving to new DCs
- Expanding/migrating solutions
- Enhancing flexibility and security
- Powering digital transformation
- Maximizing investment



For a wide range of workloads

- Best mix of cost, performance and security
- Apply to each workload within a single environment
- Suitable for the small to medium business up to the large enterprises



For policy-based management

- Applying standard and policies to workloads for managing generic private clouds
- Achieving flexibility and control
- Eliminating sprawl with policy based optimization and control

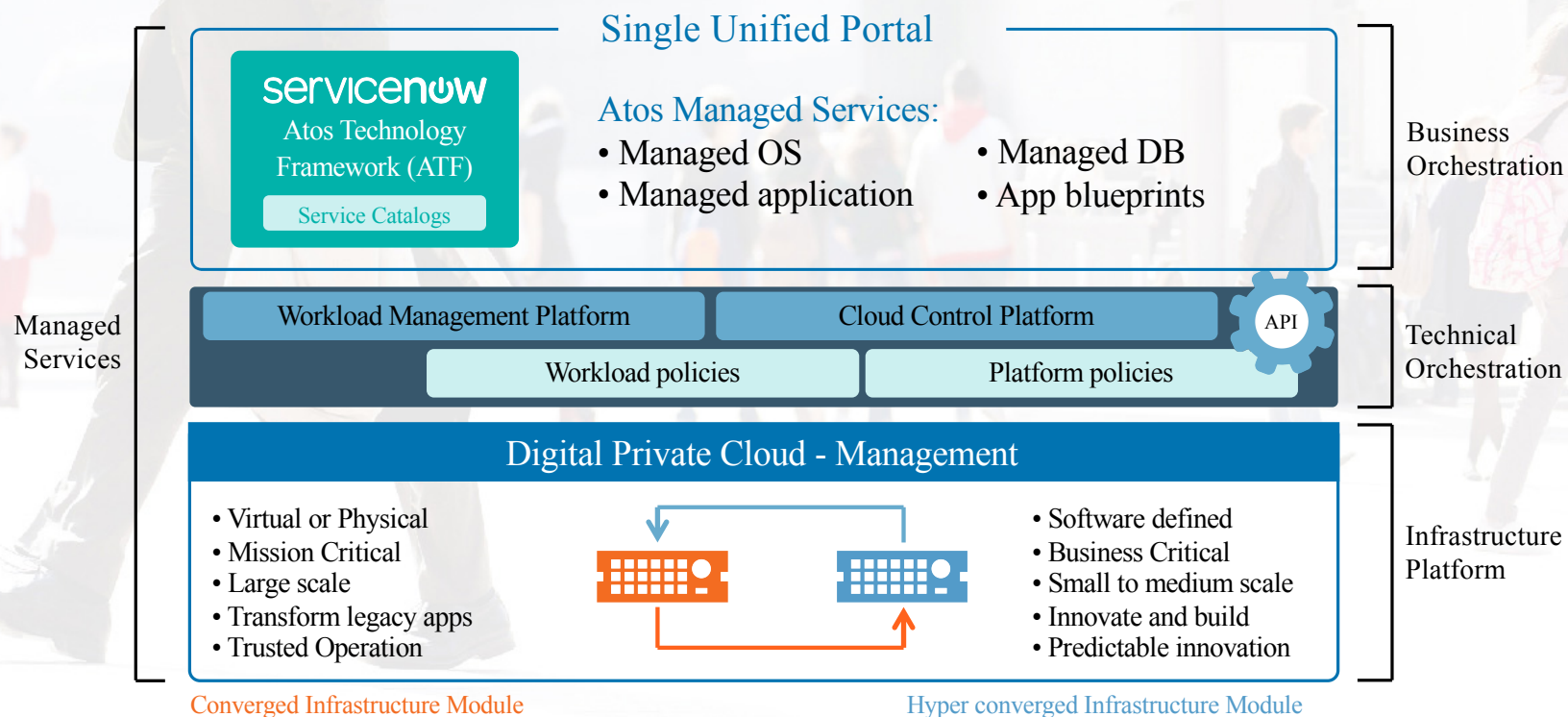
Realize your digital vision

One industrialized approach...

