



“From GRID research to GRID business”

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Content of the presentation

- **Atos Origin Overview and GRID positioning**
- *ATOS ORIGIN strategy from GRID research to GRID business*
 - *Short term*
 - *Mid term*
 - *Long term*
- *A feasibility study*



Who is ATOS ORIGIN? An IT International Player

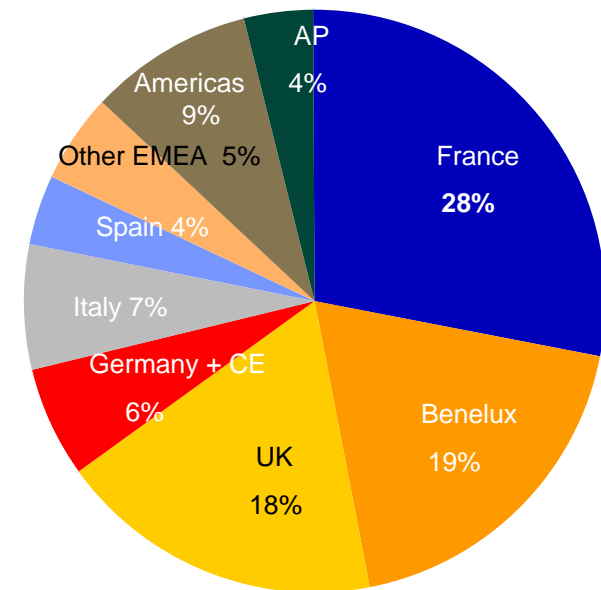
A leading international IT services company providing:

- **Business consulting (10%),**
- **Technology integration (40%)**
- **Managed operations (50%)**

