AtoS capabilities in Slovenia

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Agenda

addIT (AtoS) introduction

- AtoS group and Slovenian subsidiary company facts

Chemical company in a box

- Tailored SAP solution for chemical companies

SAP Mobility

- General offering from Mobility portfolio
- Customer example with Mr. Pillmayer (KELAG)

Chemical Company in a box

Projects and References in the Chemical Industry

- **Experiences from more than 15 years of projects in the Chemical Industry**

- **ATOS is one of a few partners of SAP for SAP Best-Practices for Chemicals**

ATOS ChemsPack
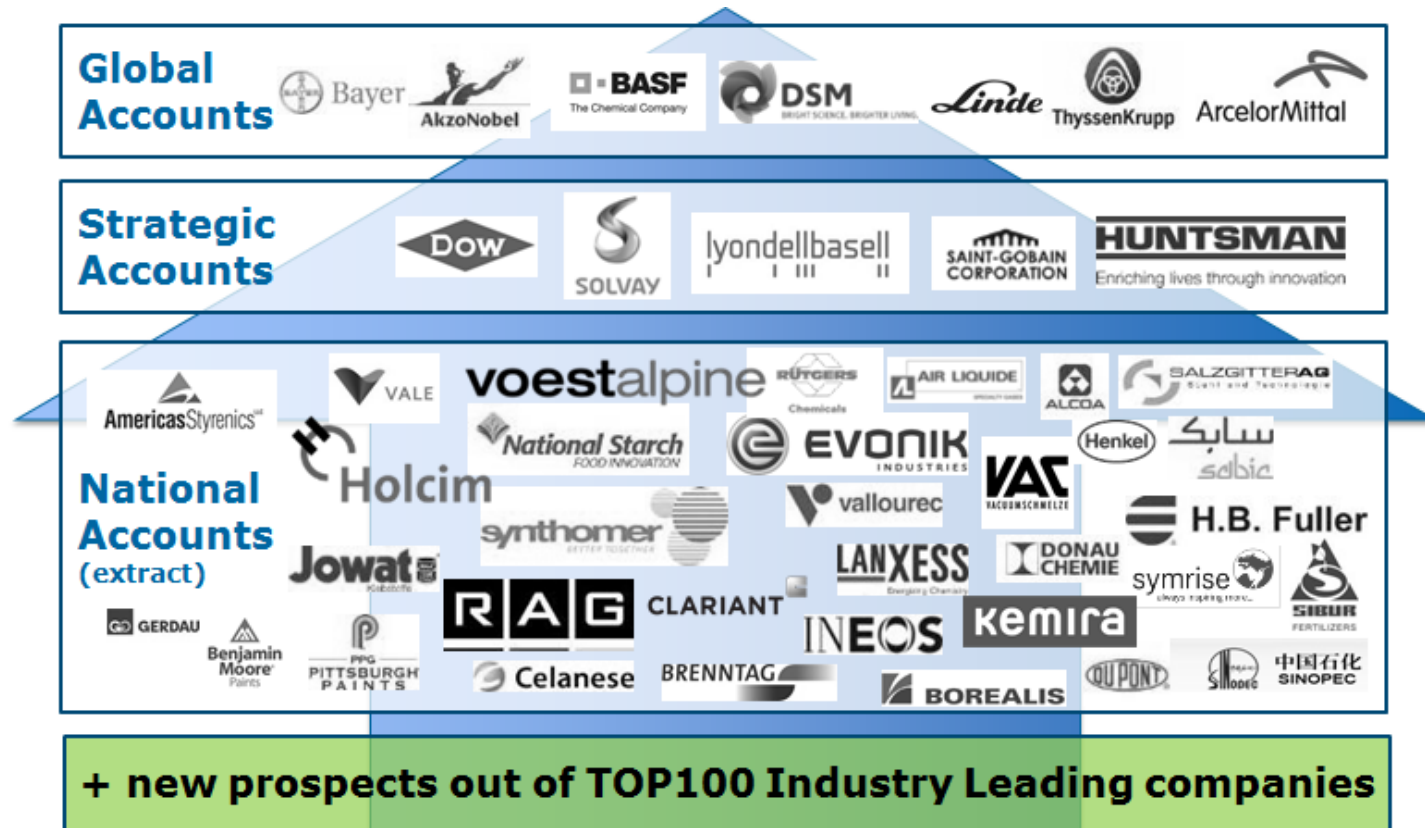
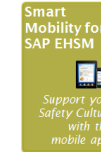**Best Practices & Rapid Deployment Solutions**

ATOS Mobility Solutions

ATOS Manufacturing Integration

ATOS Sustainability

ATOS add-On's for Chemicals

SAP Best-Practices for Chemicals

SAP ERP based on HANA

Smart Mobility for SAP EHSM
Support your Safety Culture with this mobile app.

