
Digital Agenda

IT Forecast 2020

Danube Region Business Forum
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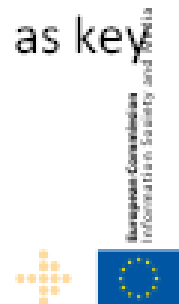
Agenda

- ▶ **The EU context**
- ▶ The Government context
- ▶ Atos vision for Government
- ▶ Atos in action

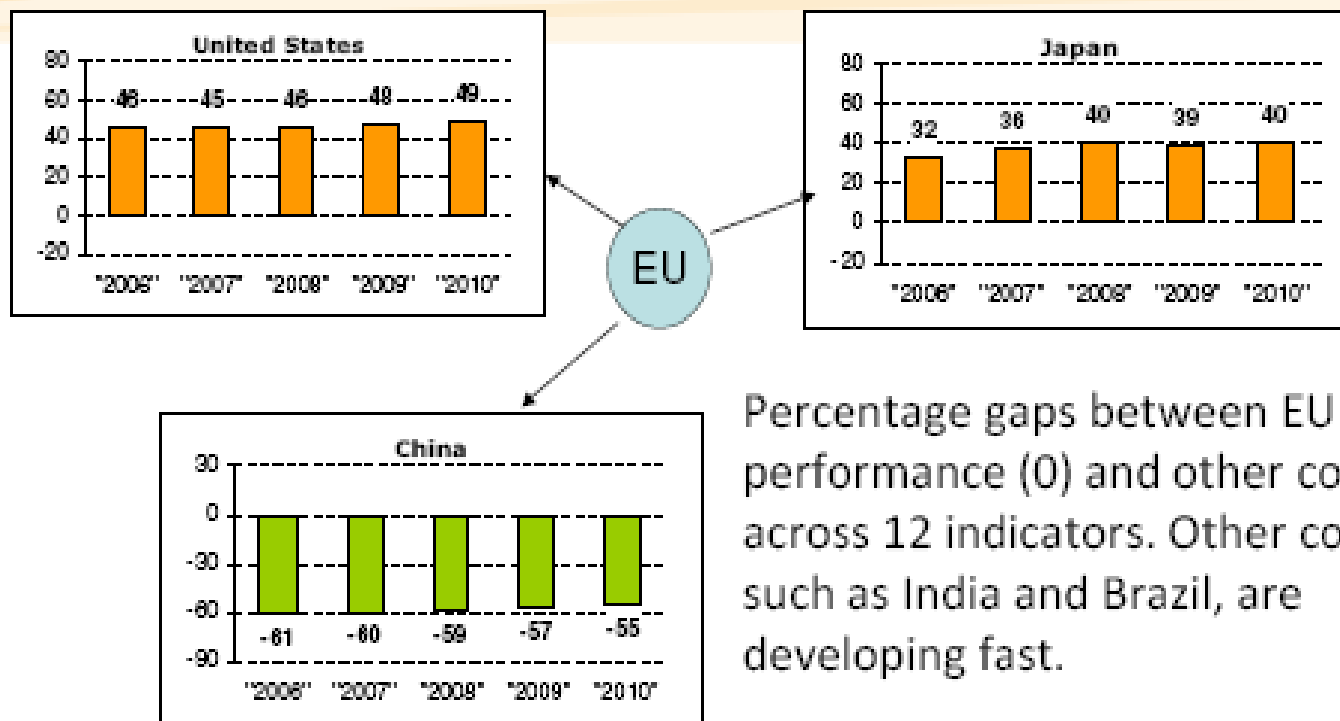


The context: Europe 2020 strategy

- Objectives of **smart, sustainable and inclusive growth**
- Headline targets, including **3% of GDP** invested in R&D
- Includes the **Innovation Union Flagship initiative**
 - A strategic and integrated approach to research and innovation
 - Putting in place the key conditions to make Europe attractive for research and innovation
 - Focus on major challenges and aiming at competitiveness and jobs
- Endorsed by February European Council (Heads of State) as key to future growth and jobs



Innovation gap with US and Japan, emerging countries catching up



Percentage gaps between EU performance (0) and other countries across 12 indicators. Other countries, such as India and Brazil, are developing fast.

