Atos & Dell Technologies: A Powerful Partnership for Digital Transformation

Delivering End-to-End Solutions for a Digital Future





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The Power of an Omni-Layer Partnership

Atos and Dell Technologies Together



Atos and Dell have forged a powerful strategic alliance to deliver exceptional value to clients worldwide. Combining Atos's deep sector knowledge and digital transformation expertise with Dell's best-in-class technology and global scale, the partnership is committed to driving positive business and societal impact.

- Best-in-class, world-leading products with best-in-class integrated services
- 20 competencies across all infrastructure areas
- >20,000 x86 Servers, 200PB Storage and
 >3.5 million client devices
- Well-established Global Delivery model in place
- 2,000+ Atos team members trained and certified in Dell products
- Atos is one of Dell's top global system integrators (GSIs)



Driving Transformation in Key Industries

Financial Services & Banking

- Atos serves 13 leading banks and 15 leading insurance organizations
- 75% of the Top 25 Global Banks have critical systems running on Dell

Resources & Services

- Atos processes 15 million daily shipments
- 100% of S&P 500 Utilities Index companies deploy Dell Technologies solutions

A Collaborative
Approach to Address
Industry-Specific
Needs

Public Sector & Defense

- · Atos manages 100 million identities daily
- 90% of U.S. government programs deploy Dell Technologies solutions

Healthcare & Life Sciences

- Atos works with 1,000 major hospitals globally
- 66% of U.S. hospitals run on Dell storage

Manufacturing

- Atos secures over 2 million industrial connected objects
- Dell's Predictive Maintenance solution reduces costs by 13% YOY and increases return on assets by 24%

Telecom, Media & Technology

- <insert stat about Atos>
- 99% of telecom, media and tech companies in the Fortune 500 use Dell





Combining Strengths for Transformative Outcomes

Atos and Dell empower businesses to embrace a cloud-based future, modernize IT infrastructure and drive future-focused transformation initiatives.

Enhanced security:

Solutions designed with built-in security, addressing critical needs for data privacy and cyber recovery, and protecting customers from ransomware and other threats.

Improved efficiency:

Automation and managed services to streamline operations, improve efficiency and reduce operational costs.

Simplified IT environments:

A partnership to help organizations consolidate resources and simplify complex IT environments.

Scalability and flexibility:

Scalable solutions to grow with business needs and that offer flexibility to adapt to changing demands.

Reduced complexity:

Joint solutions to help organizations navigate the complexities of IT landscapes, integrating diverse environments and cloud platforms.

Tailored Solutions for Digital Transformation from Atos and Dell

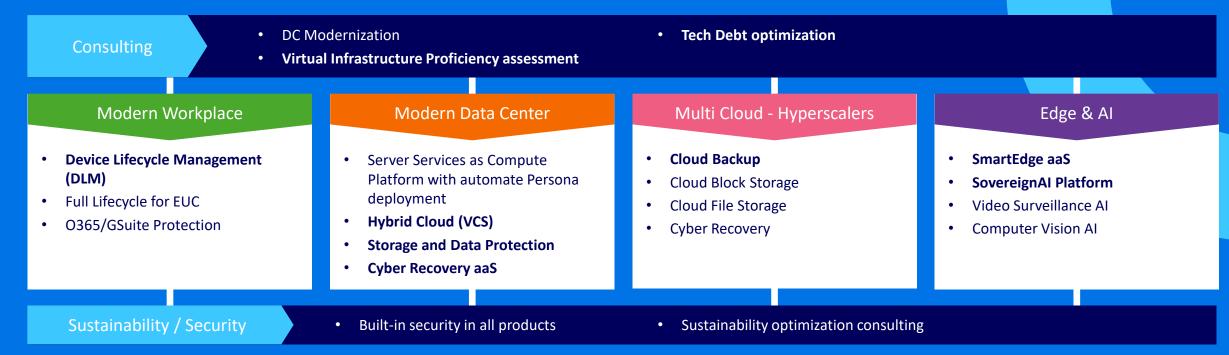
Atos and Dell combine their strengths to deliver solutions designed to drive business outcomes, leveraging Dell's technology infrastructure and Atos's digital transformation expertise across diverse industries.



