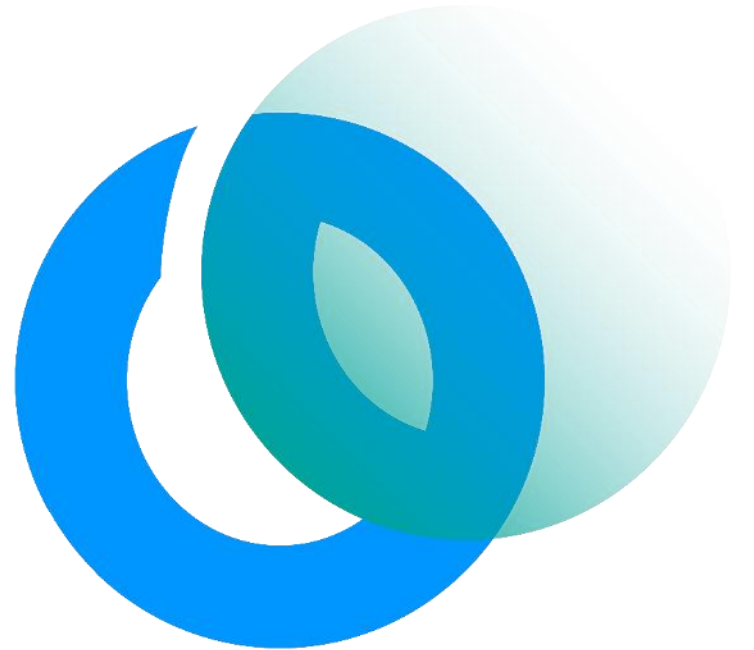


# Citizen Developer Customer Presentation

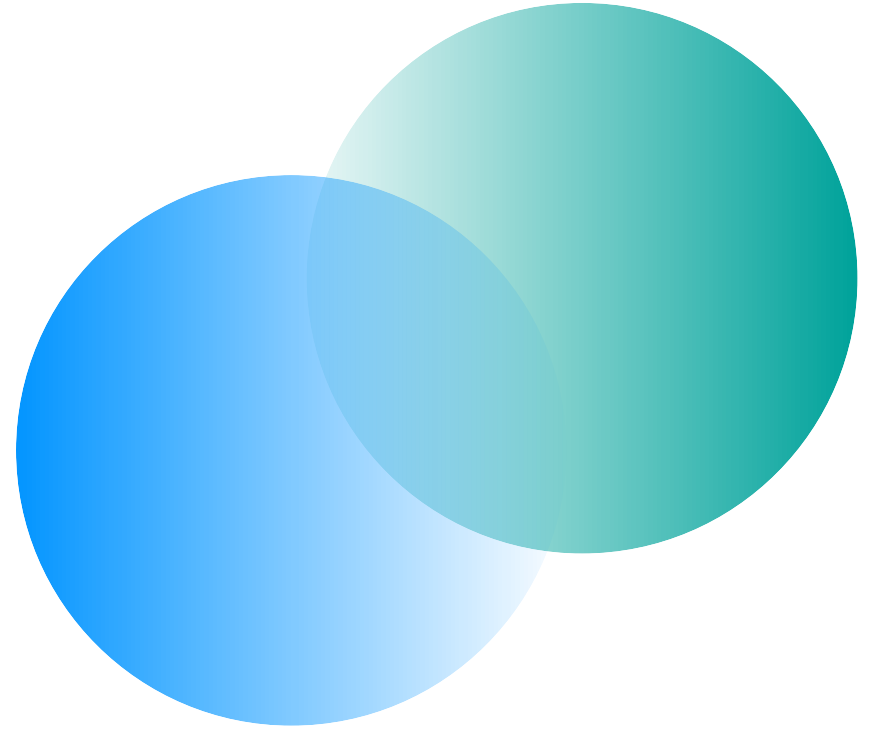
Colin Corbett  
Atos Portfolio Manager



# Agenda

- 01.** The challenge
- 02.** IDC/Microsoft/Atos Survey with recommendations
- 03.** The Service
- 04.** Atos experience, customer deserved benefits
- 05.** Questions and answers

# 01. The challenge



# This is our new reality



## Shift to remote work

**48%**

of employees will work remotely after the pandemic, compared to 30% before

**55%**

of businesses were focused on efficiency, not resiliency, pre-COVID, and were fragile as a result



## Workforce expectations for digital experiences

**35%**

of the workforce are currently digital-native millennials who demand better digital experiences in the workplace