Source: 2010 Innovation Union Scoreboard

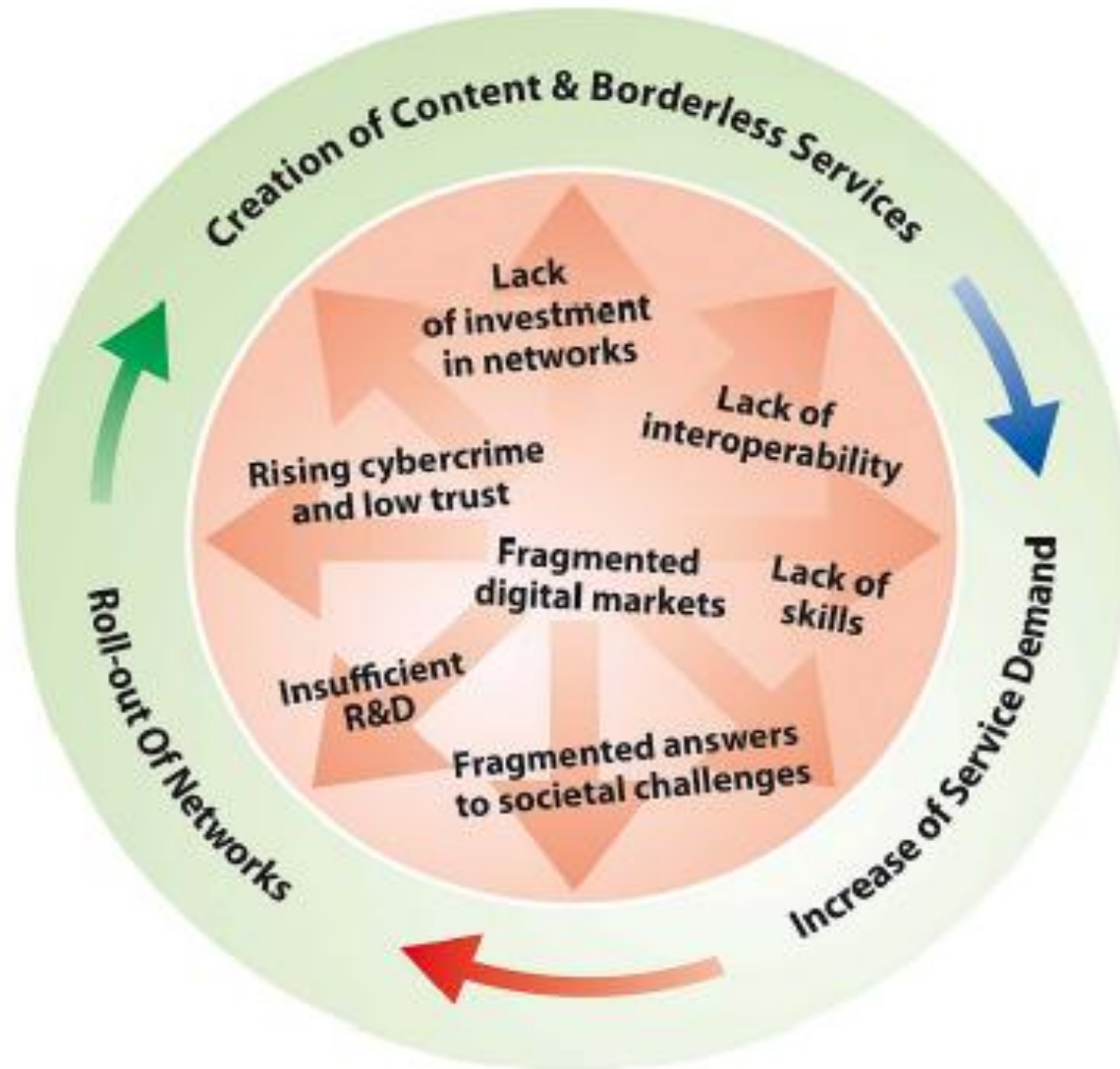




“Every European Digital”

N. Kroes

[N. Kroes' message on Digital Agenda for Europe](#)



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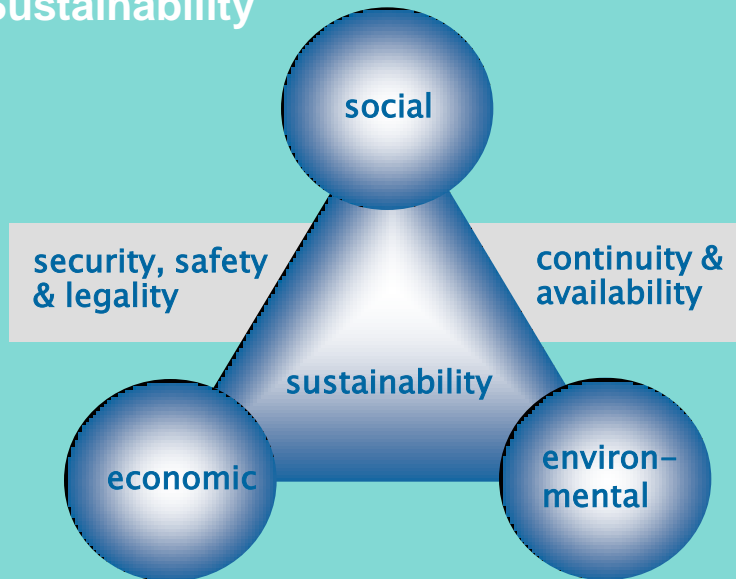
Global megatrends shaping our future