SAP iEHS Mobile
Dangerous Goods

Plant Supervisor
Plant KPI Dashboard

Quality Manager
Issue Resolution KPIs

Product Compliance Pack
Fixed price, scaled to business needs.

Label Print Cockpit
Comply with GHS requirements.

Atos
Worldwide IT Partner

Chemical Company in a Box
Content & Benefits

The 'Chemical Company in a Box' package is offered by qualified SAP partners with a strong domain expertise.

SAP ERP has very broad functionality built for the industry and is fully scalable to meet future needs

Industry-specific: built on the SAP chemical industry template, which has been successfully used in hundreds of projects

Package is designed for small and mid-size companies
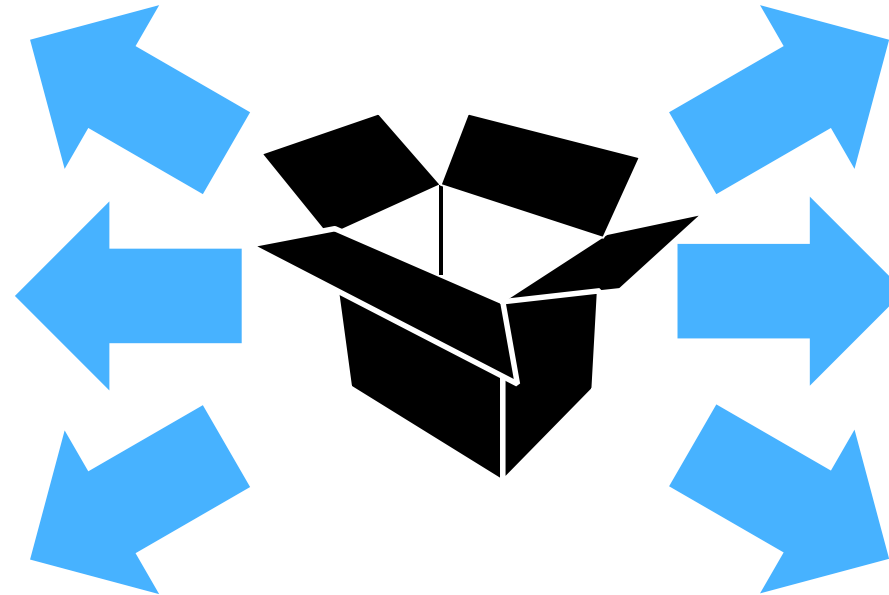
The industry template significantly reduces implementation effort through preconfigured business content

Reduced cost through preconfigured templates and a cloud-based solution

Outsourcing via a hosted or cloud-based environment reduces cost and the need for in-house IT resources

Simplicity: one business partner

offering the complete package

SAP Mobility

Atos Enterprise Mobility, on-premise and cloud

Atos Real Time Enterprise Mobility
Bringing new industrial mobile platforms "enterprise ready"

