
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

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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

Public Sector

- Central Government
- Local authorities
- Police and Emergency Services
- Public Health
- Transport
- Universities
- Research







Private Sector

- Health
- Private serving Public Sector
- Engineering
- Manufacturing
- International legal firms
- Research
- Financial Services

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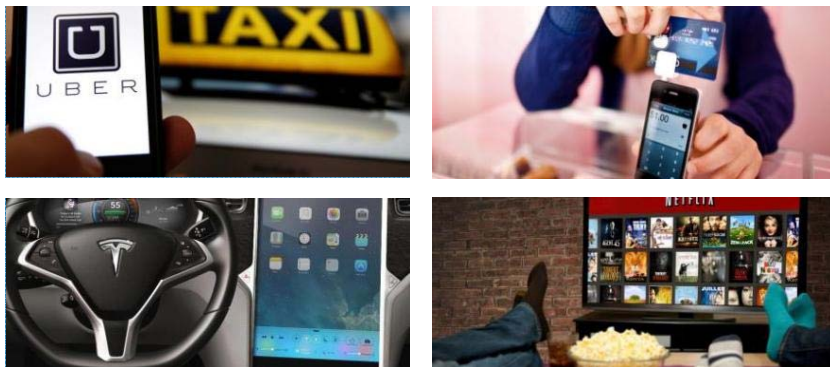
What Cloud Infrastructure does Atos provide in Europe?

-  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)

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Technology enables business disruption



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Building the digital organization



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Enabling the journey through the Cloud



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What are the biggest inhibitors to the adoption of Cloud?

▶ Making it simple

Where is the cloud?

In the
Satellite's
in the sky

Adult, age 23

On my
iPhone

Adult, age 43

Capitol
Hill, USA

Child, age 10

▶ IT Skills Shortage

Cloud skills

Application
re-platforming

Application
re-writing

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

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



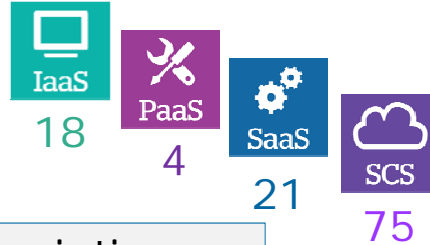
Canopy Compose

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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

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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

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Use Case 4 – Olympic Games

Cloud has made it into the Olympics squad, ensuring agile, flexible and scalable operations



INTERNATIONAL
OLYMPIC
COMMITTEE

- ▶ 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

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Use Case 4 – Olympic Games

Cloud has made it into the Olympics squad
Ensuring agile, flexible and scalable operations



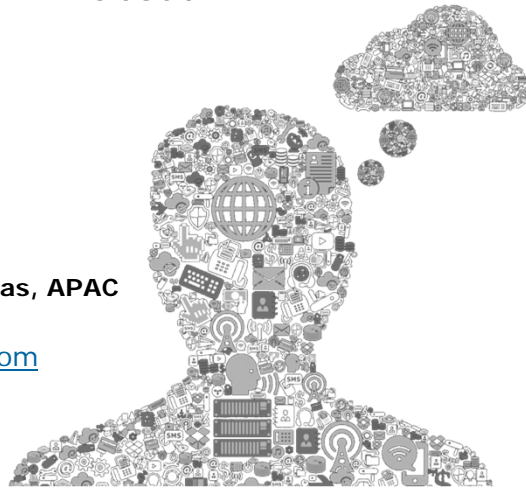
2016, 2018, 2020, 2022, 2024

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There's plenty to think about

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canopy
the atos cloud