- Annual revenues over €5 bn
- 50,000 employees
- In 50 countries



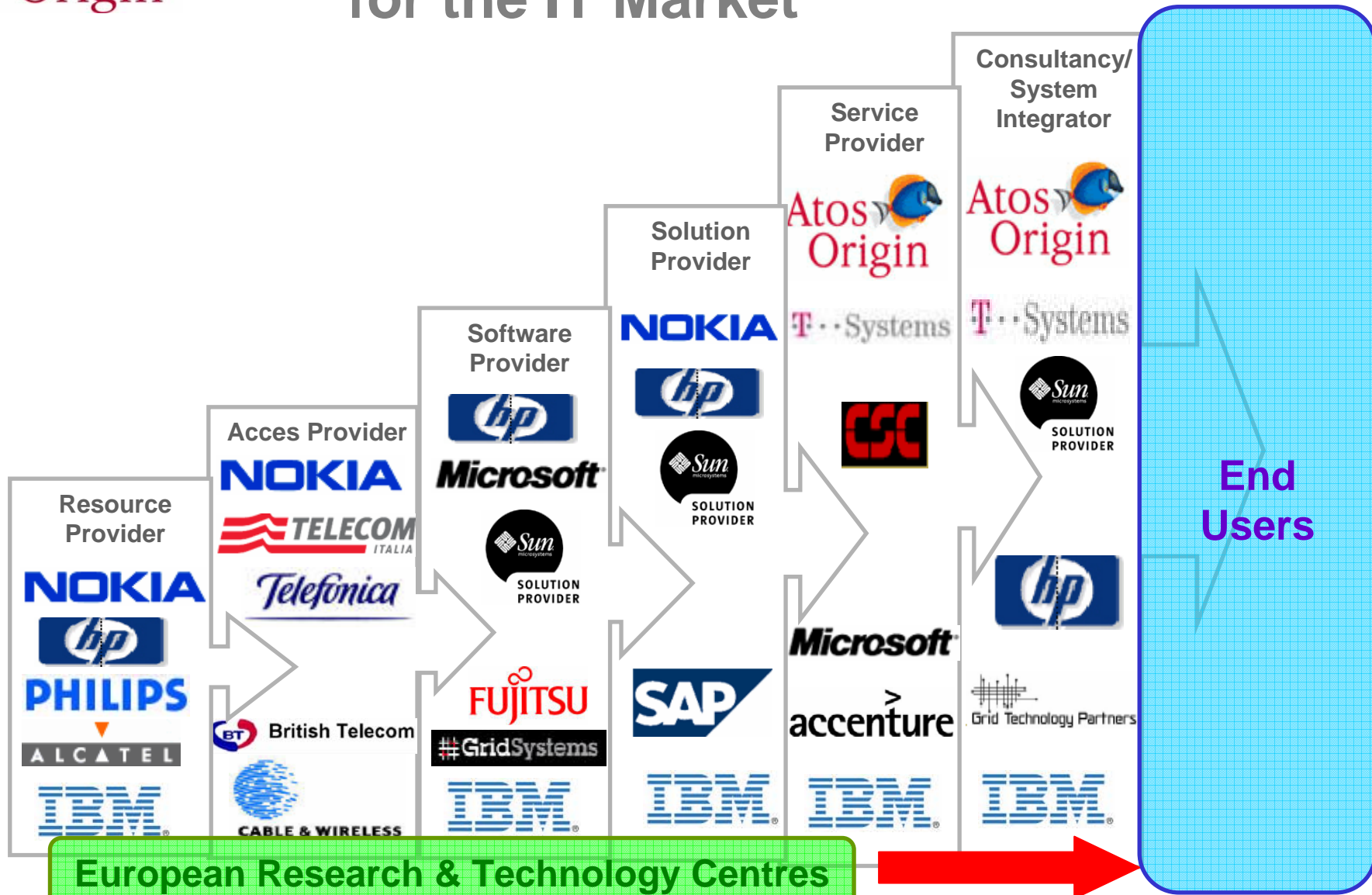
Global Presence



