

# Why outsourcing contracts now hold the key to cloud adoption and staying competitive

Atos joins forces with AWS to transform the infrastructure outsourcing industry and accelerate cloud migration for large, complex enterprises.

Cloud **Catalyst**

**Atos** | **aws**

# Setting the scene

In a recent survey, 40% of global CEOs interviewed shared that they don't believe their business will be economically viable within ten years.<sup>1</sup> The course ahead is clear for those in leadership positions: the organization must innovate to survive. And not just innovate in R&D or product engineering, but right across back office, risk management, and customer experience.

Cloud is the catalyst. Yet, as every executive knows, there are plenty of internal factors that can stand in the way of an organization-wide shift to the cloud.

Despite the clear potential to fundamentally transform every area of the enterprise, rapid and large-scale cloud migration remains out of reach for some – especially those organizations with global infrastructure and cyclical IT Outsourcing (ITO) arrangements..

1. Source: PwC's 26th Annual Global CEO Survey



# Two forces combine to break down the barriers

Recognizing the limitations of today's outsourcing approaches and the transformational potential of moving to the cloud, Atos and AWS have joined forces to turn the ITO model on its head.

Through our new strategic partnership, a first-of-its-kind collaboration, Atos customers with large-scale infrastructure outsourcing contracts can accelerate workload migration to the cloud and achieve cloud-enabled transformation faster than before.

This multi-year agreement extends our strategic relationship, with Atos selecting AWS as its preferred enterprise cloud provider and AWS naming Atos as a strategic partner for IT outsourcing and data center transformation.

Building upon our already close relationship, we ensure complex organizations simplify the task of migrating mission-critical applications and workloads from being managed on-premise

to managed in the AWS Cloud. This is not just about a technical shift, but also the catalyst in driving an immediate step-change in enterprise agility, IT efficiency, and the journey to Net Zero.

Gone are the contractual issues and commercial blockers to change. Exclusive incentives help to minimize migration and ongoing management costs. And there is extensive support available to tackle the challenges of stranded assets.

This is not a typical partnership either. AWS is working with Atos to develop and deliver new industry solutions for IT outsourcing and data center transformation to customers globally. AWS is also providing in-depth training to Atos, targeting 20,000 additional AWS certifications for Atos employees. This huge upskilling commitment is dramatically increasing Atos staff fluency in AWS technology and driving efficiencies in our data center, cloud, and security operations.

# Taking advantage while overcoming the single biggest challenge

It used to be that you could launch a strategic business initiative, back it with a major technology upgrade and wait for your return on investment. Launching something big meant three or four years before you had to refresh anything. That's no longer the case.

Now there must be continual transformation to create ongoing value under constantly changing economic conditions.

Overuse of the term 'digital transformation' in some quarters makes it seem as though it is the sole remit of the CIO and the IT division. Nothing could be further from the truth. Instead, an organization's transformation must be measured in terms of the impact it has right across the organization:

- **Driving growth** by helping to expand into new categories and markets to increase revenues.
- **Advancing innovation** with new IT resources only a click away, and available to your developers in just minutes.
- **Ensuring customer loyalty** by creating frictionless experiences that fit with people's modern lives.
- **Increasing efficiency** by automating or improving existing processes to reduce waste and save costs.
- **Supporting employees** by creating ways of working and an organizational culture where they feel valued.
- **Managing risk** by reducing exposure to volatility and establishing more robust business continuity plans.



## Taking advantage while overcoming the single biggest challenge (continued)

- **Accelerating time to market** with the unequalled breadth and depth of AWS Cloud services and features. You will have the tools you need to invent, experiment, and iterate, lowering the barriers to exploring new ideas.
- **Enhancing security** by continuously upgrading protection in the face of evolving cyber threats.
- **Boosting ESG credentials** by delivering on decarbonization initiatives and reducing the organization's environmental footprint.

On-premise infrastructure is impacted by rising infrastructure costs, asset-heavy balance sheets, and technical debt that can stifle change in the business. Some enterprises are already seeing benefits with private cloud, but here too overall flexibility,

scalability, and speed of innovation can be constrained. This will have a significant impact on the competitiveness of major enterprises stuck in this cycle. Yet without a cloud-first approach, Gartner says it will be impossible for organizations to fully execute on their future digital strategies.<sup>2</sup> It also argues, "The rapid pace of innovation in cloud infrastructure and platform services makes cloud the de facto platform for new digital services and existing traditional workloads alike."<sup>2</sup>

Delivering an infinitely scalable, globally standardized, low-carbon foundation at the heart of enterprise transformation, cloud offers a clear way to address this trend and deliver a compelling vision of the future. However, migration is often a technically complex, multi-year journey. And the risks of disruption to day-to-day, mission-critical operations are very real.

2. Source: <https://www.gartner.com/smarterwithgartner/gartner-predicts-the-future-of-cloud-and-edge-infrastructure>



# Achieving stability during a time of rapid change



Atos CloudCatalyst tackles the technical issues that come with cloud migrations head-on. Having already migrated thousands of customer workloads, our experience in operating cloud systems and knowledge of large-scale enterprise environments enable us to understand requirements and act quickly.

Building on these capabilities, Atos CloudCatalyst incorporates a highly industrialized migration methodology with proven best practices and solution accelerators to shift critical workloads to AWS Cloud. Large enterprises will be able to leverage the breadth and depth of the AWS portfolio of services – including analytics, compute, databases, machine learning, artificial intelligence, and storage – plus the expertise

Atos has as a Global Systems Integrator. The result is a faster time to value from the flexibility, security, resilience, innovation, and sustainability that cloud has to offer.