Collaborative offerings spanning pre-engineered solutions to co-developed industry appliances and analytics services



Enabling valuable insights — from edge to cloud — while reducing implementation time and risk





Portfolio Index

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01

Modern Workplace

Device as a Service

Atos Device as a Service

Delivering Efficiency and Enhancing User Experience

Managing expansive device ecosystems presents numerous challenges, from complex lifecycles to financial burdens. With Atos Device as a Service, gain a streamlined, automated solution that empowers users, streamlines processes and optimizes IT spending.



Where the challenge lies:

Selecting the right device for the right use case across an organization can be difficult — not to mention the ongoing burden of device management, which can include:

- Complex device lifecycles
- High capital costs and IT support needs
- Increased demand for sustainability
- Inefficient procurement processes



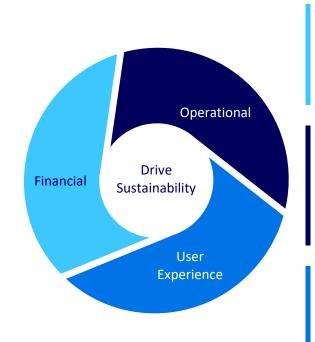
The value we deliver:

The Atos Device as a Service offering is a fully integrated, endto-end solution that enables enterprises to:

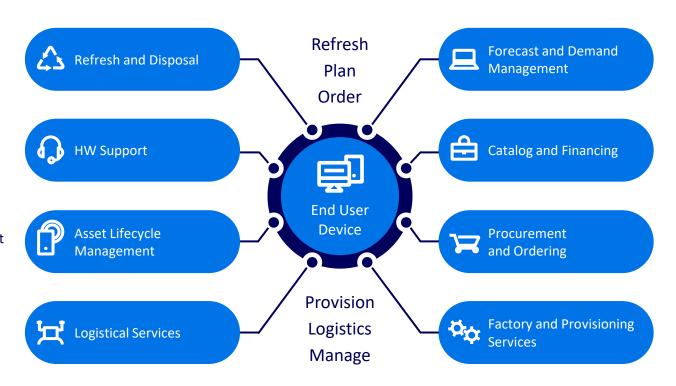
- Move from CAPEX to OPEX
- Consolidate all device services with a single owner
- Improve asset control, management and reporting
- Reduce user downtime and increase flexibility
- Deliver proactive support processes

Atos Device as a Service

End-to-End Device Lifecycle Management



- Move from CAPEX to OPEX
- Customer focus on core business
- · Buy back existing devices
- · Monthly payment model
- Fully integrated into Atos Digital Workplace Services
- Single owner for all devices services
- End-to-end asset control management and reporting
- Reducing user downtime
- · Increasing user flexibility
- Proactive end-to-end support processes



Spotlight on Sustainability:

Atos and Dell are committed to achieving net-zero emissions and are pioneers in closed-loop material usage and bio-based plastics. Atos DLM ensures that end-of-life devices are recycled or repurposed, minimizing environmental impact and reducing technical debt with optimized devices.





Atos Device as a Service

Key Insights for Sales Enablement



Owners

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Delivery Model

Modern Managed Workspace environments based on asset-lite end-user environments



Typical Deal Size

Typical deal size: 1M to 200M



Next Steps

<u>SSP</u>



Solution in Action:

- Bahlsen Germany1,000 seats
- Meyer WerftGermany 4,500 seats
- Orange France 10,000 seats

Modern Data Center

- VMware Cloud Services
- Modern IT Infrastructure
- Atos Cyber Recovery

VMware Cloud Services

Elevating Business with a Secure, Scalable and Automated Cloud Solution

Address the need for secure, scalable and highly automated cloud solutions with a robust and mature private cloud environment on VMware.