1.2 billion smartphones

6 billion of mobile subscriptions

Sensors/Data Booming

Atos SMART MOBILITY

canopy the atos cloud

New Customer Interaction

New Business Models

Lowering TCO Flexible deployments

Workforces Mobilizing

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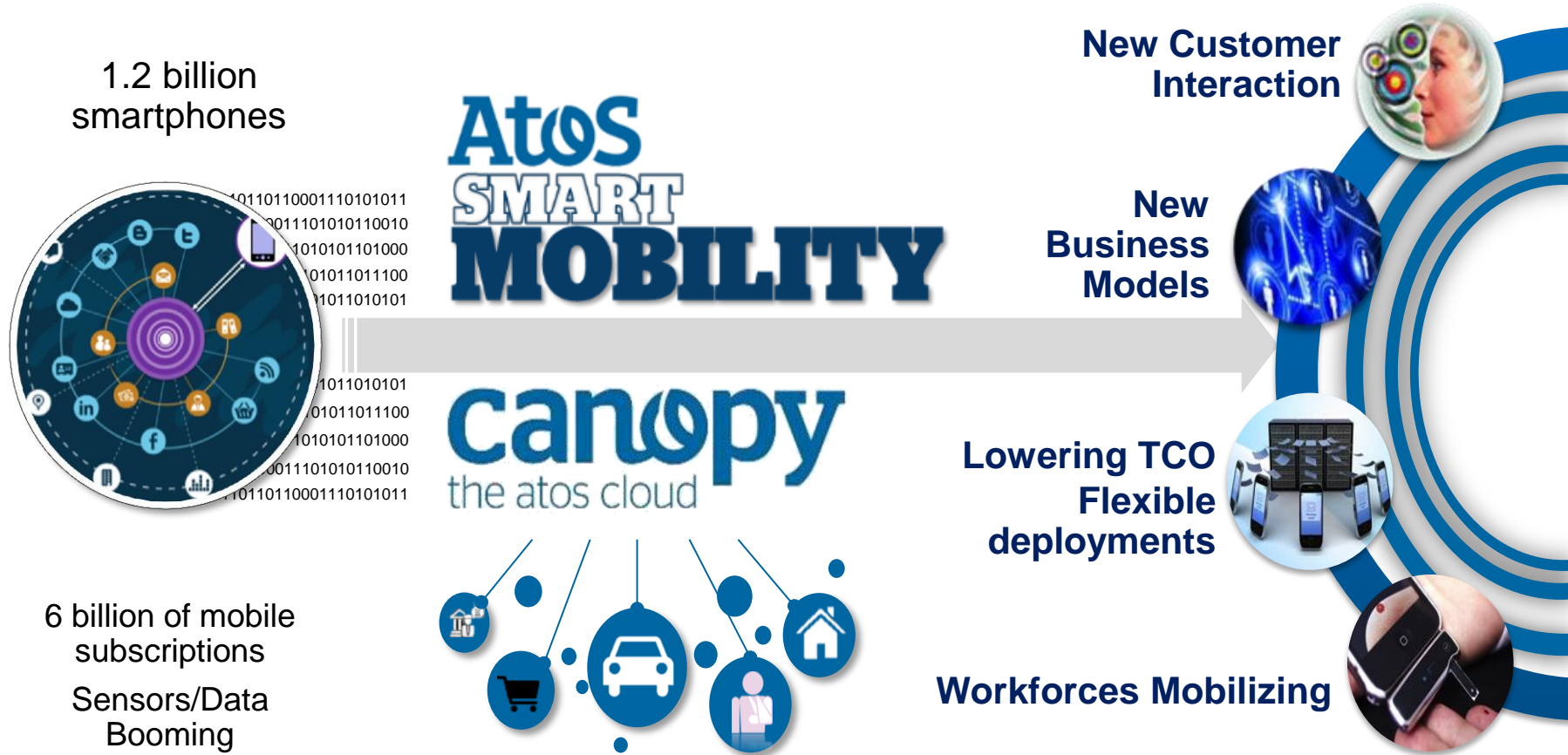
Atos Real Time Enterprise Mobility
Bringing new industrial mobile platforms "enterprise ready"

Benefits of Atos Enterprise Mobility: Use mobility for employees to reduce process cost, increase productivity, have faster response time and to improve brand image with potential hires

Mobile Management Decision Support

Mobile Service and Maintenance

Mobile Applications Development, Test and Maintenance

Mobile solutions directly impact process efficiency and process quality.

Examples for productivity improvements*:

► Provide Workflow to Managers: 5-10%

► Improve Effectiveness of Manager Decisions through Dashboard Views: 5%-10%

► Eliminate Paper-Based Leave Requests: 20%-25%

► Increase Employees Served by HR FTE: 20%-25%

► Improve First-Time Fix Rates for Maintenance and Service: 15%-20%

Mobile Sales

Logistics and Asset Management

Mobile Workflows

BYOD / COPE

* Source: SAP

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Real Mobile Business Platform
Also fully available on Private Cloud

Business Mobile Apps Store

Enterprise Apps Store	Mobile Market Place

EAS
Canopy Market Place
SAP EAS to be integrated
Atos & ISVs Mobile Business Apps

