

# Atos Digital Hybrid Cloud (DHC)

## Atos, Dell EMC and VMware

### What is Atos DHC?

Atos Digital Hybrid Cloud (DHC) is an innovative, market-first solution that allows organizations to host legacy and new applications on one platform. It combines industry-leading software from our partners Dell EMC and VMware to bring together traditional platforms and the new world of DevOps, creating an easy start for clients on their journey to the multi-cloud.

### Why is Atos DHC so important to business now?

Consumers, citizens, and governments are placing more trust than ever before on a digital future. To compete and win, organizations need to invest in new, cloud-native applications. The big question is, how do you get all the benefits of 'digital' as quickly as possible in the enterprise. Clients need a trusted, scalable, highly flexible, secure, and future-proofed multi-cloud solution.

*This is where Atos comes in.*



**Atos DHC creates the foundation for both legacy and new applications to enable, manage and empower a true-multi-cloud vision and digital business.**

### How does Atos DHC work?

Atos DHC is a modular cloud platform based on VMware Cloud Foundation and vRealize Automation Cloud that provides integrated cloud infrastructure and cloud management services via API to run enterprise applications in both private and public environments.

### What does Atos DHC help organizations do?

It helps organizations evolve toward a modernized Software-Defined Data Center to keep up with business demand through fast access to infrastructure, data, application, and IT services. Organizations can choose from a variety of options, from open APIs to native container apps, all on the infrastructure they trust.

This means IT can confidently and efficiently deliver and manage both new and legacy applications across physical, virtual and cloud environments.

### What does this mean for a client, in real terms?

Our client, a global manufacturing company, unlocked the potential of new business models and reduced operational costs by 32%, following our implementation of a hybrid cloud infrastructure, managed via a cloud orchestration and service portal.

### How does Atos DHC enhance IT operations?

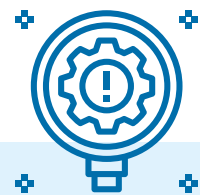
Atos DHC is a modular solution that fits into an existing IT environment. It enables a flexible evolution to digitally prepare IT that is ready to grow with the business, without disrupting existing processes. It is more flexible, because it leverages solutions from both VMware and Dell EMC - global leaders in transformative software and HCI technology, respectively; more agile because it is highly programmable; and more cost effective because it is highly automated. What's more, complete visibility of all clouds is available throughout CloudHealth by VMware to help optimize and control cloud usage.

### How does Atos DHC keep data secure?

Data is secure and controlled by meeting specific business compliance needs e.g. PCI, HIPPA etc. Customer data is kept on-premise with the ability to move anonymous data to the cloud to analyze at scale. This means clients can continue to innovate without compromising security. Alerts are also provided for non-compliant accounts and assets to keep one step ahead of security issues.

Greater ROI and faster IT service delivery - VxRail delivers 56% faster delivery and a 489% ROI over 5 years<sup>1</sup>

1. IDC commissioned by Dell EMC, Delivering Efficient Business Expansion with Dell EMC VMware-based HCI, October 2018



### How does Atos DHC help reduce costs?

Better visibility of total cost of ownership (TCO), for example, private cloud, public cloud and data center costs by cost center or line of business, can save an average of 25% on monthly cloud spend. VMware Cloud Foundation generates a 28% lower 3-year TCO than the alternative traditional 3-tier approach to data centers.

# 4-8x

## Is Atos DHC future proofed?

Yes. Atos DHC enables truly cloud-native applications to be built that power innovation and agility for tomorrow while running apps needed today to drive core business revenues. Our solution helps accommodate change by delivering open APIs, scalable infrastructure and new application and development environments sooner, with greater agility, all backed up by security, reliability, and governance.

## Will Atos DHC speed up time-to-market?

Yes. By eliminating complex infrastructure deployment processes, time-to-market can be accelerated by 4-8 times.<sup>3</sup>

## How does Atos DHC help reduce risk?

Atos DHC reduces the risk of complex cloud transformation by providing a predictable standard solution, integrated with existing environments, that provides a stable, yet innovative platform for both existing apps and launching new digital apps. Through enhanced visibility, workloads being migrated to the cloud can be assessed and modeled. And custom policies that automate daily cloud operations mean speed and consistent decision making, further reducing risk.

Atos DHC is fully managed by Atos, a trusted advisor with experience and proven expertise across a range of cloud-based digital transformations. We use this experience to help reduce risk even further.

## Why Atos DHC?



### Global scale

Atos runs the world's largest private cloud driven by one of the world's largest alliances between Atos/Dell EMC/VMware. We have already transformed 50,000+ applications and 150,000+ workloads to multi-cloud.



### Experience of large customer deployments

Our approach is based on our experience of delivering 1,000,000 workloads, completing 500 global cloud projects and working with many of the F2000 Enterprises



### End-to-end capability

Atos brings together the outsourcing, SI and Application (Syntel) heritage which is a unique combination along with unique innovation. For example, Syntbots, Atos Syntel Intelligent Automation Platform



### Deep industry knowledge

We have deep vertical skills which we use to adapt our solutions across finance, healthcare, utilities, the public sector, retail, manufacturing, etc



### #1 in Europe and a global leader in cybersecurity

With a global team of over 5,000 security specialists and a worldwide network of Security Operation Centers (SOCs)



### Any application

Atos DHC delivers the complete solution- IaaS, PaaS and SaaS; which can accommodate most traditional and cloud native applications on a single platform



### Recognized market leaders

We have been positioned as a Leader in Gartner's Magic Quadrant for Hybrid Infrastructure Managed Services and Data Center Outsourcing in the US, Europe and APAC



### Data at scale

Delivered on the best storage solution in the market (Dell EMC) combined with Atos Codex - to extract maximum value from data



### End-to-end stack integration

With VMware Cloud Foundation on Dell EMC VxRail delivering end-to-end stack lifecycle automation, that offers rapid delivery and expansion of resources combined with one click curated updates. VxRail offers our clients a fully integrated stack with a consistent infrastructure and consistent operation layer.



### Commercial flexibility

Pay-as-you-go model, so there is no capital investment and you only pay for what you use



### Proven partnership

Strong interaction between Atos, Dell EMC and VMware.