Strong European Base



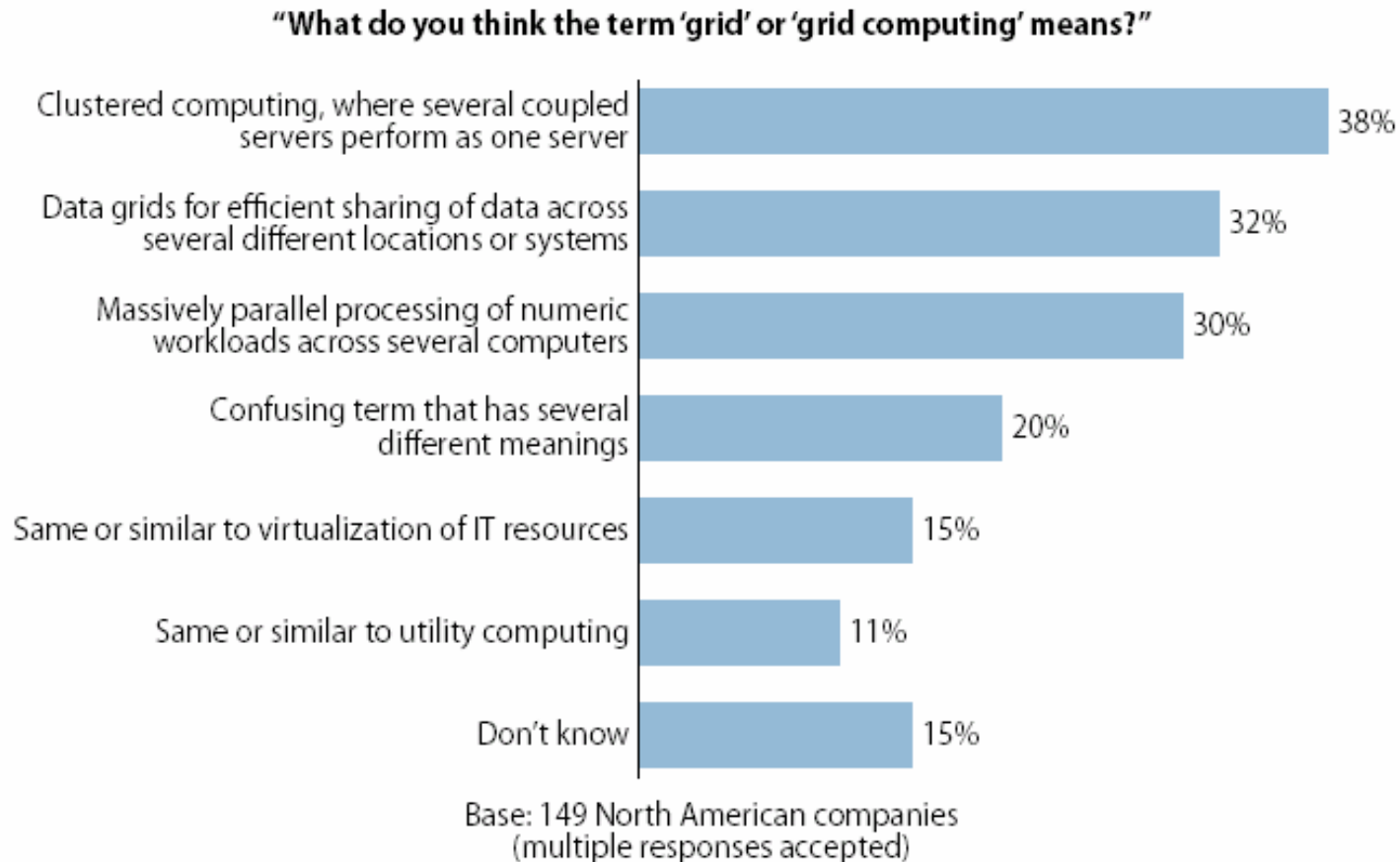
ATOS ORIGIN in the Chain Provision for the IT Market