Mobile Enterprise Apps Platform

Mobile Application Platform

SMP 3.0 (incl. Syclo and SAP Mobilizer)
Try & Buy pre–packaged
PaaS for ISVs

Secured Mobile Platform

Devices	Application	Content
Mobile Device Management	Mobile App Security Secure e-Mail	Mobile Content Management
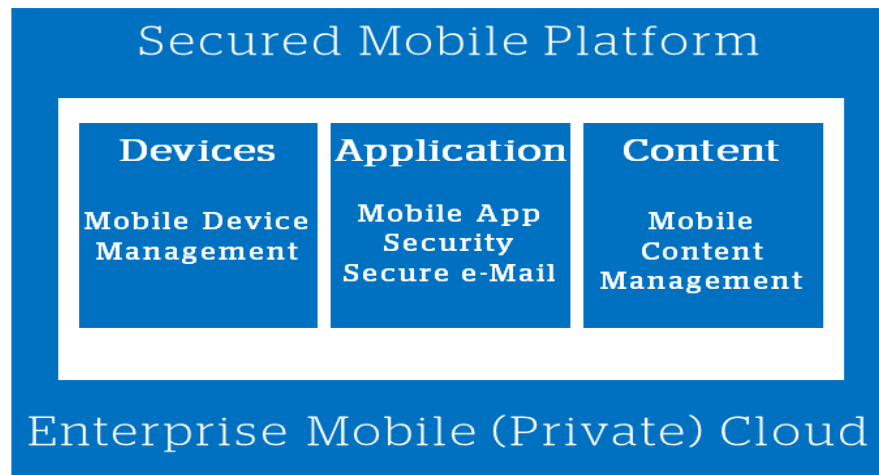
SAP Mobile Secure
EMM in a Box enhanced by Atos/Canopy

Mocana, SAP Mobile Docs
Subscription model

SAP Afaria
Enterprise Grade self registering and deployment business platform

Enterprise Mobile (Private) Cloud

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SAP Mobility in KELAG

Customer example

KELAG – Kärntner Elektrizitäts-Aktiengesellschaft
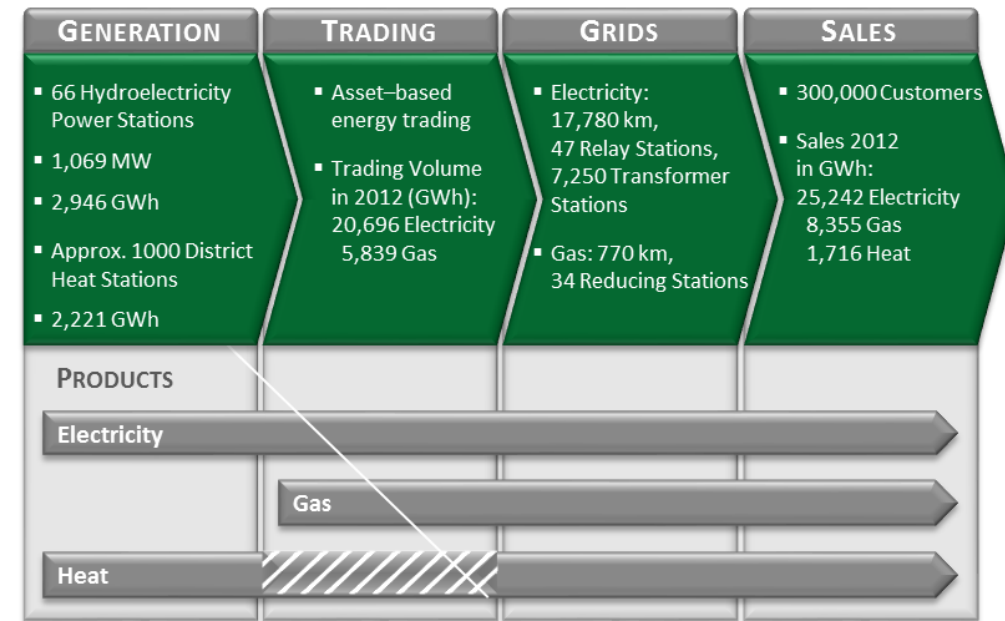
Core Competencies and Value Chain

One of the leading energy service providers in Austria

- Turnover: 2,007 MEur (2012)
  1,495 MEur (2013)

- Employees: 1,522 (2012)
  1,536 (2013)