Where the challenge lies:

There is complexity in managing diverse IT environments, integrating multiple cloud platforms, strengthening security and optimizing costs — while ensuring:

- Regulatory compliance
- Data privacy and security
- Integrated sales channels to address demand spikes
- Efficient operations and supply chain management



The value we deliver:

The Atos VMware Cloud Services provides:

- A highly automated, fully managed private cloud environment
- The enhanced security, flexibility and control of private cloud
- The efficiency and automation of a public cloud

VMware Cloud Services

Delivering Consistency of Experience, Operations and Service per Hybrid Cloud Stack

Consistency of

Cloud Advisory Services

Cloud Migration Factory





User experience



Operations

Off premises

Cloud Platform and Management Framework

Spans traditional, cloud and non-cloud environments with modern CMP and ITSM functionality



Cloud Services for VMware

The foundation to enable, manage and empower a true multi-cloud vision and digital business

AWS EVS Elastic VMware Service **Azure VMware Solution**







On premises





Atos Private Cloud based on VMware



VMware Aria™



VMware Tanzu





VMware Cloud Services

Key Insights for Sales Enablement



Owners

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Delivery Model

Global delivery model

• Central engineering, focused on automation and integration



Market Size and Growth

- VMware holds a 60%+ market share on virtualization platform technologies (Statista, 2023)
- 79% of enterprises use VMware (Spiceworks, 2020)
- 63% of mid-sized business use VMware (Spiceworks, 2020)



Next Steps

• Sale Service Portal | VCS



Solution in Action:

A leading UK insurance company needed a highly secured cloud infrastructure that included disaster recovery capabilities. It turned to Atos VMware Cloud Services to enhance the security and scalability of its cloud infrastructure.



Modern IT Infrastructure

Navigate the Complexity of Today's IT Landscape

Consolidate resources, improve efficiency and enhance sustainability, all while ensuring IT infrastructure is aligned with specific business objectives, with an IT infrastructure solution across server, storage and data.



Where the challenge lies:

A modernized, optimized infrastructure is necessary to remain competitive in a quickly evolving world. While sourcing and implementing new technologies can be time consuming, failure to do so can lead to:

- Reduced operational efficiency
- Slow response to market changes
- Heightened system vulnerabilities and security concerns
- High levels of support for business-critical systems
- Rising labor costs



The value we deliver:

Atos manages, orchestrates and modernizes customers' core infrastructure of servers, storage and backup to:

- Ensure that it is secure, resilient and up to date
- Provide integrated and cost-effective server services, as well as scalable storage and comprehensive data protection services

Modern IT Infrastructure

Combined Server, Storage and Data Capabilities from Atos and Dell



Server Services:

- Secure, integrated and cost-effective server services, utilizing Dell PowerEdge and PowerFlex Compute Nodes (PowerFlex appliance configuration) for optimized management of physical and virtual servers across diverse platforms
- High performance and availability, offering flexible deployment in Atos data centers, onpremises customer sites or third-party facilities
- Innovative, eco-friendly technologies, supported by a modular service catalog and a skilled global workforce, enabling reliable, scalable and sustainable compute solutions



Storage Services:

- Scalable storage services for on-premises, hybrid and cloud environments utilizing Dell's PowerMAX, PowerStore, PowerScale and PowerFlex appliance
- Tailored storage solutions that address capacity, access and availability requirements
- Optimizes TCO and ensures that storage systems, servers are fully integrated, and that applications maintain high performance and availability



Data Protection Services:

- Provides comprehensive data protection services essential for modern businesses, leveraging Dell PowerProtect Data Manager and Data Domain
- Addresses the critical need for rapid incident response, enabling organizations to stop attacks, recover data and resume operations
- Offers infrastructure backup for storage systems, servers and applications, coupled with robust cyber recovery solutions to ensure secure, scalable and accessible data protection across environments

Spotlight on Sustainability:

The Modern IT Infrastructure offering helps enterprises embrace a modular on-premises, hybrid or cloud-based future with low-carbon and cost-effective solutions.





