Cloud Catalyst

The low-risk, high-impact path to agile cloud operations

Atos and AWS join forces to accelerate customer workload migrations to the cloud

Atos | aws

Reach up to the cloud with Atos CloudCatalyst

Discover a totally new model for IT outsourcing:

Atos and Amazon Web Services (AWS) have agreed a ground-breaking collaboration that upends the IT outsourcing market. The initiative eliminates many of the long-held concerns of IT and infrastructure managers about moving enterprise workloads into the cloud.

Find out how to transform existing IT outsourcing commitments:

Instead of allowing support contracts to run their course, they are modernized for the cloud era. By evolving your IT support to encompass cloud migration and AWS services, you can avoid lengthy contract renegotiations and potential financial penalties.

Explore how Atos and AWS are helping customers to accelerate their workload migrations to the cloud:

A three-stage approach cures common cloud migration headaches, saving you time and money, while assuring the flexible operational outcomes you want.

See why cloud migration is just the start:

Migrating workloads to the cloud opens the door to deeper digital transformation through Artificial Intelligence (AI), analytics, and other advanced technologies to create smarter, more effective ways of working across the enterprise.

The case for the cloud

Many technology and infrastructure managers face multiple issues that include growing cyber-security threats, rising infrastructure complexity, and falling data center operating budgets. In parallel, they need to plan for new capabilities created by AI, automation, and advanced analytics.

Commercial concerns add further pressure. Shifting markets and geopolitical uncertainty are forcing organizations to focus on reducing operational costs and achieving more efficient ways of working. Infrastructure managers are being asked to find new ways to cut costs, while also meeting sustainability targets.

Migrating workloads to the cloud can address all of these and other enterprise IT concerns. Many of the benefits of moving to the cloud will make themselves felt quickly, including lower operating costs, reduced carbon emissions, increased business value, and accelerated digital innovation.

70%

of European organizations see migrating more workloads to the cloud as their most important cloud initiative

Source: https://www.cloudwards.net/cloud-computing-statistics/#Sources

Cloud migration is merely the beginning

64%

of IT decision makers say that cloud adoption positively impacts enterprise revenue

Moving thousands of workloads to the cloud is a big task, yet it's widely accepted as an essential step to ensuring that organizations across the world are empowered to streamline operations, increase agility, and drive performance.

As a global leader in digital transformation, high-performance computing, and information technology infrastructure, Atos is committed to enabling customers with large-scale infrastructure outsourcing contracts to accelerate workload migrations to the cloud.

Our Global Strategic Transformation Agreement means that migrated customers can leverage the breadth and depth of AWS' service portfolio, including analytics, compute, databases, machine learning, and storage.

As a result, the IT organization can play a more compelling role in addressing enterprise strategic objectives – from supporting operating cost reductions, to embedding smarter ways of working, and enhancing customer experiences.

" Moving to the cloud is not only allowing organizations to recover but positioning them to thrive postpandemic, increasing resilience, and supporting business continuity at first, and then allowing [organizations] to do new things and offer new services. "

Deloitte cloud migration forecast

What's blocking the move to the cloud?

As we know, there's an ongoing conundrum for many infrastructure architects. Migrating to the cloud risks squandering past investments in existing data center infrastructure. On the other hand, placing workloads into the cloud eliminates much of the cost of running these data centers.

Yet, recent on-premise investments do not automatically become stranded assets post-migration.

They are vital to support a smooth migration. Some workloads are unsuitable for the cloud, resulting in a hybrid-cloud model with some legacy apps remaining on-premise, while the remainder shift to the cloud.

IT managers may fear that curtailing support contracts risks incurring hefty financial penalties from existing outsourcing providers.

What's blocking the move to the cloud? (continued)

Security concerns are often cited as another obstacle. Yet in reality, the cloud is highly secure. AWS offers a standardized environment that ensures resilience, access control, and increased security at global scale.

Transferring critical workloads into the cloud is a multi-year process that takes careful planning and precision deployment. Critical applications typically touch many business processes, resulting in an intricate tangle of dependencies that could lead to adverse and unexpected operational impacts.

For technology architects that can be a further headache given the severe difficulties in finding and retaining staff with the right IT and cloud skillsets.

Effective strategies must be put in place to ensure security, regulatory compliance, data governance, and sovereignty. This can be an issue for enterprises depending on their level of cloud maturity and availability of skilled resources.

94%
of businesses report significant online security improvements after adopting the cloud

Source: https://www.zippia.com/advice/cloud-adoption-statistics/

50%
of organizations in 2022 cited lack of qualified staff as the biggest barrier to faster cloud adoption, up from 39% in 2021

Source: https://www.statista.com/statistics/1172299/biggest-barriers-holding-back-cloud-adoption/

Atos CloudCatalyst knocks down the barriers

At Atos, we have listened to the market and understand that many infrastructure managers perceive a lack of innovation in IT outsourcing. They dislike being forced to renegotiate burdensome multi-year support contracts to enable cost savings, agility, and innovation through the cloud.