Megatrends

- ▶ **Demographic Change**
 - Growth and aging, Migration and integration and Population change
- ▶ **Urbanization**
 - Mobility, Security and Supplies of life's basic requirements
- ▶ **Climate Change**
 - Shortage of natural resources, Environmental protection and Energy efficient solutions
- ▶ **Globalization**
 - Fair competition, Open markets and Cooperation

▶ **50% of the world's population live in cities, using 75% of the energy generated globally.**

Sustainability



- ▶ **Holistic planning and governance:** Prerequisite for **sustainable** development
- ▶ **Balance** between three pre-eminent targets economic competitiveness, environment and quality of life are greatest challenge

A turning point for the public sector

- ▶ Megatrends are changing the world we live in
 - Changes are speeding up because of social and economic pressure
- ▶ Challenges are mounting...
 - Aging populations
 - More people are living in cities
 - Environmental challenges
 - Existing services under growing pressure
- ▶ But there are opportunities
 - More people prepared to use a “self-service” approach
 - Growing potential for shared administration and low-cost Cloud delivery
 - Availability of niche players ready to customize and add value to existing services
- ▶ Change is possible
 - Atos is leading the drive for a new approach

Automatic processing of traffic offenses is handled through Atos in a number of EU countries. In Spain alone this leads up to 5000 fines a day which in effect leads to 6% less accidents caused by speeding

A possible future

Let's imagine how it could be...

- ▶ What if we could find a way to:
 - Give citizens access to services where, when and how they want
 - Enable a whole range of partners to adapt solutions and target them better
 - Share resources between many different bodies, making budgets go further
 - Break down barriers between countries, so people can work and study more freely
 - Make it easier for companies, people and government bodies to collaborate openly and creatively
 - Give every user complete peace of mind about their personal information
 - Not just do more for less, but do better for less!

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outperform in government

solving central and local challenges



A fresh approach for the public sector

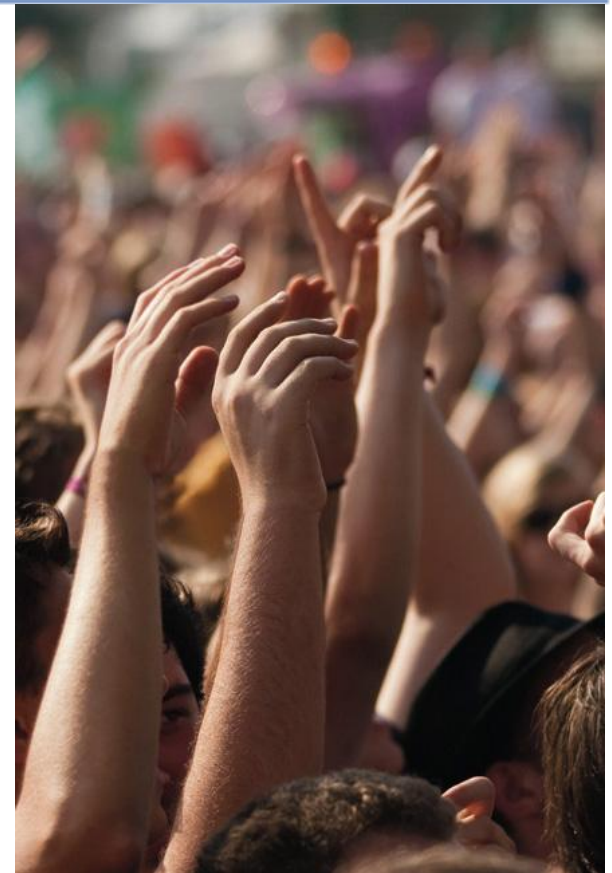
- ▶ Atos is committed to the public sector
 - With 11,000 business technologists focused on delivering public sector projects and solutions
 - With over 22% of total revenues coming from work for central, regional and local governments
 - With 40 years' experience of designing and delivering public sector projects
 - One of the world's most important research centers, dedicated to the public sector
 - And major programs in place across Europe and in the Americas

Our Biographical Data solution transforms classic business intelligence to outcome oriented controlling, for public employment services. This leads to more effective and cost efficient business strategies.