**5x**

Demand for mobile apps is growing 5x faster than IT departments can deliver



## Economic downturn and drive for efficiency

**6.1%**

Contraction in US GDP in 2020 – the most severe recession since the end of WWII

**92%**

of business leaders agree that to survive and flourish post-COVID, companies must enable process automation

# Traditional business applications don't meet customer needs



We've seen two years' worth of digital transformation in two months" - Satya Nadella, Microsoft CEO<sup>1</sup>



Demand for mobile apps is growing 5x faster than IT departments can deliver.- Gartner<sup>2</sup>



85% of organizations struggle to find technical talent to build applications.<sup>3</sup>

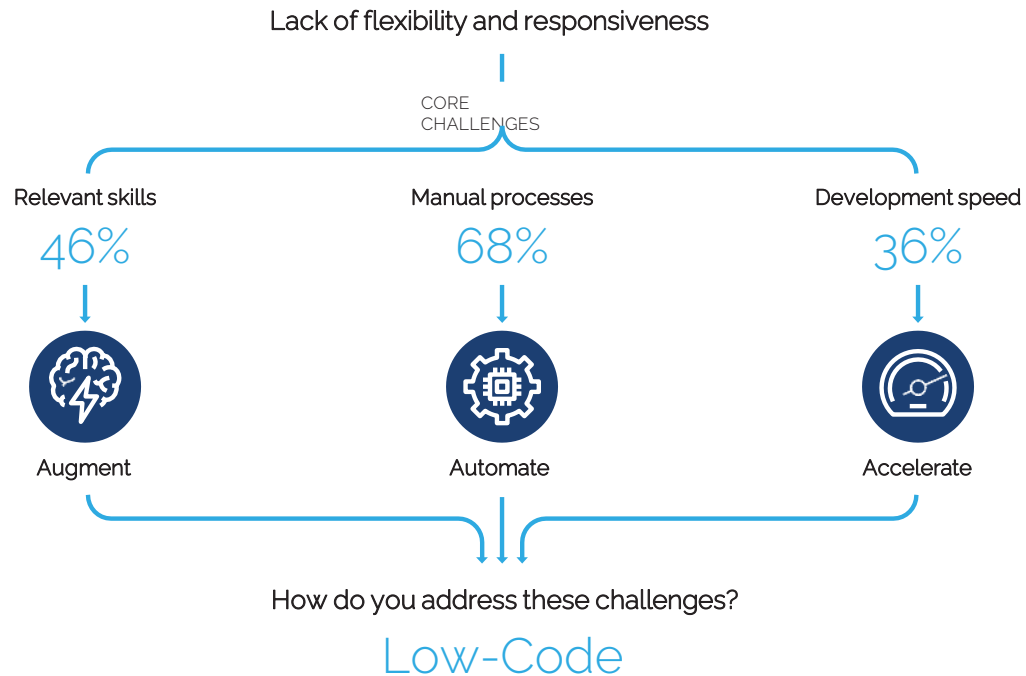
*We are moving in a digital direction...*

*...demand is growing more quickly than supply...*

*...we cannot find people to close the demand gap.*

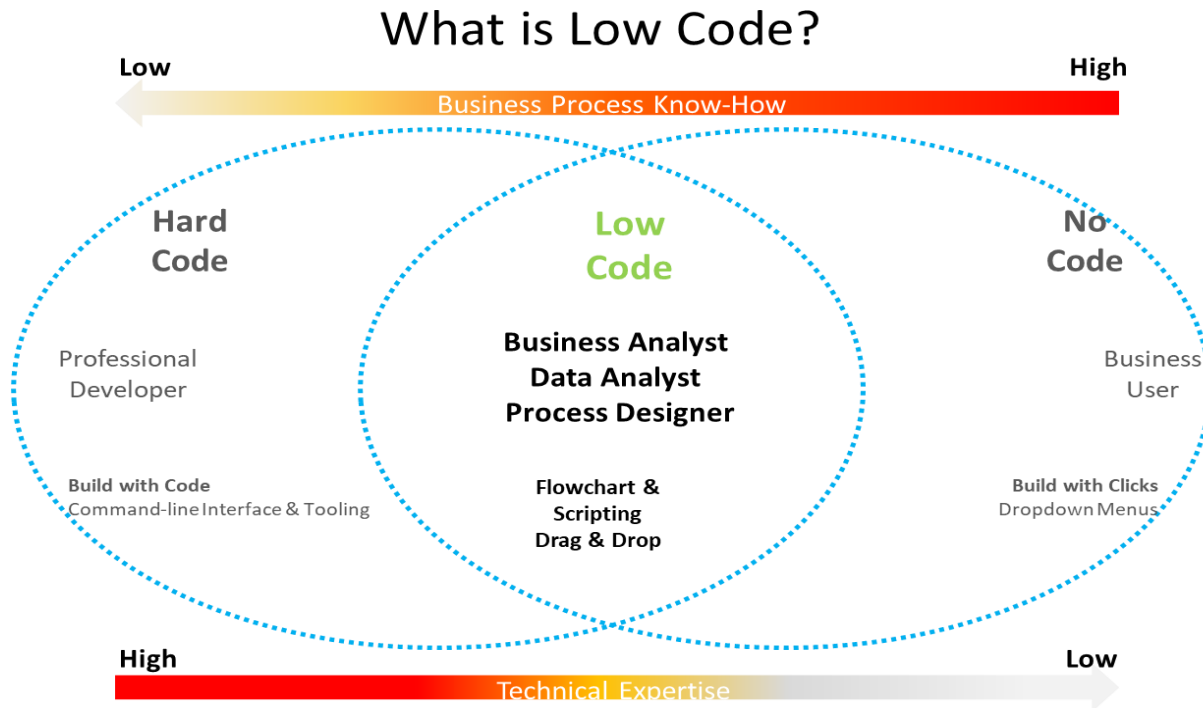
# Today's most pressing digital challenges are defined by ...