We agree, which is why we have totally re-thought the conventional IT outsourcing approach to eliminate the barriers to cloud adoption, drive digital transformation, and accelerate our customers' move to Net Zero sustainability.

A landmark partnership

Atos and AWS have committed to a long-term, one-of-a-kind collaboration to turn the IT outsourcing model on its head. Mid-contract negotiations and penalties are history. Instead, we work with our customers to evolve their existing managed services contracts to remove the technical and financial blocks on cloud migration.

Out of this new partnership comes Atos CloudCatalyst, which provides the technical and commercial advisory services, digital engineering, cloud expertise, and managed services resources needed to migrate from current on-premise data center services to hybrid-cloud models.

Regardless of their cloud readiness or existing contract commitments, technology managers can accelerate the migration of business-critical workloads to a single hybrid-cloud management model across existing infrastructure and AWS managed cloud.

Atos CloudCatalyst knocks down the barriers (continued)

Minimal risk, low cost, seamless support

We apply standardized migration methods, solution accelerators, and a proven lift-and-optimize approach to re-platforming, with minimal modifications to the application. This relieves IT personnel of much of the time-consuming work needed with conventional migration projects. Decision-making, process mapping, and security implementation are all handled by Atos and AWS, with approval by the customer.

Evolved contracts may include financial incentives as well as embracing AWS Cloud services to maximize value. They also ensure you retain your relationship with Atos. You end up working with the same team of Atos technology experts who have detailed knowledge of your existing operations.

Once workloads are moved out of the data center, we also address any concerns about stranded assets including software, hardware, and virtual, for example IPv4 addresses. Working with the AWS DC Divest Program, Atos evaluates your on-premise portfolio and offers options for buildings, contracts, and devices to help further reduce migration costs.

And of course, as your migration journey progresses, you quickly start to reap the benefits of using an evergreen platform and you gain access to thousands of AWS services, including analytics, compute, databases, machine learning ,and storage to drive your IT transformation strategy.

80%

of companies report operational improvements after adopting the cloud

Source: https://www.zippia.com/advice/cloud-adoption-statistics/

What makes Atos CloudCatalyst so transformational?

In November 2022, Atos and AWS announced a pioneering partnership that transforms the IT outsourcing industry. Atos is one of AWS's fastest growing Global Systems Integrator (GSI) partners and is going further than any other provider to break industry norms by proactively evolving contracts instead of waiting for them to expire.

We are committed to reducing DCs, but there is a future world where hybrid cloud will remain for the foreseeable.

" Our industry has been reluctant to fully adopt the innovation of cloud. We will change the paradigm of the traditional managed services market. We are taking a jump. Going a step further than our competitors and transforming ourselves as well as bringing cloud transformation to our clients. **"**

Nourdine Bihmane, Atos CEO

How does it all work?

Atos and AWS deliver solutions through an integrated process, including technology enablement and secure, reliable migration to cloud. The process encompasses legacy modernization; application assessment, rationalization and simplification; cloud optimization; and transformation.

Atos and AWS have developed a three-phase program that delivers migration with minimum risk and maximum convenience.

Assess phase

As your outsourcing partner, Atos already has deep knowledge of your existing infrastructure, how it is set up, how it runs and all its complexities. That gives us a head start, enabling us to quickly identify the workloads and applications that can be moved to the AWS Cloud. Nearly all modern apps can be moved, with only the oldest apps written in archaic languages or residing on legacy mainframe technology being unsuitable for cloud migration.

We then use proven Atos and AWS tools to create a new cloud-based architecture and show you in detail how that would look and run. The assessment phase gives a high-level view of the costs and benefits of the future service. This phase typically takes only around four weeks and is offered to existing Atos customers at no cost, and without commitment.

How does it all work? (continued)

Mobilization phase

If the high-level view from the Assess phase is positive, we then move onto the mobilize phase to establish a detailed business case and develop and test Landing Zones.

Using Atos tools and our long experience of infrastructure management, we work with AWS professional services to design and agree these Landing Zones, which provides the AWS configuration for the migration. We take account of all your migratable apps' needs, from storage and access requirements, to security, external connection, and other technical requirements. We combine all this data with our infrastructure insight to design the new architecture for the highest efficiency of cloud operations. At this point, everything is set up and proven to be ready to go for the safest possible migration of workloads.

Again, this phase runs at no cost to you, and provides all the detail and set up necessary to make the decision to undertake the migration.

Migration phase

Once timelines are agreed and the migration plan is finalized, we use advanced tools to extract apps from the existing on-premise environment and import them into the AWS architecture.