Drivers for change

- ▶ Atos is in a great position to deliver change for the better
 - Identifying best practice from other sectors or countries for adaptation and reuse
 - Driving a shared service approach for support services
 - Improving process efficiency
 - Enabling interoperability
 - Cutting unnecessary costs, enabling reinvestment in new programs
 - Testing innovative new concepts

Our Sustainability programs support a fast growing number of government bodies to reduce their carbon-footprint. A multidisciplinary approach leads to process improvement, IT optimization, new ways of working using less office space and reducing travel



Priorities and focus



- ▶ Atos works closely with the bodies shaping the future of public services
 - Trusted partner to the European Commission
 - Chosen for sensitive programs by central government departments
 - Deep understanding of regional and local government
- ▶ Public sector programs can be centrally designed, locally delivered and internationally compliant: Atos understands this complex landscape from the inside

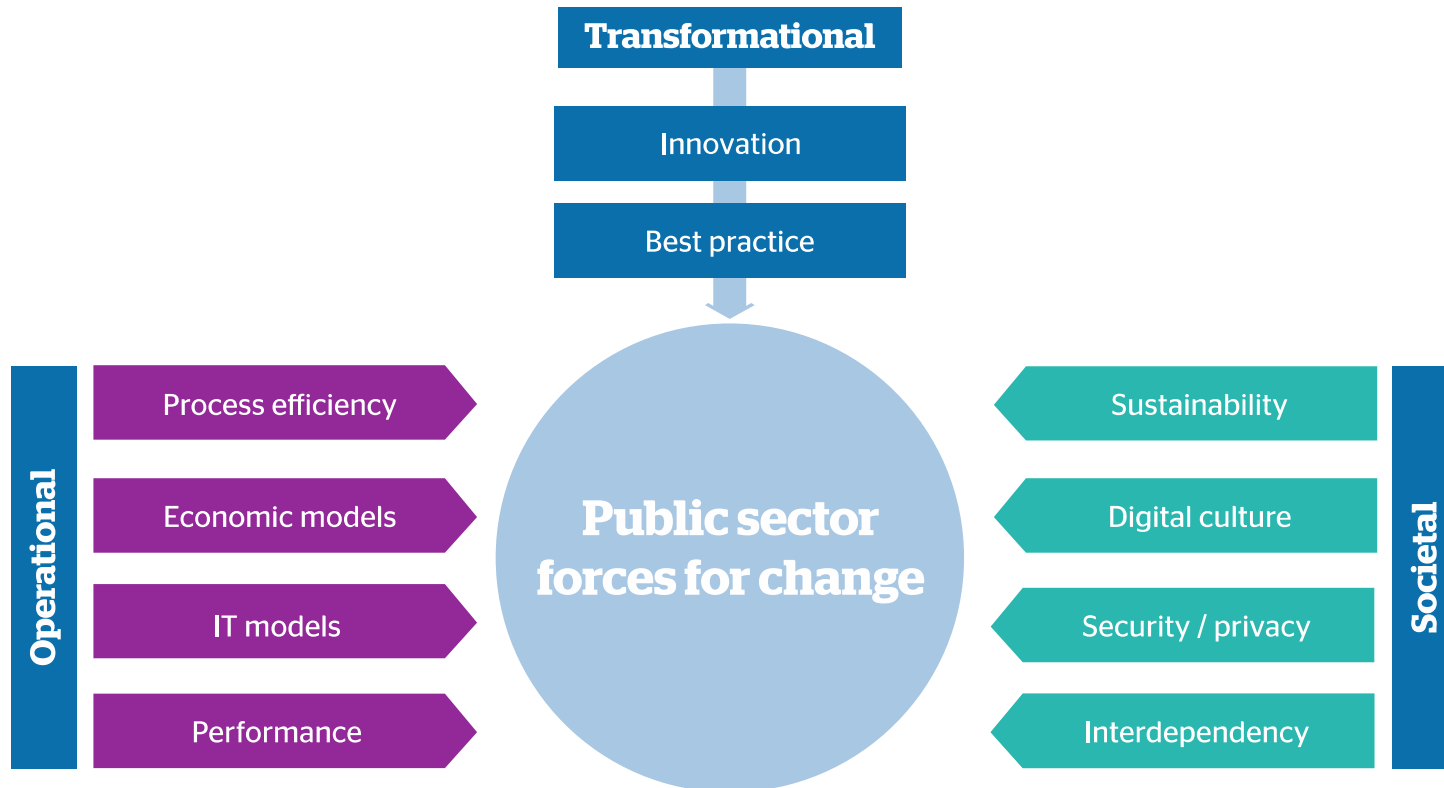
Balancing continuity and change



- ▶ Atos brings depth of experience in both “generic” IT and business functions *and* capabilities specific to central and local government.
 - Smart Mobility
 - Identity, Security and Risk Management
 - Next Generation Administration
 - Cloud
 - Sustainability
 - ECM and Media Management
- ▶ Government bodies are under pressure to maintain continuity of service while pursuing a transformational agenda