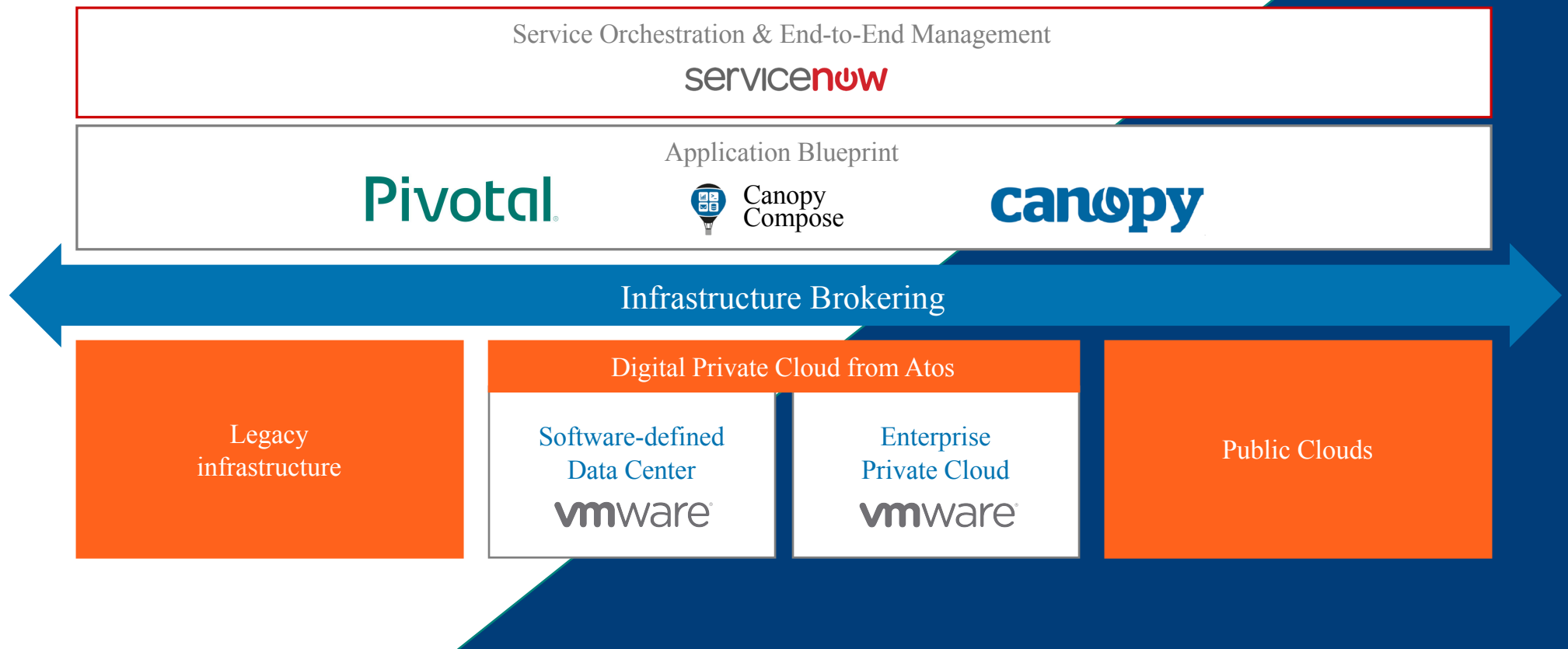


What does DPC look like?

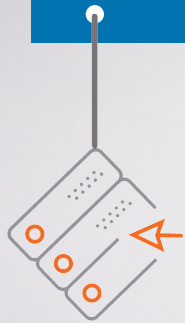
Digital Private Cloud combines project, transformation and operation services with either converged or hyper-converged infrastructure modules



Cloud - Hybrid Cloud: end-to-end management & orchestration

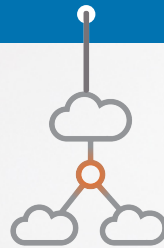


Complementary offerings and supporting solutions



Managed Storage Services and solutions

Managed Storage Services: a fully managed modern infrastructure environment for storage backup and business continuity functionality without upfront customer infrastructure investment.



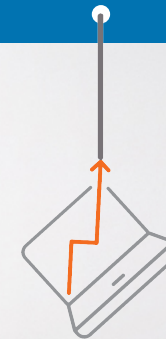
PaaS Services: Compose and Cloud Foundry

CANOPY COMPOSE: a catalog of rapidly deployable, standardized application infrastructure environments.
CLOUD FOUNDRY: a fully managed cloud application platform.



Managed Public Cloud

Managed Public Cloud: public cloud services with additional capabilities for enterprise customers including workflow approvals, consolidated reporting and enhanced governance functionality.



Atos Application Services

Atos Application Services: core application support for the entire

Atos and VMware customer success stories

\$2.5b

Largest Digital European Publishing House

Supported the international expansion of a \$2.5b business with over 5,000 employees

32 countries

Multinational electronic components supplier with operations in 32 countries

Expanded its online sales capability and helped build a more customer centric and agile organization

60% savings

Leading French Cosmetics Retailer

Facilitated the Company's growth, and helped drive 60% cost savings in a business with almost \$2b revenues

157 countries

'Big Four' services firm

Supported critical business applications and new apps development in a business with 200,000+ employees in 157 countries

11,000 sites

Major media group with over 11,000 sites across Europe

Transformed IT: lowered costs, increased agility, and reduced time to market - improving business continuity and reliability