Modern IT Infrastructure

Key Insights for Sales Enablement



Owners

Atos

Michael Kollar (SVP – Cloud & Modern Infrastructure)

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Verena Herttrich (Portfolio Manager)

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Dell

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Jörg Vogt (GAM PowerEdge/PowerSwitch)

Thomas Richter (GAM Storage)

Jürg Maier (GAM Data Protection)



Delivery Model

Global delivery model for all infrastructure components

- 12,000 hybrid cloud and infrastructure experts
- 300,000 servers and 840 PB storage
- 63 data centers

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Next Steps

Modern IT Infrastructure | Atos

Atos Cyber Recovery

Addressing the Threat of Ransomware and Ensuring Secure Recovery

Accelerate cyber and ransomware attack data recovery while minimizing downtime and financial impact. The Atos Cyber Recovery solution enables the rapid recovery of known good data and can help organizational operations resume with confidence.



Where the challenge lies:

A robust cyber recovery solution is critical to protecting essential data — ensuring backup data integrity and preventing infection from dormant ransomware — as well as:

- Minimizing downtime and financial impact from extended recovery periods
- Identifying and prioritizing essential data for business continuity beyond standard backups
- Safeguarding against network-wide encryption and data exfiltration
- Overcoming the limitations of traditional backup systems



The value we deliver:

Atos Cyber Recovery offers reliable and scalable data protection to help protect critical data from attackers by creating an isolated cyber vault, enabling the rapid recovery of data and minimizing downtime. In addition, the solution can help:

- Reduce the financial impact of ransomware attacks by up to 70%
- Implement a scalable solution that grows with organizational needs
- Ensure data immutability and isolation
- Proactively detect and mitigate threats with ML and analytics

Atos Cyber Recovery

The Cyber Recovery Vault



Advisory & Design

Create consensus and speed design

Deploy & Implement

Basic deployment

Test & Recover

Runbook development, testing and validation

Operate & Manage

Operate and manage recovery

Spotlight on Resiliency:

With Cyber Recovery as a Service, customers can be sure to recover from a ransomware attack in the shortest possible timeframe with the most convenient process.





Atos Cyber Recovery

Key Insights for Sales Enablement



Owners

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Dell

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Delivery Model

 Acts as a last line of defense for ransomware protection by providing an isolated vault for essential data to resist attacks razvan.constantinescu@atos.net etienne.holm@atos.net verena.herttrich@atos.net adrian.grant@atos.net

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Solution in Action:

- AFKLM, France / NL
- AVIVA, UKI
- GasTerra, NL



Typical Deal Size

• Typical deal size: 500k to 3M



Next Steps

• Atos Cyber Recovery | Atos



03

Multicloud

Atos Cloud Backup for Hyperscalers

Atos Cloud Backup for Hyperscalers

Optimizing Hyperscaler Data Protection with Atos and Dell

When leveraging the public cloud, there are choices: utilize native cloud backup or adopt enhanced solutions. Atos Cloud Backup for Hyperscalers, powered by Dell, provides an advantageous alternative for the best of both worlds.



Where the challenge lies:

While managing expanding needs and maintaining cost-efficiency when deploying workloads in the public cloud, there must be robust backup and disaster recovery for cloud infrastructures to:

- Ensure data security and compliance with evolving regulations
- Overcome the limitations of native cloud backup solutions, such as low data reduction ratios
- Consolidate backup management across cloud and on-premises environments
- Enable more efficient data mobility and disaster recovery across multiple cloud platforms