Atos can help you strike the right balance

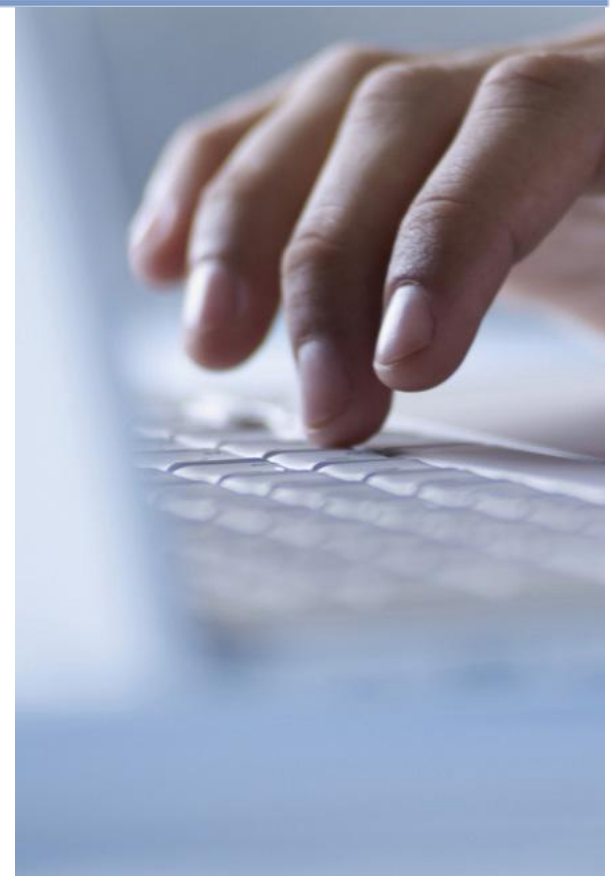
A comprehensive public sector vision



What's so special about the Atos approach?

Atos is a unique services technology

- ▶ Not a monoculture but truly at home all round the world
 - With key markets in France, Germany, the UK, Netherlands, The Americas, India and most other European countries
- ▶ A true innovator
 - With leading public sector research centers in Spain, Germany and Singapore
- ▶ A European partner
 - Trusted to lead the most critical and sensitive projects for the European Commission and NATO
- ▶ Business technologists
 - Subject experts with powerful technology expertise
 - Education comes first, and technology is the enabler



What's so special about Atos capabilities?

- ▶ Acknowledged security leader
 - Expert in biometrics on a huge scale
 - Leading ID management player, proven in projects for governments across the world
- ▶ Leader in industrial-strength transactions
 - Through High Tech Transactional Services (HTTS), which manages everything from millions of credit card transactions per day to exam management
- ▶ Content management innovator
 - Creator of industry-leading digital libraries, with special applications for learning
- ▶ The Olympics company
 - Managing all systems for our sixth Olympics in a row

Our one-stop-government solutions have been implemented around the world in more than 100 cities servicing tens of millions citizens. From Mumbai to Enschede.