European Research & Technology Centres

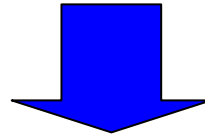
Meaning of GRID for industry?

Figure 1 IT Execs Don't Agree On What "Grid" Means

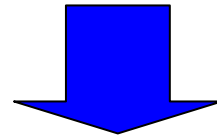


Source: Forrester Research, Inc.

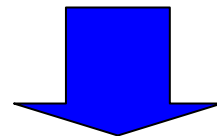
Step1: Awareness and Understanding



Step 2: Appreciation of Benefits

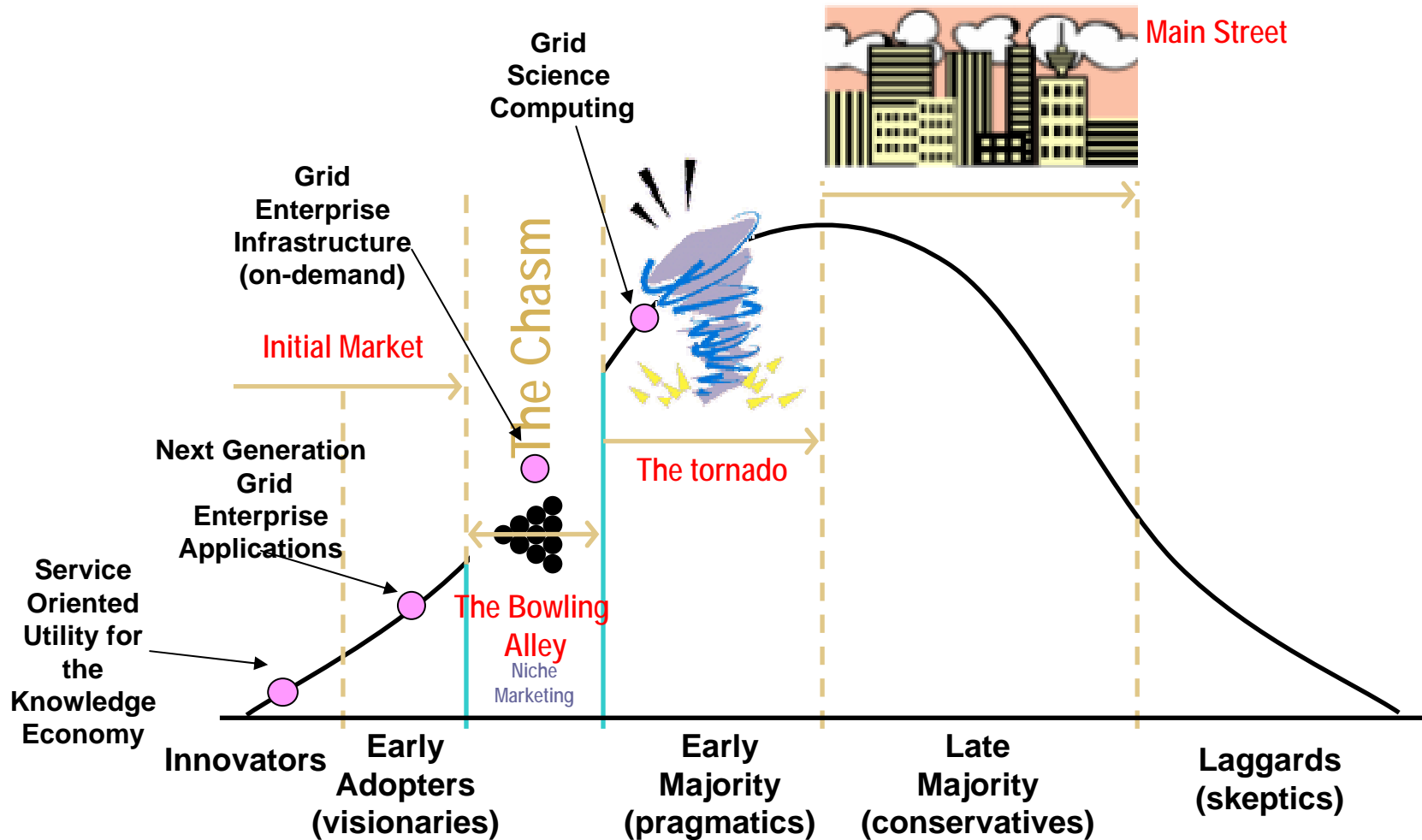


Step 3: Commitment and Use



Step 4: Return of Investment

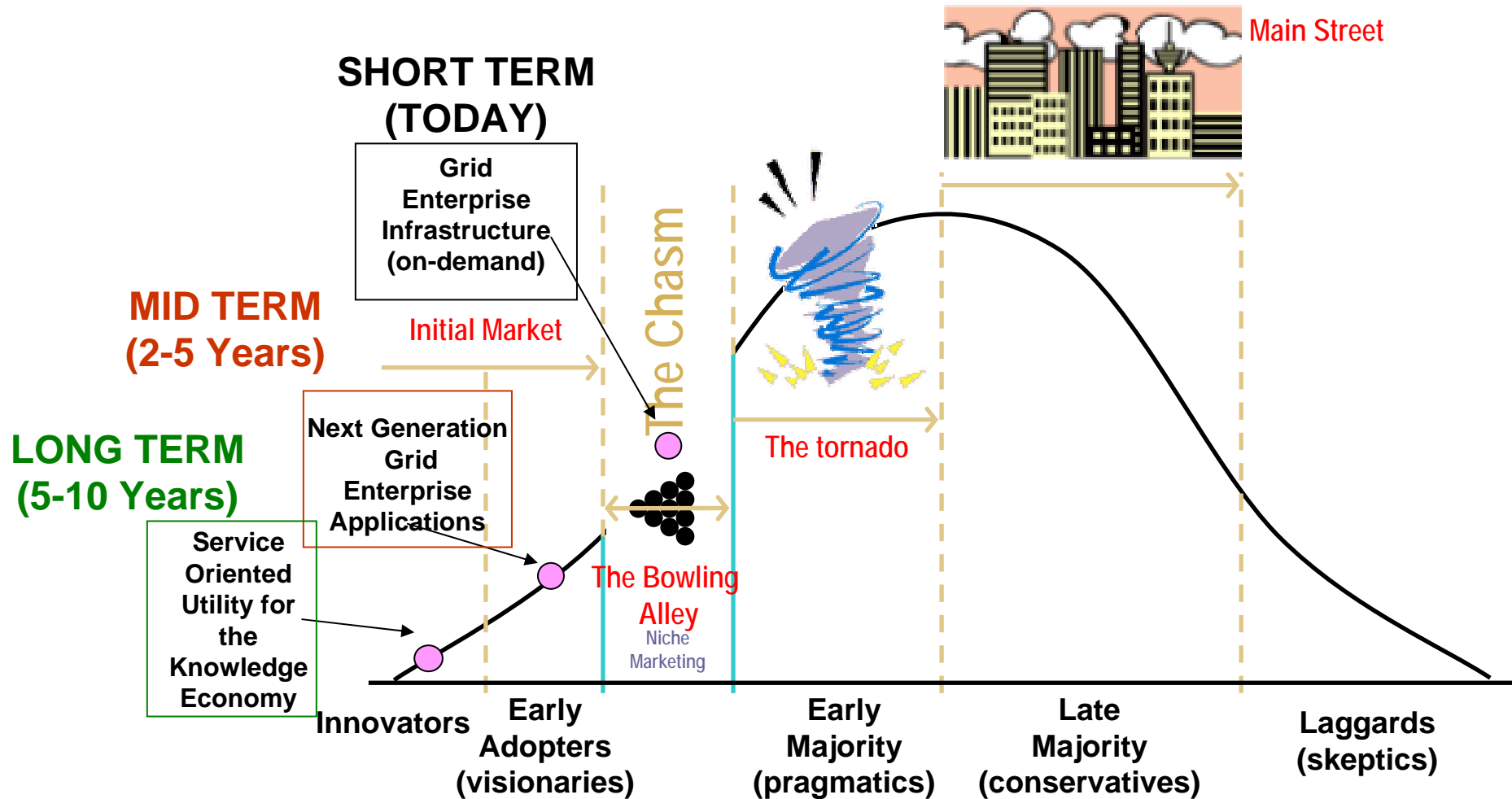
Grid Technology Adoption Life-cycle



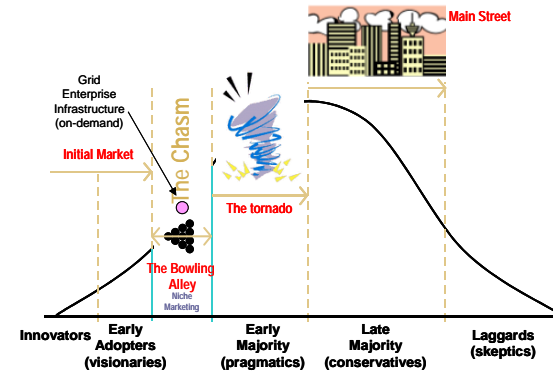
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ATOS ORIGIN Strategy



From on-demand to Utility computing



Current State

