# Cloud Catalyst

**Atos | aws**

# Why your outsourcing contract could be a new source of value

## Despite the clear potential to fundamentally transform every area of the enterprise,

rapid and large-scale public cloud migration can seem out of reach for some. Especially if your enterprise is one with global infrastructures and cyclical IT Outsourcing (ITO) arrangements.

### Two forces combine

Atos and AWS are transforming infrastructure outsourcing and accelerating public cloud migration for large, complex enterprises that want the benefits of public cloud adoption but need support to break down the barriers.

> "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."
>
> Gartner

# Barriers to public cloud for large enterprises

- ✓ Contractual limitations with no scope for changes
- ✓ Commercial terms with costly break clauses
- ✓ Few incentives to tackle up-front costs
- ✓ Little business knowledge from the cloud partner
- ✓ Lack of a hybrid option for tricky workloads
- ✓ No post-migration support to maintain success

## The biggest barrier of all:
## Migration

For enterprises that rely on third-party support to maintain IT operations, public cloud migration is a technically complex, multi-year journey. And the risks of disruption to day-to-day, mission-critical operations are very real.

# Atos and AWS: turning the ITO model on its head

Our Global Strategic Transformation Agreement enables Atos customers with large-scale infrastructure outsourcing contracts to accelerate workload migration to the cloud:

- Mid-contract negotiations and penalties are history
- Technical or financial barriers to public cloud migration are broken down
- Contractual issues and commercial blockers to change are removed
- Migration and management costs are minimized by exclusive incentives
- Stranded assets are managed with extensive support

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 public cloud migration requirements of enterprises new to Atos.

## '000s
of additional AWS certifications for Atos employees

## 30-40%
improvement in total cost of ownership (TCO)

# What can you expect?

**Disruption minimised**
Quick and smooth cloud adoption

**Risks managed**
Business-oriented migration support

**Security assured**
Protection for corporate data

**TCO improved**
Greater operational efficiency

**Decarbonization enhanced**
Major contribution to Net Zero

**Innovation boosted**
Step-change in business agility

# Discover more on how to move your infrastructure to the cloud:

- Download our Executive Briefing
- Visit us online atoscloudcatalyst.com
- Contact your Atos account manager