Better government outcomes with Atos

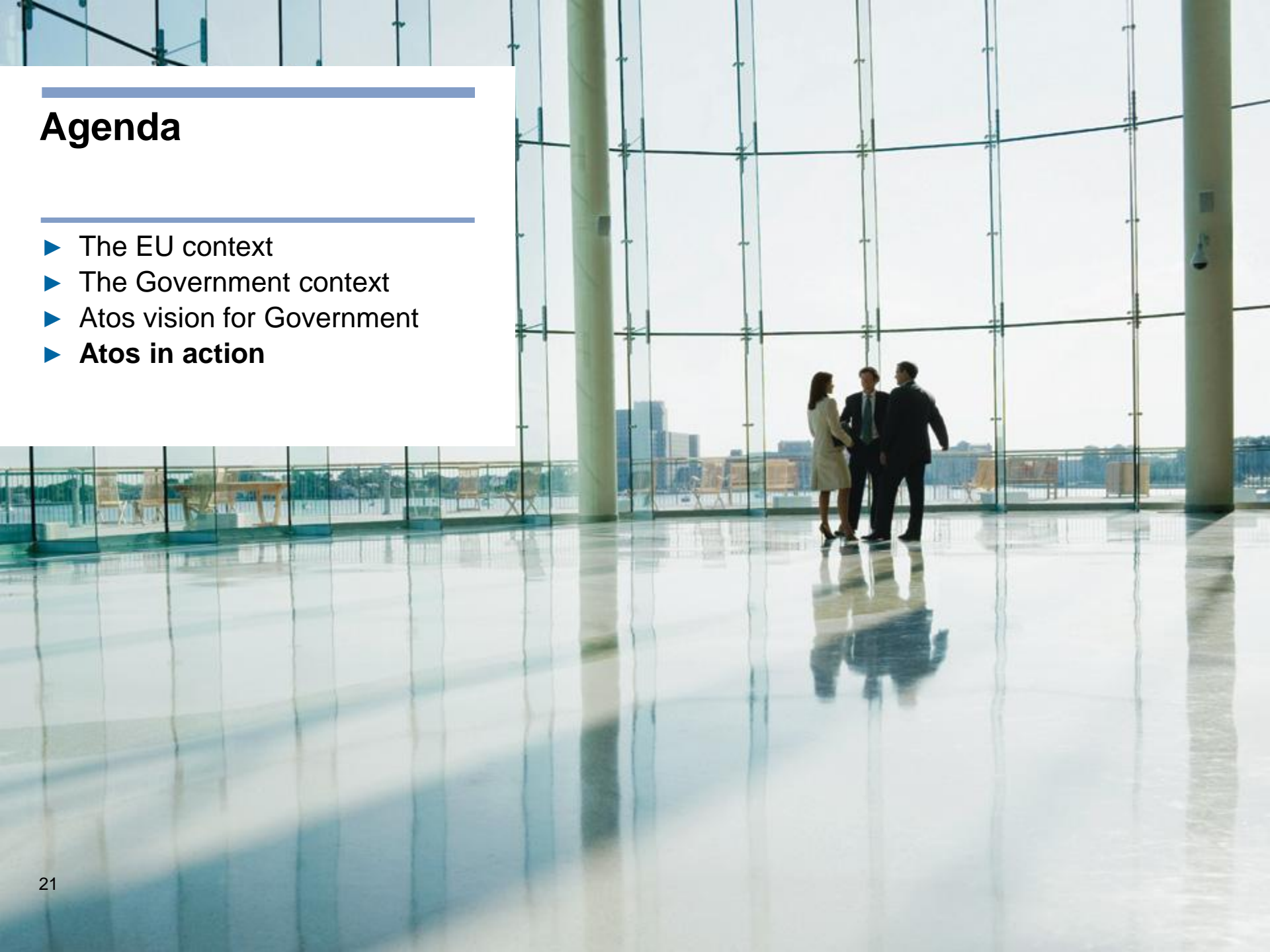


- ▶ The Public Sector is deeply embedded in Atos business thinking and culture:
 - Trusted expert to government bodies
 - Engage at a strategic level:
 - Shaping the future of IT management
 - New and innovative business models
 - Deep industry expertise
- ▶ International and multi-sector best practice:
 - Expertise in consumer technology
 - Leadership in collaborative systems
 - Research and market development with Siemens AG, focusing on Infrastructure and Cities

Vosa's 'thin client transformation' saved them 40% of their operational expense

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Innovative Power



Always On – Mobile IT Solutions and Services

Innovation for
All Industries



Innovation highlights / Solution description

- In today's business environment, a higher accessibility of people and resources is being demanded regardless of where they are and which device or platform they are using to perform their tasks. This increases efficiency and business success.
- Using our mobile solutions and services, we provide a secure and cost effective work environment for mobile workers and machines.

Customer value

- Cost Reductions
 - Keep process costs low by avoiding unnecessary process steps
 - Optimize inventory and detect redundant or overstocked assets
 - Future-proof mobile system architecture
- Increased Effectiveness
 - Ensure timely execution of tasks and higher quality of data
 - Align processes to business requirements to maximize workforce potential
 - Create new and more efficient processes by empowering mobile users
- Process quality as bottom-line.

Competitive position of Atos / USP

- We can deliver solutions for all the main mobile technologies with complete CDBO-offering including custom development; process expertise.
- Cost savings of up to 30% can be reached by providing access to information and business applications required to make immediate business decisions, by avoiding unnecessary process steps, and by ensuring timely and correct execution of tasks.



► End-to-end mobile solutions, built on the industry expertise and experience of Atos and leading technology Suppliers ...

► ... from consulting over implementation and integration right through to operations.

New safety and traffic efficiency services with the Car2x Communication Solutions

Innovation for
Industry



Innovation highlights / Solution description

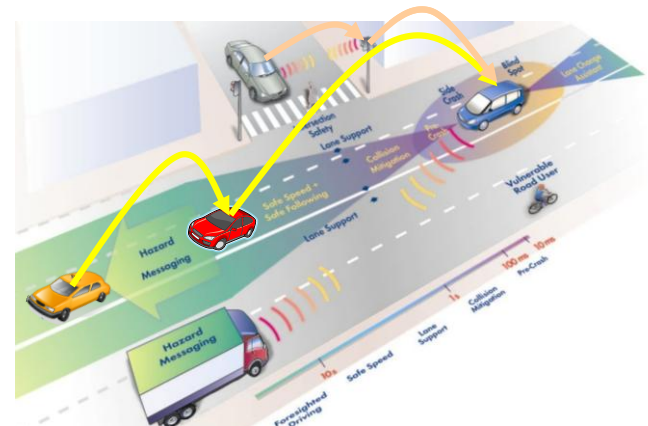
- The Atos Car2X Communication Solution enables new safety and traffic efficiency services based on Car-to-Car and Car-to-Infrastructure Communication e.g. Cooperative Forward Collision Warning, Pre-Crash Warning, Traffic Signal Violation Warning, Green Light Optimal Speed Advisory