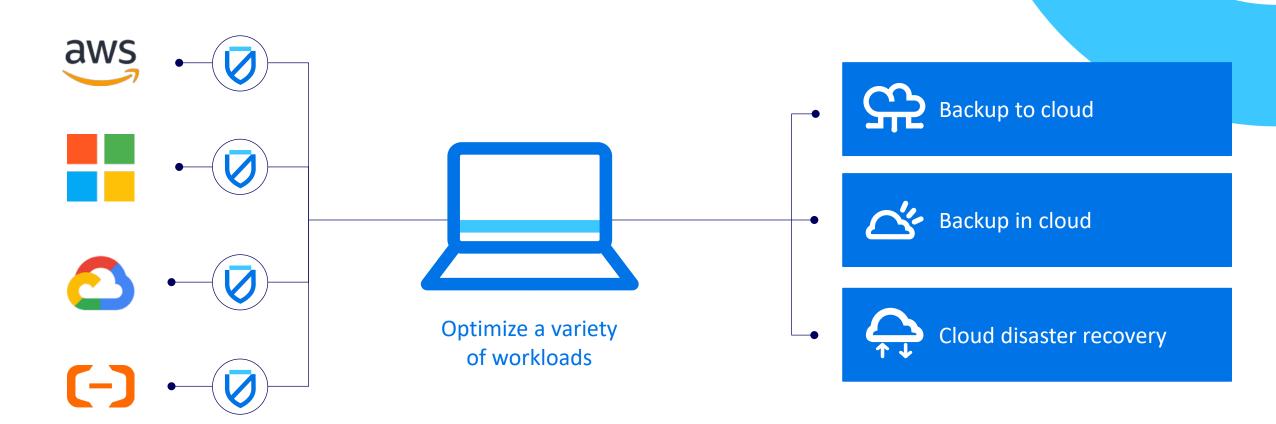
The value we deliver:

Atos Cloud Backup for Hyperscalers offers reliable, scalable data protection for disaster recovery, compliance and operational efficiency. It can help unlock significant cost savings through high data reduction ratios (25:1 to 30:1), compared to native cloud backup, as well as enable:

- Enhanced data mobility and disaster recovery capabilities across multiple clouds
- Improved security and compliance with regulatory requirements
- Simplified backup operations, reducing time and effort for IT teams
- Capability to back up from on-prem to cloud and cloud to cloud
- Cost savings amounting to 70%-80% and CAPEX "pay as you grow" transparent utility pricing

Atos Cloud Backup for Hyperscalers

Enterprise-Class Protection for Public Cloud







Atos Cloud Backup for Hyperscalers

Key Insights for Sales Enablement



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Delivery Model

- Cloud Enterprise Backup for AWS provides a fully managed backup solution deployed in AWS cloud.
- Simple and quick to deploy as part of a managed landing zone, Cloud Enterprise Backup offers the same experience in-cloud and on-premises.



Typical Deal Size

Typical deal size: 50k to 1M



Next Steps

Atos SSP LINK

04

Edge & Artificial Intelligence

- SmartEdge as a Service
- Sovereign Al Platform

SmartEdge as a Service

Driving Operational Efficiency and Innovation at the Edge

Minimize downtime, optimize operations and unlock the full potential of edge data by automating edge infrastructure management and deploying Al-driven analytics.



Where the challenge lies:

There are numerous complexities in extracting valuable insights from edge data, including connecting, securing, monitoring and optimizing large distributed edge environments in order to manage:

- Security vulnerabilities and data integrity concerns
- The need to extract valuable insights from vast amounts of edge data
- Increasing costs associated with downtime and maintenance
- Gaps between IT and operational technology (OT) environments
- Sustainability considerations for distributed infrastructure