- Customers: 300,000

CORE COMPETENCIES

ELECTRICITY
Hydro   Wind

HEAT BIOMASS

ENERGY TRADING

GRIDS

SALES

VALUE CHAIN

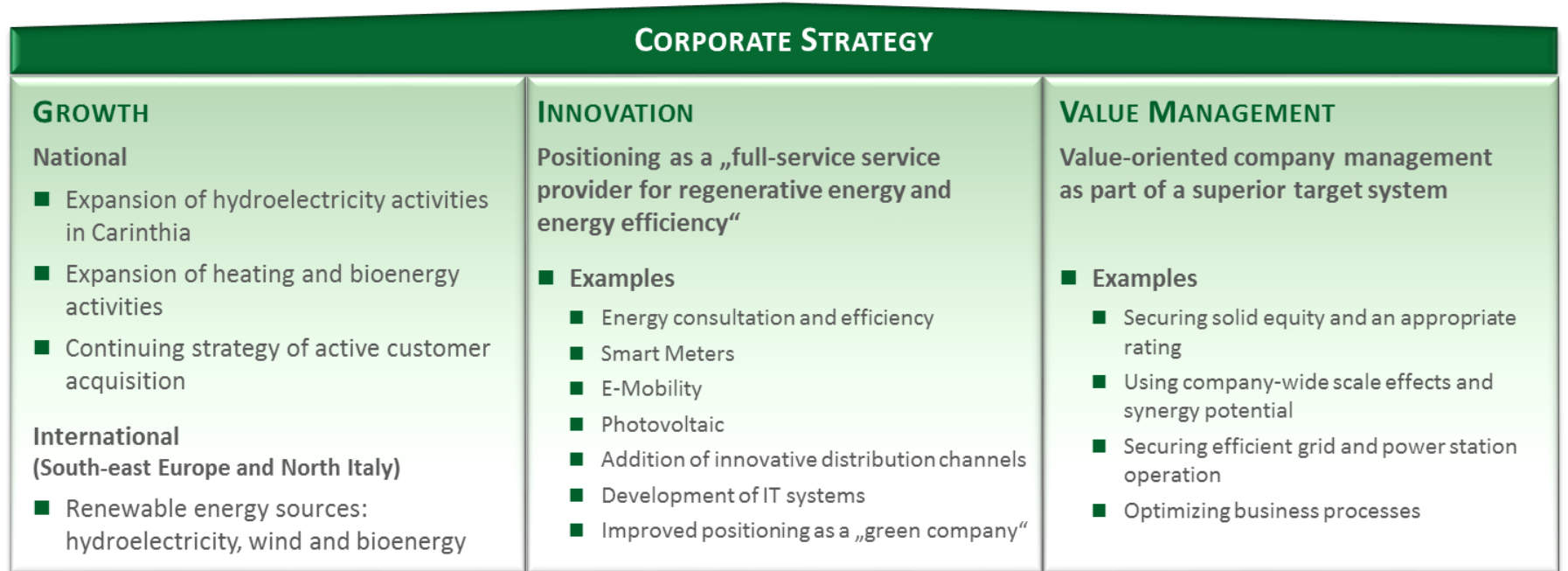| GENERATION	TRADING	GRIDS	SALES
▪ 66 Hydroelectricity Power Stations ▪ 1,069 MW ▪ 2,946 GWh ▪ Approx. 1000 District Heat Stations ▪ 2,221 GWh	▪ Asset–based energy trading ▪ Trading Volume in 2012 (GWh): 20,696 Electricity 5,839 Gas	▪ Electricity: 17,780 km, 47 Relay Stations, 7,250 Transformer Stations ▪ Gas: 770 km, 34 Reducing Stations	▪ 300,000 Customers ▪ Sales 2012 in GWh: 25,242 Electricity 8,355 Gas 1,716 Heat

PRODUCTS

Electricity

Gas

Heat

KELAG – Kärntner Elektrizitäts-Aktiengesellschaft

Corporate Strategy

Value Oriented and Innovative Strategy

- Growth based
- Renewable Energy in Austria and South-east Europe
- Hydroelectricity, Wind, Bioenergy
- Energy Efficiency, E-Mobility

CORPORATE STRATEGY

GROWTH

National

- Expansion of hydroelectricity activities in Carinthia
- Expansion of heating and bioenergy activities
- Continuing strategy of active customer acquisition