Customer value

- Atos Car2X Communication Solution includes the current versions of the relevant standards and enables customer to efficiently realize prototypes and pilot project
- Hardware independent solution enables individual serial development based on existing (HW) components

Competitive position of Atos / USP

- Atos is the only provider offering competences and solutions for the vehicles as well as for the infrastructure site
- The hardware independent Car2x Solution of Atos can be integrated into other components of the vehicle or into existing traffic infrastructure



Source: Car2Car Communication Consortium

eCar specific Solutions (eCar)

Innovation for
Energy



Innovation highlights / Solution description

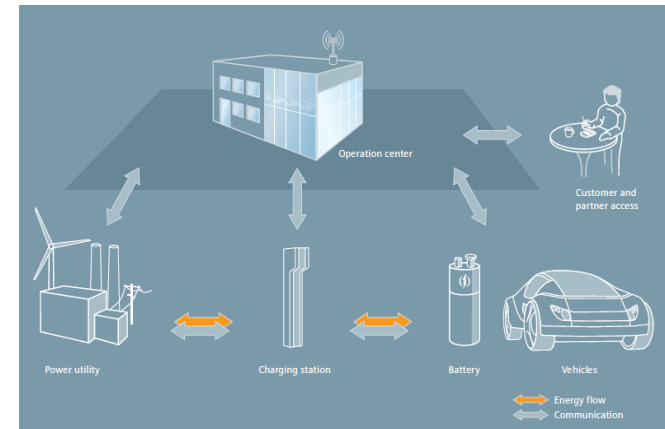
- The eCar specific portfolio builds on proven vertical and cross industry portfolio elements comprising a set of solutions addressing the needs of eCar charging infrastructure operators and eMobility service providers.
- They address the electric driving in a holistic and integrated approach joining utilities, car makers and service providers
- Within the Smart Grid space the eCar specific solutions facilitates the bidirectional capabilities of car batteries from a technical and customer management perspective

Customer value

- Holistic approach enabling a sustainable infrastructure
- Optimal Business integration
- One stop shop at Atos together with Sectors Energy and Industry

Competitive position of Atos / USP

- Unique combination of technical expertise and business knowledge from a market leader in energy
- Customer Value driven approach to ensure success
- Small to large scale solutions, depending on customer situation



Electronic ID documents - a quantum leap in public security



Innovation highlights / Solution description

- Create an ICAO* compliant system platform for electronic ID documents (i.e. ID cards, residence cards, electronic driver's licenses), starting with ePassports (electronic ID with biometrical data face and fingerprints)
- Manage efficiently the various eID documents' lifecycles in countries and in embassies worldwide
- Enable advanced, highly secure eGovernment and eBusiness solutions

Customer value

- Easy-to-use capture and verification stations for stand-alone operation, citizen interaction in offices, service halls, embassies as well as support border and police controls, stationary and mobile.
- Fast and convenient border exit / entry with state-of-the-art eGate and mobile screening solutions
- Secure management of the authority's core process data capturing incl. faces, fingerprints, signatures

Competitive position of Atos / USP

- Take over the responsibility for the project in total: Public Private Partnerships, Business Process Outsourcing
- Modular future-proof architecture of the system platform allows seamless extensions and adaptations for stationary and mobile installations and services
- Leverage Atos-developed topnotch biometrics



Managed Authentication Service

Innovation for
Financial
Services



Innovation highlights / Solution description

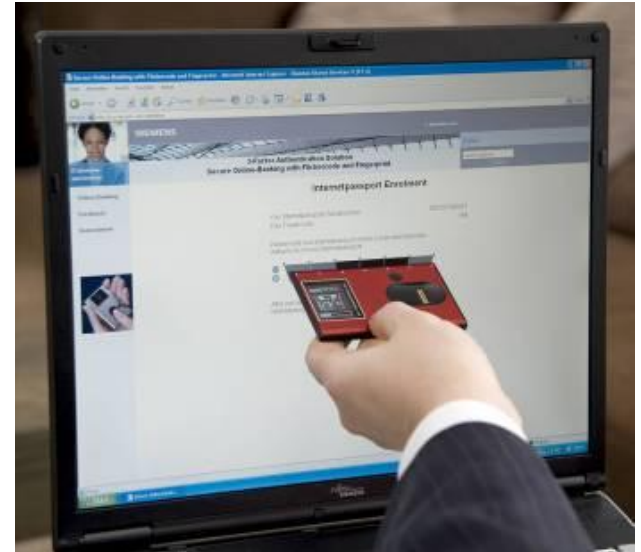
- Secure authentication and transaction signing for consumers using biometric authentication with standard pc or notebooks
- The user is distinctly identified for all online services and a connection that cannot be manipulated is established between the service provider (such as a bank) and the user.
- Strong encrypted data will be transferred by a flicker code at PC's screen