This is not simply a technical partnership. By bringing to bear broad capabilities from our collective ecosystem partners, we can enhance whole environments during migration and beyond. Since some applications and workloads will need to remain on-premise, we also bring everything together under a single, managed service that serves as the catalyst for radical change.

To achieve this kind of wide-scale transformation, we know that continuity in business operations is critical – especially for existing Atos ITO customers.

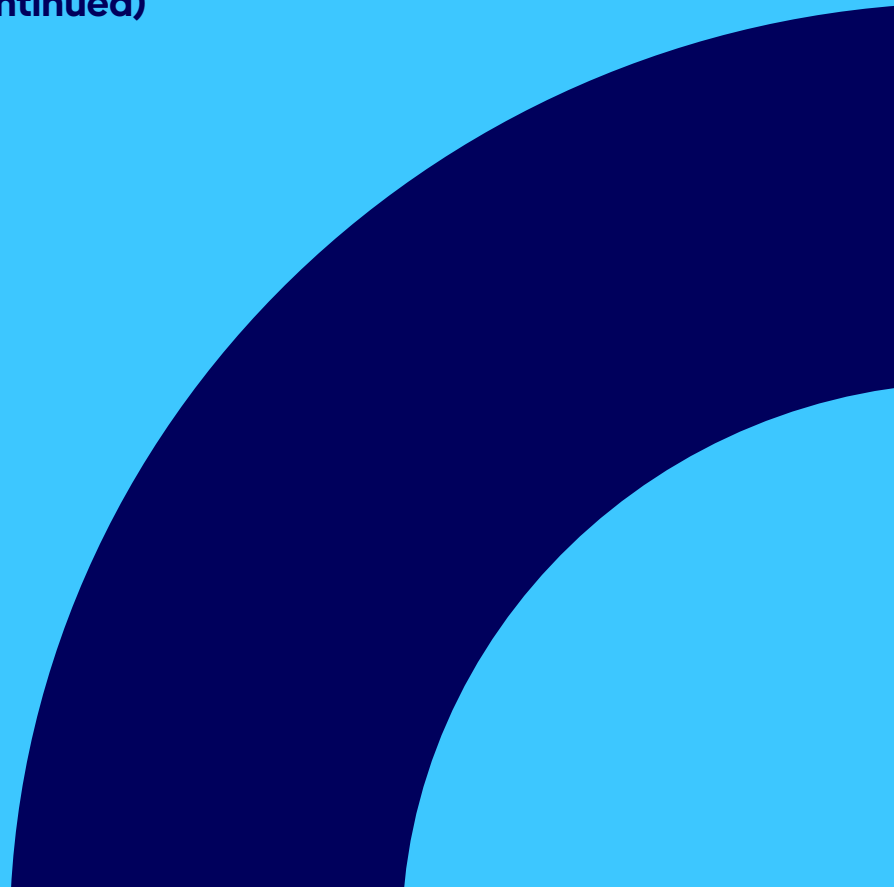
## Achieving stability during a time of rapid change (continued)

Current Atos customers may question whether a rapid migration to the cloud is possible part way through a multi-year ITO contract. The answer is an emphatic yes. With this partnership, mid-contract negotiations and penalties are history. Instead, we work with you to evolve your Atos-managed services to address any technical or financial barriers to cloud migration.


Atos and AWS bring market-leading technology, a deep understanding of legacy infrastructure and customer needs, as well as the experience needed to de-risk cloud migration and modernization. Through technical and commercial advisory services, digital engineering, cloud

expertise, and managed services, we apply standardized migration methods that reduce the burden on your teams and speed up the time to successful outcomes.

The shift away from physical data centers and the benefits of Atos CloudCatalyst are not limited to existing Atos customers. Using common approaches to people, processes, and technology, it will also address the cloud migration requirements of enterprises new to Atos. Regardless of cloud readiness, those coming to the end of a long outsourcing cycle will no doubt recognize where the dual value lies.



# What to expect from the Atos and AWS partnership



Disruption is minimized, risks are managed at every stage, while data security and governance are assured. With your mission-critical applications in the AWS Cloud, your entire enterprise will benefit from the agility of a vast portfolio of cloud-native features and advanced services – all available on demand.

Your infrastructure is standardized to bring consistency across multiple sites and geographies. Now IT is evergreen, so it continues to be more efficient, more resilient, and more secure.

By replatforming to the smallest possible footprint and by migrating from on-premise data centers to energy-efficient AWS Cloud Data Centers, you will have radically reduced your IT infrastructure carbon footprint – taking a huge step towards achieving your net-zero goals.

This is just the start. Guided by the Atos team, you can begin to leverage the rich catalog of AWS services, as well as third-party applications, to continue the task of streamlined infrastructure and continual transformation.

From this point on, IT plays a much more active and enabling role in meeting your broader strategic objectives – enhancing performance and driving innovation across your enterprise to make the kind of impact on profitability, your people, and the planet that you always set out to deliver.

**Together with AWS and Atos CloudCatalyst, you'll have achieved this in record time.**





# Ready to lead your organization into the cloud?

Learn how Atos CloudCatalyst will get you there faster

[Get started](#)

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**Atos**