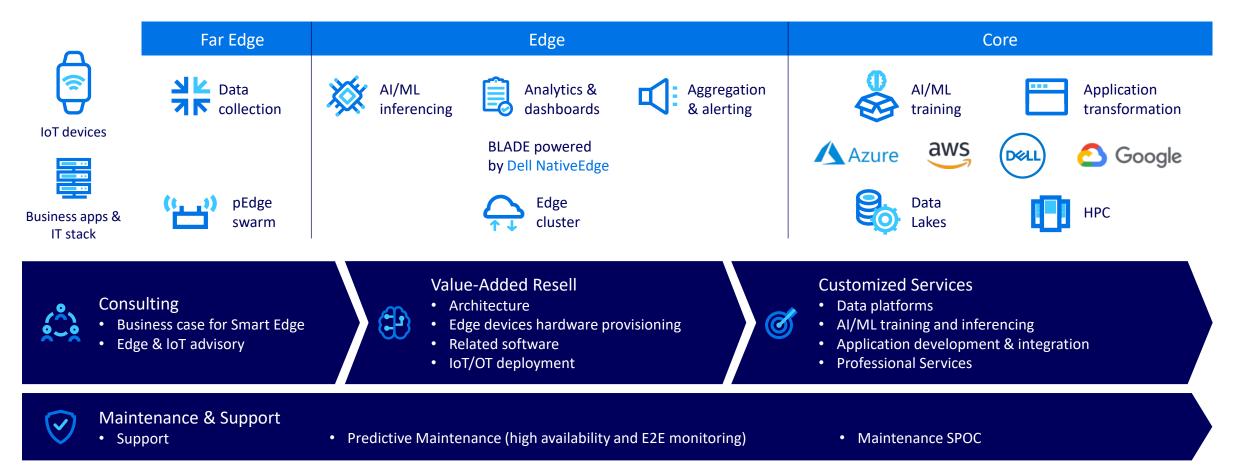
The value we deliver:

Atos SmartEdge delivers a fully automated, managed edge-to-cloud solution that enables:

- Simplified centralized management of edge infrastructure
- Enhanced security with zero-trust, zero-touch deployment
- Automated application deployment and maintenance
- Al-driven analytics for predictive maintenance and real-time insights
- Reduced downtime and operational costs
- Improved integration between IT and OT
- The ability to deploy complex analytics and applications at the edge

SmartEdge as a Service

Delivering End-to-End Value from Far Edge to Core



Spotlight on Sustainability:

Lower the carbon footprint of the compute layer at Edge locations by using low-power devices as well as an automated and predictive maintenance process.





SmartEdge as a Service

Key Insights for Sales Enablement



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Delivery Model

Fully automated edge computing orchestration, including device handling and application blueprinting



Typical Deal Size

Typical deal size: 500k to 15M



Next Steps

<insert link>



Solution in Action:

Atos SmartEdge enables predictive maintenance for over 3,000 sensors on roller coasters and other critical equipment for a major entertainment and attractions company. By analyzing real-time sensor data, the solution identifies potential equipment failures before they occur. This proactive approach minimizes downtime, which can cost upwards of \$150,000 per hour, ensuring uninterrupted operations and enhanced guest safety.

Atos Sovereign Al powered by Dell

Private, On-Premises Solution for Operationalizing Generative AI

Leverage agentic, predictive and generative AI with private data for improved data governance, strengthened security and cost predictability.



Where the challenge lies:

Enterprises often have ideas about how AI can optimize their business but lack the expertise necessary to successfully guide the implementation. In addition, many struggle with:

- A lack of in-house AI expertise, hindering speed-to-market
- Legacy IT and infrastructure limitations, including cloud lock-in
- Security risks and data privacy concerns with public cloud AI deployments
- Unpredictable costs associated with public cloud Al usage
- Difficulty in integrating AI into existing business processes
- Latency issues affecting real-time AI applications