Customer by customer = on-demand

Multiple customers = utility

According to Gartner:

- No one currently doing true utility computing!
- Today's implementations are "on-demand"

Desired State

Solutions for the customer that :

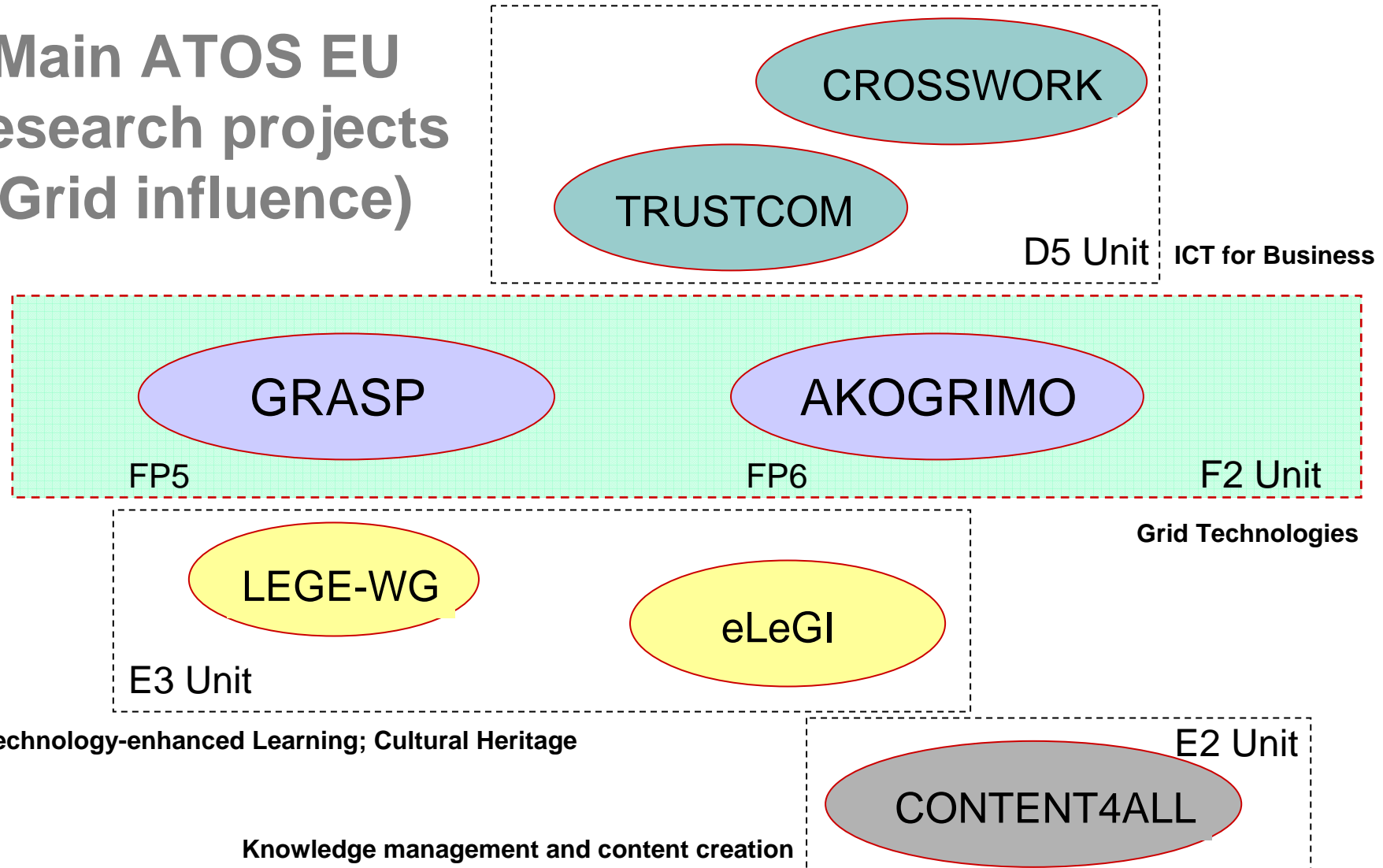
- Require no capital investment
- Reliable
- Responsive
- Deliver Recognizable Value