Crucially at this stage, we work closely with all your app owners, whether in-house teams or third parties, to ensure their apps function properly and to demonstrate the benefits they gain from moving them to the AWS Cloud.

Typically, clusters of apps are moved together, with the largest and most important operational support systems being moved first. This approach ensures that tightly coupled apps are moved into the cloud at the same time to avoid data traversing different environments – it's the safest and lowest cost way to achieve migration. Moving and proving a large critical app that impacts all an enterprise's business units can take up to 18 months to complete.

Atos and AWS – a powerful combination of capabilities

ATOS – world leader and stable, capable partner

- Delivers managed infrastructure services to all industries in more than 71 countries.

- Established safe pair of hands, leveraging proven methodologies and an extensive vendor and associates network to deliver tailored solutions.

- Deep knowledge of customer environments and ever-expanding AWS specialisms.

AWS – innovator and world's leading hyperscaler

- The world's most widely adopted cloud platform.

- In Q3 2022, AWS had a 34% market share in the cloud infrastructure service market, a full 13 percentage points ahead of its closest rival.

  Source: https://www.insidermonkey.com/blog/5-biggest-cloud-providers-by-market-share-in-the-world-1109742/5/

- Provides more services, and more features within those services, than any other cloud provider.

- Supports a vast ecosystem of partners to add business value.

How Atos CloudCatalyst benefits your enterprise

Evolving existing managed support contracts to encompass the migration and running of critical workloads to AWS Cloud infrastructure creates a host of benefits across the entire enterprise.

Break free from legacy infrastructure and operations

Conventional IT outsourcing approaches no longer meet the needs of today's enterprises. Moving workloads into the cloud and then developing cloud-native apps unleashes innovation driven by AI and advanced automation in a way that legacy processes and data center models cannot match.

Support stability throughout the migration process

Through an evolved contract, enhanced to include AWS Cloud Data Centers, most customers will mitigate fees for breaking existing on-premise contracts, helping to derisk migration and future run. Organizations will also be assured of support stability through the continuity of working with the same Atos team who know your infrastructure and technology landscape.

Reduce cost and complexity

While Atos CloudCatalyst can mitigate the expenditure of moving to the cloud through incentives and cost-effective migration processes, the longer-term cost reductions will quickly ramp up.

You pay only for the cloud resources that you actually use. You can also scale up or down in minutes to meet changing demand, avoiding sitting on expensive idle resources or being urgently left to deal with limited capacity.

With hundreds of thousands of users, AWS can achieve greater economies of scale, which translates into lower pay as-you-go prices. Further gains are then possible through the application of AI and automation in a cloud-native environment.

How Atos CloudCatalyst benefits your enterprise (continued)

Boost productivity

In a cloud computing environment, new IT resources are only a click away, which means you reduce the time to make those resources available to your developers from weeks to just minutes. This results in a dramatic increase in agility for the organization because the cost and time it takes to experiment and develop is significantly lower.

Move to Net Zero

You can achieve major reductions in your IT carbon emissions by replacing energy-hungry data centers fed by national power distribution networks with AWS Cloud infrastructure using off-grid power from sustainable sources, including solar and wind.

On-premise enterprise data centers cannot match the extreme server optimization or energy efficiency of the AWS Cloud. Moving from on-premise to AWS cloud has been shown to reduce a workload's carbon footprint by nearly 80%.

Furthermore, with AWS committing itself to 100% renewable energy by 2025, that figure could improve to as high as 96%.

Source: https://sustainability.aboutamazon.com/environment/carbon-footprint

Attract talent more easily

Modernizing your IT infrastructure will give you an edge in recruiting IT skilled staff who will be more enthused to work with the latest cloud-native technology than older data center systems. They will see greater opportunities to innovate and expand their experience.

Running low carbon cloud IT operations signals that the enterprise is committed to a better world and takes its responsibilities towards tackling climate change seriously.

> " AWS infrastructure is five times more energy efficient than the average European enterprise data center. "

Source: https://sustainability.aboutamazon.com/environment/carbon-footprint

71%

of Generation Z workers would refuse to work for a company they felt was not doing enough to deal with climate change

Source: https://www.afr.com/work-and-careers/careers/gen-z-workers-willing-to-reject-jobs-based-on-climate-change-values-20211110-p597pu

Discover how we are leading the way to successful cloud migrations

Together with AWS, Atos CloudCatalyst offers enterprise technology managers the simplest route to migrating workloads onto cloud. Our proven, industrialized approach to migration ensures your organization can reap the full benefits of hybrid-cloud operations without complexity and limitations of conventional approaches.

Explore the fast-track to cloud-enabled transformation.

To find out more, contact your Atos account manager.

Atos