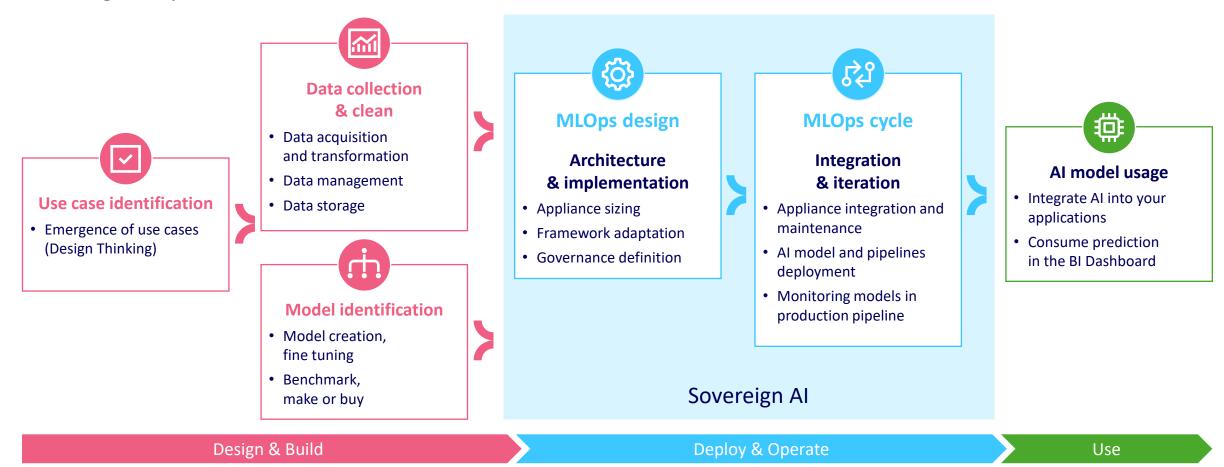
The value we deliver:

With Atos Sovereign AI powered by Dell, customers gain enterprise-wide secure access to AI and generative AI — plus access to skilled consultation, implementation and management experts. The secure, on-premises AI solution empowers enterprises to seamlessly integrate AI into workflows for:

- Enhanced data governance and security
- More predictable and controlled AI costs
- Reduced latency for real-time applications
- Simplified development and deployment of customized AI models

Atos Sovereign Al powered by Dell

Powering Enterprises' Ambitious Al Goals



Spotlight on Data Privacy:

Generative AI without data is nothing — and if customers' data is not protected, it can have a serious impact on customers' business.





Atos Sovereign AI powered by Dell

Key Insights for Sales Enablement



Owners

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Dell

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Delivery Model

On-premises platform for AI workloads, including:

- Workflow
- Task execution
- Data management
- GPU infrastructure



Typical Deal Size

Typical deal size: 500k to 5M



Next Steps

SSP: Atos Sovereign Al powered by Dell Technologies | Atos

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Solution in Action:

Atos Sovereign AI is used to analyze X-ray images at a renowned medical facility in Europe, significantly reducing the time required to identify potential medical issues. This allows physicians to focus on critical cases, improving patient care and workflow efficiency.



05

Joint Consulting

- Virtual Infrastructure Proficiency (VIP) Assessment
- Tech Debt Consulting

Virtual Infrastructure Proficiency (VIP) Assessment

Empowering Enterprises with Smarter Virtual Environments

Virtual infrastructures are complex environments made up of multiple technologies supported by a range of different vendors. There are many potential paths to establishing and maintaining a virtual environment, but only one path is the optimum path for each enterprise — and the VIP assessment can help identify it.



Where the challenge lies:

The virtualization of machines, servers, storage and networking is tremendously complex, with multiple technologies and vendors involved. Choosing the right path requires answers to critical questions such as:

- What does the future likely hold for our virtual infrastructure?
- Where and how can we optimize costs in our current virtual infrastructure?
- How can our virtual infrastructure be made more secure and better support our compliance mandates?
- Can our virtual infrastructure help advance our organization-wide sustainability goals?



