

Why VMware & Atos



Enterprise growth through faster innovation

Drive faster innovation to support customer growth, with solutions built and delivered quickly, on future-proof, software-centric secure infrastructure



Access to end-to-end solution offerings

End-to-end solutions that address enterprise pain-points, not a stack of disparate products



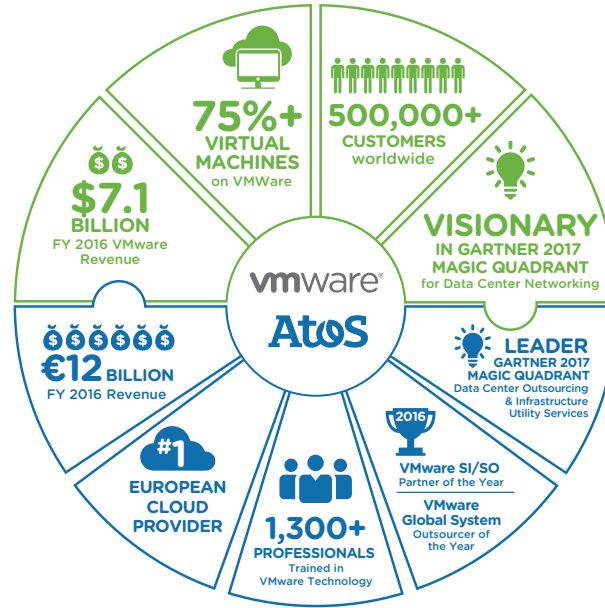
Seamless experience through joint engagement

Leverage the expertise of ATOS global team with 1,300+ professionals trained and certified in VMware Technology



Reduced risk with built-in security embedded in technology

Differentiating ability to protect data sovereignty across all services and geographic locations



VMware & Atos Joint Solutions

Digital Workspace (DWS) with VMware



- Built-in security & robust compliance
- Freedom and control for both employees and IT
- More engaged employees



Digital Private Cloud (DPC)



- Legacy mission-critical applications and services can co-exist without compromise
- Consistent network and security policies across legacy and modern digital applications, users, and devices in real time
- Effective management of scale, performance, and resilience with a simple click



1 Internal VMware Deployment
 2 Stanford Study
 3 On SAP operational costs over 3 years
 4 Over 3 years vs. self-build solution
 5 Of business workloads than traditional infrastructure deployment (IDC, VCE)

Joint Customer Wins*

ELECTRONIC COMPONENTS SUPPLIER with operations in **32 Countries**
 Expanded online sales capability to help build a more customer centric and agile organization

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

157 Countries
 'BIG FOUR' SERVICES FIRM - Expanded its online sales capability and helped build a more customer centric and agile organization

EUROPE'S LARGEST ENGINEERING GROUP WITH ALMOST 350,000 EMPLOYEES - Created the world's largest hybrid cloud, enabling 9% annual growth and **25% Cost Reduction**

LEADING FRENCH COSMETICS RETAILER - Facilitated company growth, and helped drive **60% Savings** with almost \$2b revenues

LARGEST DIGITAL EUROPEAN PUBLISHING HOUSE - Supported the international expansion of a **\$2.5B Business** with over 5,000 employees

* The results represented in the wins above are for specific customer situations and are not representative of vertical or generic customer situations. Results will vary based on specific situation and environment for customers)