Customer value

- Used where fast, secure access to confidential information is required, or where online transactions must be secured
- Can be used on any computer with Internet access
- Highest level of security (3 factor authentication) and convenience for consumer and banks

Competitive position of Atos / USP

- Implementation and operation from single source by Atos
- Integrated part of "ID Center" and "DirX" as bio token
- Highest level of security for online banking



Forecasting & Diagnosis with Neural Networks: Quality Improvement and Scrap Reduction

Innovation for
Industry



Innovation highlights / Solution description

- Use a neural network to determine which variations and combinations of raw materials and process parameters lead to scrap reduction and quality improvement in production
- The system learns over time which combinations of parameters should be avoided in the production process
- Detect hidden parameters → successful predictions

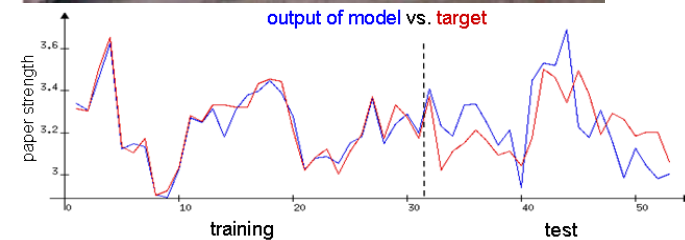
Customer value

- Continuous improvement of the production output quality
- Lower costs through scrap reduction
- Improvement of production process efficiency

Competitive position of Atos / USP

- 22 years of expertise in the theory and application of neural networks. 23 patents covering neural network technology
- Leading development platform SENN (Software Environment for Neural Networks). Licenses, consulting, service business
- Successful projects with nearly all business units in Atos and external customers. Focus area: processing industry

Example: Forecast of Paper Strength with Advanced Neural Networks



Trusted Cloud

Innovation for
All Industries

– enable innovation and growth through technology on demand



Innovation highlights / Solution description

- Cloud computing provides IT resources “on demand” as a “pay per use” service – significantly reduces IT costs, the burden of capital investments, and maintenance.
- Cloud computing solutions can be easily integrated into existing customer IT landscapes.

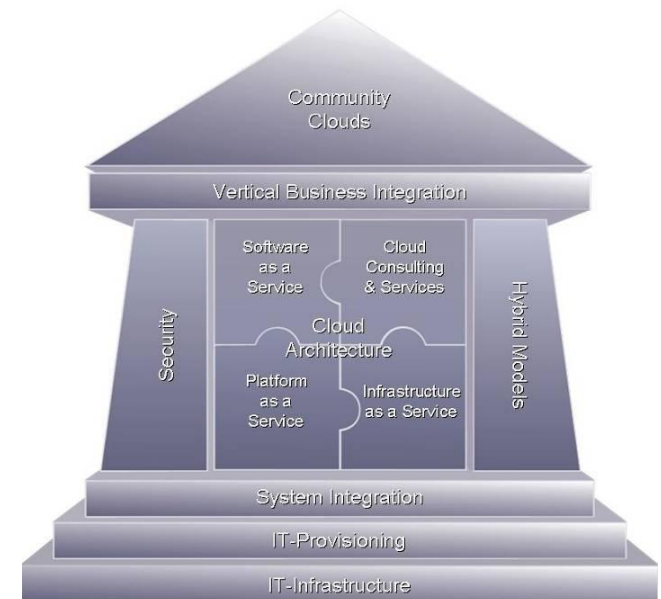
Customer value

- As linear business processes evolve into dynamic networks, cloud computing can deliver unique flexibility and scalability to the business – if the cloud is designed, implemented and managed as an integrated and secure extension of the IT base.

Competitive position of Atos / USP

- Our approach combines our IT heritage, security framework and industry knowledge into a realistic, strategic approach for enterprise-ready Cloud Computing.
- Trusted Cloud is a fully thought-through set of answers from finding your way to the cloud and integrating it with legacy to running it effectively over time and accessing the unique innovative potential of Community Clouds built on specific sector needs.

Trusted Cloud – a comprehensive approach



Thanks

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