The value we deliver:

The Atos VIP assessment provides a roadmap to help organizations obtain a virtualized environment that best supports their current and future needs and initiatives. Working in collaboration:

- Dell provides industry-leading storage, security, platform and other hardware solutions
- The Atos VIP advisory team completes comprehensive assessments and provides virtual infrastructure optimization solutions to ensure current and future profitability, security and sustainability



Virtual Infrastructure Proficiency (VIP) Assessment

A Three-Phase Approach

1

Observation and Discovery:

We use interviews, on-site observations and tools such as Dell EMC Live Optics™ to gain a thorough understanding of your technology environment along with your business needs and objectives. This process focuses upon key factors we've determined to be essential in establishing and maintaining effective environments — such as optimization, cost, security, compatibility and the potential for future advancement.



2

Recommendations:

We then record our observations and findings and analyze them to create change recommendations customized to your business's technology environment. The recommendations report reveals sub-optimal activities and processes, problems and root causes, current business risks, and future cost-savings opportunities.



3

Realization Blueprint:

To help these improvements come to fruition, we provide a realization blueprint with guidance for implementation. All recommendations are prioritized in order of value, so you can target key projects for the best ROI.

Spotlight on Sustainability:

Environmental efficiency is a substantial part of the assessment towards an optimized infrastructure.





Virtual Infrastructure Proficiency (VIP) Assessment

Key Insights for Sales Enablement



Owners and Sponsors

• Jose-Maria Cavanillas (Head of Technology Consulting Cloud & Infrastructure)



Delivery Model

- Atos Technology Consulting Offering
 - 200+ dedicated technology consultants and experts



Market Size and Growth

- Typical deal sizes:
 - 15K to 150K for consulting engagements
 - 400K to 20M for CAPEX deals
 - 500K to 50M for managed service deals



Next Steps

Virtual Infrastructure Proficiency (VIP) Advisory | Atos





Tech Debt Consulting

Overcoming Tech Debt for Enhanced IT Efficiency

Tech debt can hinder innovation and introduce operational risk. Addressing it with expert consulting services can lead to optimized IT infrastructures and ensure security and future-readiness.



Where the challenge lies:

Outdated infrastructure and legacy licensing can lead to higher operational costs as well as:

- Reduced operational efficiency and unnecessary IT complexity
- Increased cybersecurity vulnerabilities and data protection gaps
- Energy inefficiency and a high carbon footprint
- Inability to achieve innovation and increased operational risk
- Difficulty in maintaining and adapting IT systems to changing business needs



The value we deliver:

Atos Tech Debt Consulting offers a comprehensive assessment of an enterprise's IT landscape to identify and evaluate the impact of tech debt, with recommendations for prioritized tech debt reduction based on impact and risk, as well as:

- Automation and process improvements to streamline operations and mitigate future debt
- Governance and compliance guidance to align with regulations and best practices
- Training and knowledge transfer to empower in-house teams
- Lower operational costs and improved user experiences
- Enhanced security and compliance
- Increased IT performance and energy efficiency, reducing carbon footprint



Tech Debt Consulting

Unlock the Full Potential of Your IT Systems

Training and knowledge **Automation and** Comprehensive assessment process improvements Modernization and optimization Strategic planning

Spotlight on Sustainability:

Every technology refresh will improve the efficiency of technical solutions. Technical innovations like NVMe-drives with compression and deduplication or more efficient power supplies bring a better balance to the environment than keeping old gear up-to-life.





Tech Debt Consulting

Key Insights for Sales Enablement



Owners and Sponsors

Tracy Stansfield



Delivery Model

- Consulting on company's potential for technology refresh to gain efficiencies and cost optimization
- 12,000 hybrid cloud and infrastructure experts



Typical Deal Size

• Typical deal size: 500k to 50M



Next Steps

Modern IT Infrastructure | Atos





Learn how our joint partnership can drive your business forward. Contact us to learn more about Atos and Dell joint solutions.

<insert contact/CTA>





Learn how our joint partnership can drive your business forward. Contact us to learn more about Atos and Dell joint solutions.

<insert contact/CTA>





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