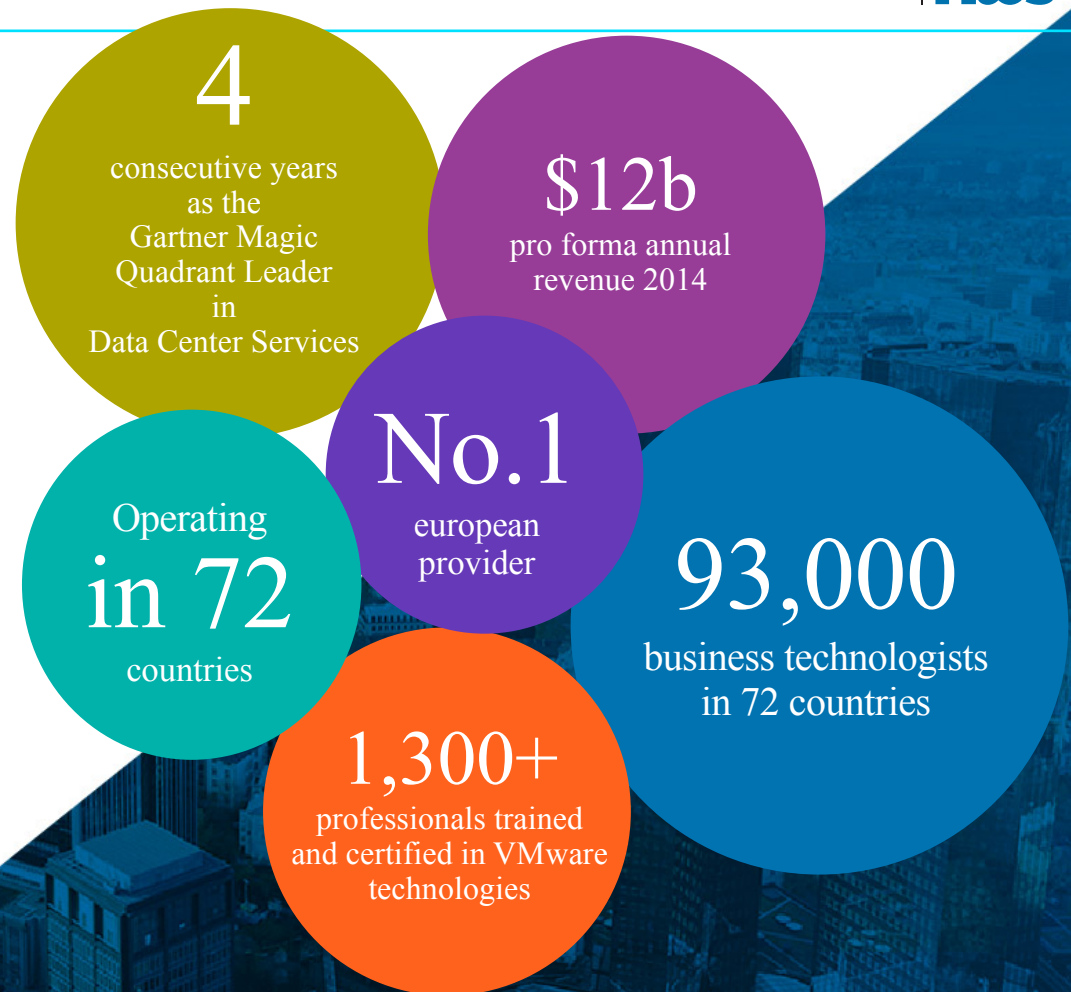
25% lower costs

Europe's largest engineering group, with almost 350,000 employees

Enabled 9% annual growth and reduced costs by more than 25% by creating the world's largest hybrid cloud

Atos

- Deep industry expertise and service excellence.
- In-depth market expertise, an extended global reach and an impressive services portfolio.
- Focus on turning technology into business value.



Atos: the European leader in Cloud Infrastructure

1300+
cloud experts

20-30%
cost savings from
major projects

300
cloud transformation
projects

Built the
world's
largest
hybrid cloud

Global player
€700m
Revenue in cloud (Est. 2015)

Atos

Named LEADER in
cloud by Gartner,
Experton and other
analysts

VMware

- Market leading, Future-proof technology enabler.
- Enabling foundation based on 'Once Cloud. Any Application. Any Device.'
- Technology platform from data center to mobile device.

\$6.57b
revenue in 2015

50
locations
worldwide

75%+
of all virtual
machines run
VMware

18,000
employees in
50 locations
worldwide

Realize your digital vision

vmware | AtoS

VMware: the technology enabler

VMware provides the market-leading infrastructure that powers DPC:



Foundational
software-oriented
infrastructure



Granular security
controls and policy



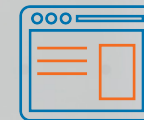
Secure workload
migration



Seamless infrastructure
orchestration



Reducing workload/
application planning pains



Single pane policy
management

DPC is a horizontal solution that can help any enterprise in the public or private sector advance on their journey to hybrid cloud.

Industries in particular need of digital transformation today include:



Manufacturing,
retail and
transport



Banking and
insurance



Public
sector



Telco, media
and utilities

Call to action: get started now



Engage experts
from VMware and
Atos to
learn more



Connect the Atos
Business
Devolvment
team with your
customers/
prospects



Learn more
about DPC
<http://www.vmware.com/partners/siso/atos.html>



Download
sales tools



Engage
customers with
a joint
Atos/VMware
workshop



Invite customers
to a BTIC demo