International
(South-east Europe and North Italy)

- Renewable energy sources: hydroelectricity, wind and bioenergy

INNOVATION

Positioning as a „full-service service provider for regenerative energy and energy efficiency"

- Examples
  - Energy consultation and efficiency
  - Smart Meters
  - E-Mobility
  - Photovoltaic
  - Addition of innovative distribution channels
  - Development of IT systems
  - Improved positioning as a „green company"

VALUE MANAGEMENT

Value-oriented company management as part of a superior target system

- Examples
  - Securing solid equity and an appropriate rating
  - Using company-wide scale effects and synergy potential
  - Securing efficient grid and power station operation
  - Optimizing business processes

Utilities Industry

Business Trends	Technologies and Solutions
• Reducing cost and increasing efficiency • Champions of environmental and sustainability objectives • Aging infrastructure and workforce • Smart Grid - new technologies are becoming a differentiating reality • Customers becoming more involved	• Cloud Computing • Business Intelligence/Big Data • IT-OT convergence and real-time data • Operations Intelligence • Smart Grid management and settlement • Smart Mobility and context-aware computing

Motivation

From now…	To then…
Limited remote access to information	Optimized decision making based on real time data
Labor intensive business processes	Improved staff performance & productivity
Lack of customer understanding	Utilizing customer insight to drive business value
Commoditized customer offerings	Service differentiation and value added services

Vendor Overview

Currently, there are numerous providers of

mobile application development platforms

that however, differ in

- their developer tools,

- tools,

- and business strategies.

Status Quo and Way Forward

Mobile Strategy – Organization – Processes (MSOP)	Structured Approach

• In the area of mobile devices the KELAG is **rather conservative and technically restrictive**. There is only little consciousness raising in the area of IT-security.
 	
• The **modern equipment** of the employees that suits the working environment is a **prerequisite for working efficiently** and ensuring employee-motivation and -satisfaction. The use of **private devices is not necessary** then and thus, the security-risk is reduced.
 	
• An **intensified consciousness** raising among the workforce and the **transfer of responsibility** to the employees should enable a **gradual adaptation of the user-restrictions** to their needs.
	• **CIO**
	  • Mobile user segmentation
	  • Cost and risk
	  • Business goals
	  • Overall strategy
	
	• **IT-Architects**
	  • Enterprise architecture
	  • Technology evolution
	  • Security
	
	• **Technicians**
	  • Wireless technologies
	  • Security
	  • Services
	  • Applications
	  • Devices

Strategize and plan
↓
Architect solution
↓
Select solution
↓
Deploy
↓
Operate and evolve

Areas of Interest

Kelag's detailed requirements profile for mobile platforms (1)

Based on KELAG's IT Landscape

- **Unique selling proposition of SAP Afaria: it includes the endowment of configuration parameters of SAP apps and self-development, respectively**

- **Service from one source (SMP and Afaria of the SAP AG)**

- **Influence of the SAP AG on Microsoft, Samsung, and Apple (due to the company size) through strategic partnerships in the area of device management**

- **License: SMP license includes the SAP Afaria license as well**

- **High level of development at SAP AG (with the focus on mobile data applications)**

- **Only product that is fully integrated in a mobile platform**

Kelag's detailed requirements profile for mobile platforms (2)

Mobile Device Management

- Central management of different devices and platforms
- Automated control of the terminal lifecycle
- Efficient service for issuance, connection, and return (via self-service portal)
- Warranty for using the company's own terminal
- Warranty for supporting new terminals
- Cost control

Mobile Device Security

- Distribution of configuration policies of the terminals
- Encryption
- Automatic distribution of software updates
- Use of whitelist / blacklist for software on the terminals
- Reporting / logging for administrative control
- Deactivation of data links and deletion of the terminals

Mobile App Development

- Compatibility with heterogeneous device landscape depending on the applications
- Central provision of different interfaces (at least to Kelag's strategic systems)
- Development environment supports program libraries of the device management
- Use of 100+ apps with varying process- and integration-depth
- Use of existing development resources
- Short development-times and distributed teams
- Low development-costs

Mobile App Lifecycle Management

- Company-app-store
- Distribution and update of apps
- Automate configuration of applications during the installation on the terminals
- Management of the data traffic to the backend at rising usage