European Cloud Provider’s Vision and Experiences
CIO / CSO – Briefing/Workshop

18-11-2015

Agenda

- Introduction to Canopy, the Atos Cloud brand
- What is great about being a European Cloud provider
- Cloud Business Transformation
- Enabling the Cloud Journey
- Biggest inhibitors to the adoption of Cloud
- Use Case 1 – EU Digit
- Use Case 2 – UK Government G-Cloud
- Use Case 3 – Siemens
- Use Case 4 – Olympic Games
- Questions
Introduction to Canopy, the Atos Cloud brand

As a leading cloud integrator,
we engineer / operate / orchestrate
cloud services that enable our customers
to transform their business

What is great about being a European Cloud provider

- Multiple Private Cloud Locations – Germany, Netherlands, France, Spain, UK
- All data entirely hosted on EU territory
- Contracts all based on countries within the EU only
- Corporate binding agreements added to contracts on request

<table>
<thead>
<tr>
<th>Public Sector</th>
<th>Private Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Central Government</td>
<td>• Health</td>
</tr>
<tr>
<td>• Local authorities</td>
<td>• Private serving Public Sector</td>
</tr>
<tr>
<td>• Police and Emergency Services</td>
<td>• Engineering</td>
</tr>
<tr>
<td>• Public Health</td>
<td>• Manufacturing</td>
</tr>
<tr>
<td>• Transport</td>
<td>• International legal firms</td>
</tr>
<tr>
<td>• Universities</td>
<td>• Research</td>
</tr>
<tr>
<td>• Research</td>
<td>• Financial Services</td>
</tr>
</tbody>
</table>
What Cloud Infrastructure does Atos provide in Europe?

- Test and Development IaaS (Canopy Trusted Agile Infrastructure)
- Secure UK Government IaaS (Canopy Accredited Secure Cloud)
- Research and analytics IaaS (Canopy Helix Nebula)
- On-premise Private Cloud (Canopy Enterprise Private Cloud)
- Secure UK Government PaaS (Canopy Accredited Secure Cloud)
- Production and pre-production PaaS (Canopy Cloud Infrastructure Services)
- Orchestration and Automation (Canopy Compose)

Technology enables business disruption

- Transportation disrupter
- Banking disrupter
- Automotive disrupter
- Entertainment disrupter
Building the digital organization

Value Creation

BUSINESS REINVENTION
Enable business agility leveraging digital technology

CUSTOMER EXPERIENCE
Increase productivity of people in a mobile world

OPERATIONAL EXCELLENCE
Enhance flexibility for a service oriented organization

Cost Reduction

Enabling the journey through the Cloud

TRUST

BUSINESS REINVENTION
Enable business agility leveraging digital technology

CUSTOMER EXPERIENCE
Increase productivity of people in a mobile world

OPERATIONAL EXCELLENCE
Enhance flexibility for a service oriented organization

Orchestrated Services
Cloud Native
Cloud Enabled

Mobility
Collaboration

Service oriented
Automation
Virtualization
What are the biggest inhibitors to the adoption of Cloud?

Making it simple

- Where is the cloud?
  - In the Satellite’s in the sky
  - On my iPhone
  - Capitol Hill, USA

- Adult, age 23
- Adult, age 43
- Child, age 10

IT Skills Shortage

- Cloud skills
- Application re-platforming
- Application re-writing

Use Case 1 – Directorate-General for Informatics (DIGIT)

- Lot 1 – Private Cloud IaaS Services
- Lot 2 – Public Cloud IaaS Services
- Lot 3 – Public Cloud PaaS Services

- All data entirely hosted on EU territory (except CDN)
- Services billed on pay-per-use principle
- Self-service
- 24/7/365

- 53 bodies
- Contract 2 + 1 + 1

Canopy Trusted Agile Infrastructure Canopy Compose
Use Case 2 – UK Government G-Cloud
https://www.digitalmarketplace.service.gov.uk

▶ G-Cloud 1 started in 2012
▶ G-Cloud 7 due for release Nov 2015
▶ Services are classified into:
  – Infrastructure as a service (IaaS)
  – Platform as a service (PaaS)
  – Software as a service (SaaS)
  – SCS – Specialist Cloud Services

19,421 Service Descriptions
869 Suppliers
€ 900m
50% SME, 50% Large Enterprise

Use Case 3 – Siemens – Cloud based analytics

Fast deployment of new services
Cloud Based Analytics Platform

Co-innovation
Atos and Siemens joint innovation

Operational excellence
Predictive maintenance, energy efficiency
Use Case 4 – Olympic Games
Cloud has made it into the Olympics squad, ensuring agile, flexible and scalable operations

- Atos will transition all critical IT systems delivered today by Atos, to Canopy, the Atos Cloud, for all Games from 2018 Pyeongchang to 2024

- A secure, private and off-premise cloud platform hosting all systems and applications, centrally managed by Atos

- Transformation of applications to take full benefit from the cloud and deploy new innovative digital services

- Real-time security monitoring to prevent any IT incidents

2016, 2018, 2020, 2022, 2024
There’s plenty to think about

Clive Grethe
VP Sales
Western Europe, Americas, APAC

canopy@canopy-cloud.com