vmware | Atos

Drive your winning digital innovation agenda

with Digital Private Cloud from Atos and VMware

Right infrastructure. Right application. Effortless agility. Robust security.

Your digital transformation starts here

From framing the challenges to defining a winning solution, this interactive infographic will navigate you through your digital transformation journey.

Today's urgent business drivers

- **Ensuring security** without compromising user experience
- **Driving innovation** to drive growth with competitive new business services
- **Mitigating risk** without inhibiting innovation
- **Improving productivity** to achieve more with less
- **Maximizing agility** to accelerate time to market

The impact on IT

These drivers create 4 urgent pressures for enterprise IT departments

- **Accelerate deployment** so applications can be rapidly provisioned on a more flexible infrastructure
- **Secure the infrastructure** to safeguard against evolving threats
- **Modernize app development** and **enable new end user consumption** models while managing existing, business-critical IT
- **Increase efficiency** to achieve better results with fewer resources

Where do today's IT approaches fall short?

- Frustration with inability to automate management and operations
- Difficulty concurrently optimizing security, cost and performance
- Lack of visibility and granular control
- Urgent need to break free from inflexible legacy infrastructure
- Challenges in matching application deployment in infrastructure and is slowing down hybrid cloud adoption

Why is Digital Private Cloud (DPC) the answer?

Unmatched breadth + depth

- Supports widest span of workloads in the market
- Offers biggest private/hybrid cloud in the world with over 10,000 VMs
- Uniquely combines security and flexibility in single pane of glass

An end-to-end solution for software-based automation of applications and infrastructure

Driving efficient innovation

- Agile and scalable: meets demands of business and cuts time to value
- Increases productivity with automation and policy-based management

Offers interfaces to automate application deployment

Mitigating risk

- Reduces risk: frees managers to choose best environment for new and legacy workloads
- Creates foundation for compliance across workloads and users with built-in security

Empowers IT to flexibly balance security and reliability with agility

Why is DPC unrivalled in today's market?

DPC blends the shared expertise and capabilities of two market leaders

What VMware brings to DPC

- Foundational software-oriented infrastructure
- Granular security controls and policy
- Secure workload migration
- Seamless infrastructure orchestration based on policy and workload requirements
- Reducing workload application planning pains
- More flexibility over who can provision what and where
- Single pane policy management across workloads, environments and geographical boundaries

Why DPC is unparalleled

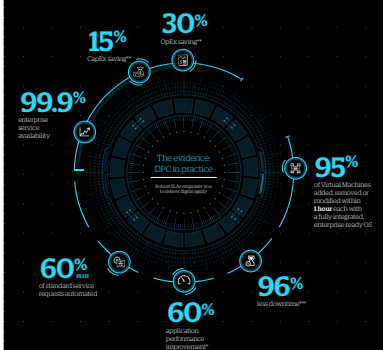
- Scalable solution designed to grow in line with business needs
- Pre-integrated, validated solution that minimizes risk without large investments in time or money
- Benefits of the public cloud with the control and customization of private cloud
- Infrastructure choice to ensure optimal performance, security cost for each workload in a single environment
- Policy-based management for ensuring compliance without sacrificing flexibility

What ATOS brings to DPC

- Market-leading scale and reach: national, regional, global
- Proven delivery capabilities and expertise
- Choice of DPC service delivery options
- Automation of workflow applications
- Leader in transformation into cloud environments
- Offering end-to-end life-cycle solutions from strategic engagement to operations and management from infrastructure to application and business processes

The evidence: DPC in practice

Robust SLAs empower you to deliver digital agility



Start your digital transformation journey today at www.vmware.com/partners/siso/atos.html

- **Engage experts from VMware and Atos** for intros/more
- **Connect for Rio Business Development team** with your customer/prospects
- **Learn more about DPC** (Links to Atos/ (Links to VMware)
- **Download sales tools** (Links to sales deck, playbook)
- **Engage customers** with a joint Atos/VMware workshop
- **Invite customers** to attend DPC demo

* On SAP transitional costs over 3 years
** Over 3 years vs. typical IT model
*** At business workloads than traditional infrastructure deployment (IDC, VCA)

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