ATOS ORIGIN Managed Operations is developing a Service Strategy to support this model



Next Generation Grid Enterprise Applications (MID-TERM)

Main ATOS EU Research projects (Grid influence)

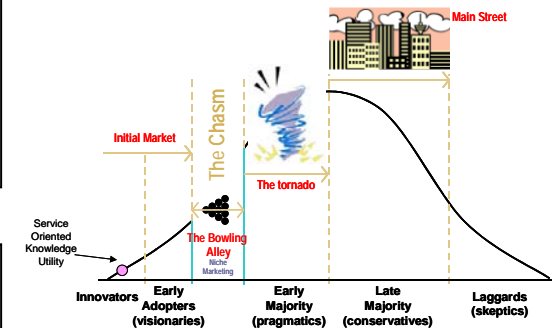


Service Oriented Utility for the Knowledge Economy (LONG TERM)

Lisbon Agenda: “to make Europe the world’s most competitive and dynamic knowledge-driven economy by 2010 ”

**Need of European businesses:
Effective use of ICT**

- Drive the transformation of the European industry towards a knowledge-based economy
- Revenues shift from sales of products to provision of on demand services



**NESSI
Technology
Platform**

Service Oriented Utility for the Knowledge Economy (Key themes)

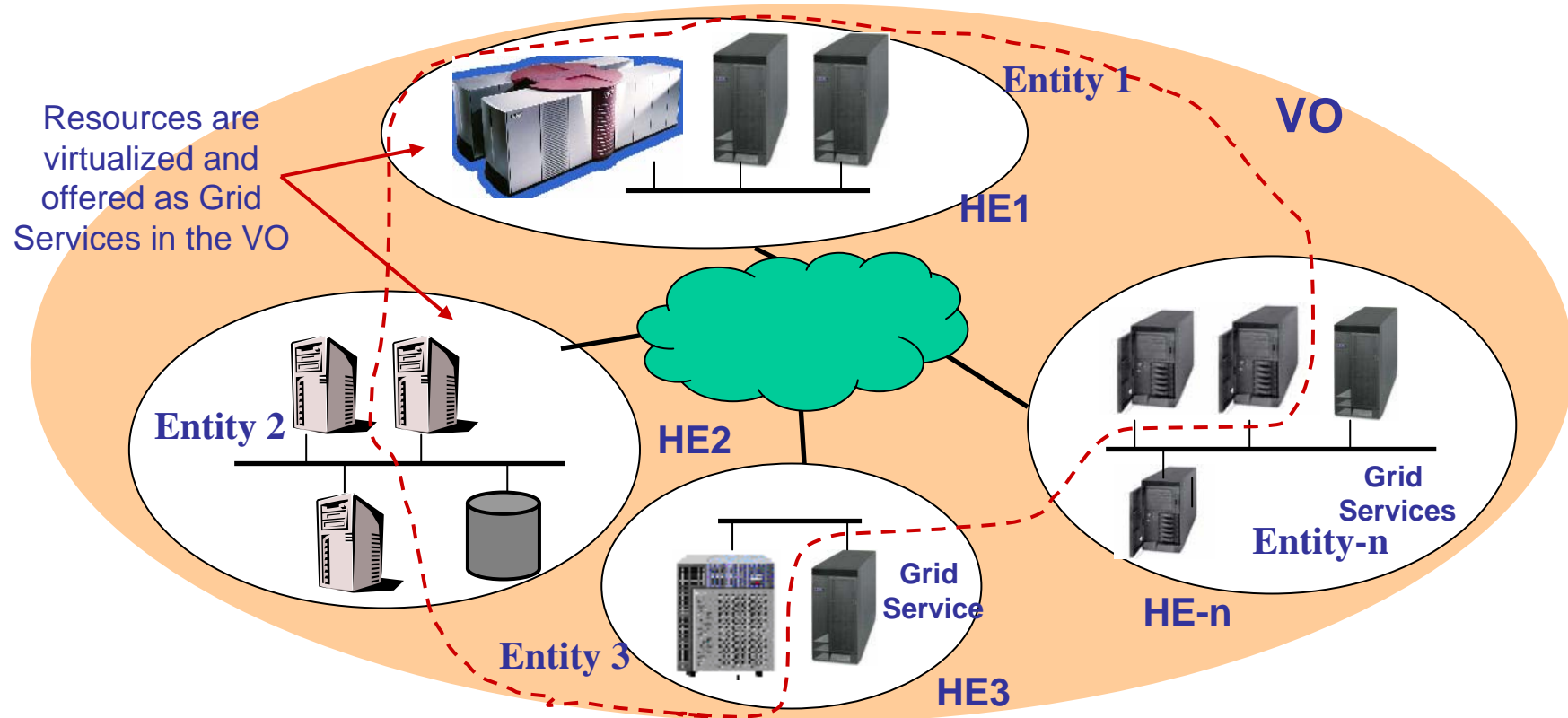
- **Business Flexibility**
end-to-end enterprise business processes that can respond to any customer demand, market opportunity or external threat
- **ICT Simplification**
standards-based services, virtualization of ICT provisioning
- **Open Eco-System**
specific European environment (middleware and application level) support a broad range of enterprises with specific focus on SME's
- **Open Service Provisioning**
open provisioning and procurement of (highly specialized) services

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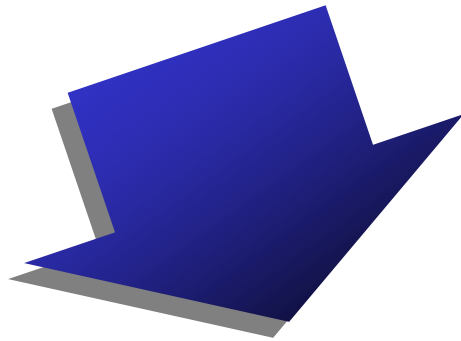
Grid approach to the server farm

A **Virtual organization** is “a set of individuals and/or institutions that share heterogeneous resources (computational units, software, storage systems, data sources , etc) in a controlled fashion, so that members may collaborate to achieve a shared goal”



Grid Server Farm targets

- ▶ optimize servers use
- ▶ reduce the costs
- ▶ allow scalable increase of the applications
- ▶ allow performances increase



- ✓ Reduce the number of the servers (50%)
- ✓ Increase the number of the applications (satur. 80-90%)
- ✓ Increase the performances of single critical applications



Thank you

FACING TECHNOLOGICAL CHALLENGES TOGETHER