Low-Code: Accelerating Business Value



# Low Code means no need for professional developer

Low-Code: Accelerating Business Value



# Customers can't execute low-code alone

**500 million**

new apps will be built in the next 5 years – more than all apps built in the last 40 years\*



Tech talent limitations



Ground up software development takes time



Surging digital demand



Security and compliance Risks

The need for resilience has never been clearer, but there are simply not enough developers to meet the growing need for digital transformation.

\*Microsoft research



# Lead with Microsoft



August 2021

A leader in enterprise low-code application platforms.\*

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## Magic Quadrant

Figure 1: Magic Quadrant for Enterprise Low-Code Application Platforms



# Transform with Power Platform



No Code

Drag and drop experiences that are like PowerPoint



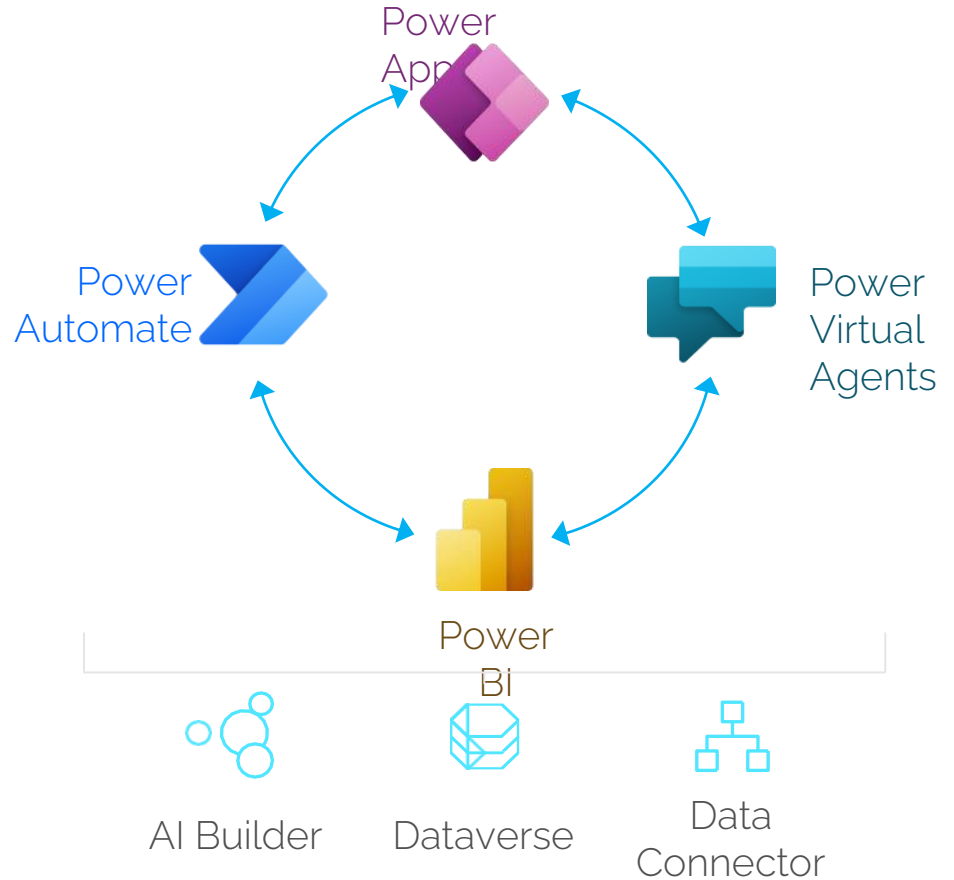
Low Code

Drag and drop plus Excel-like formulas for functionality

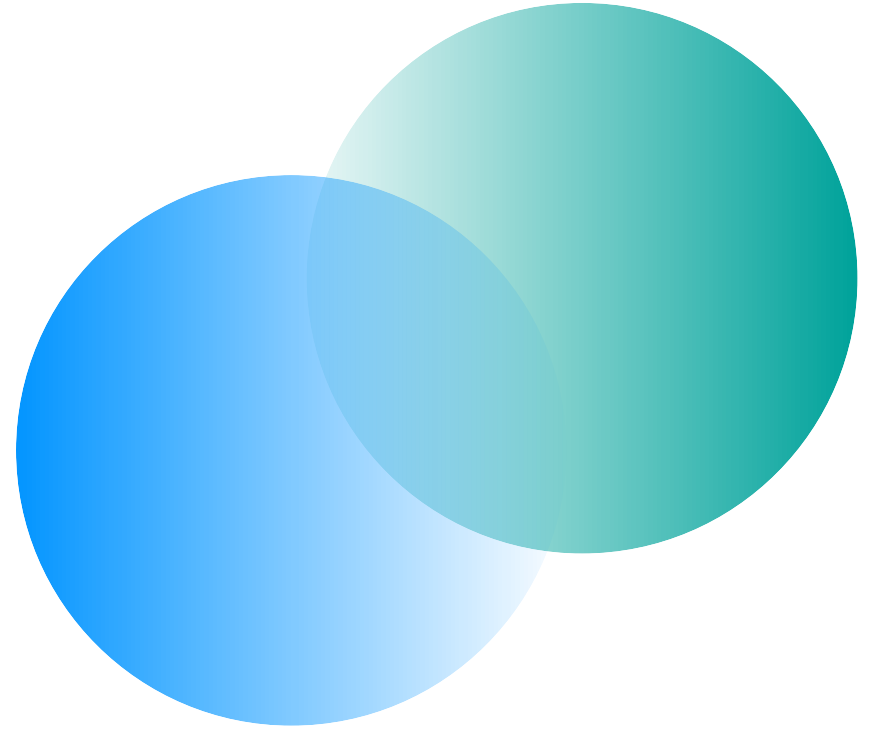


Code First

Professional development & extensibility across Microsoft



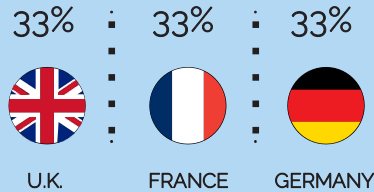
**02.** IDC/Microsoft/Atos  
Survey with  
recommendations



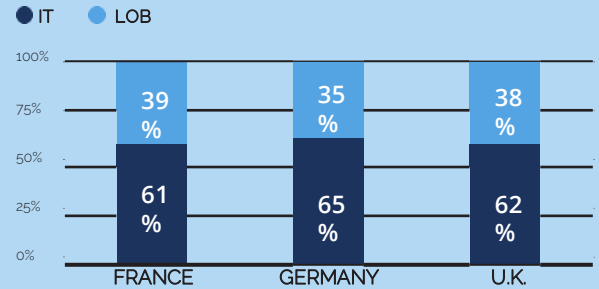
# Demographic

Feb 2021  
451 respondents

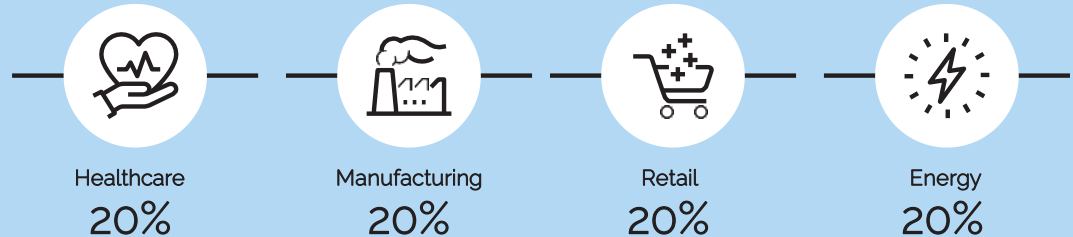
Q. In which country is your organization located?



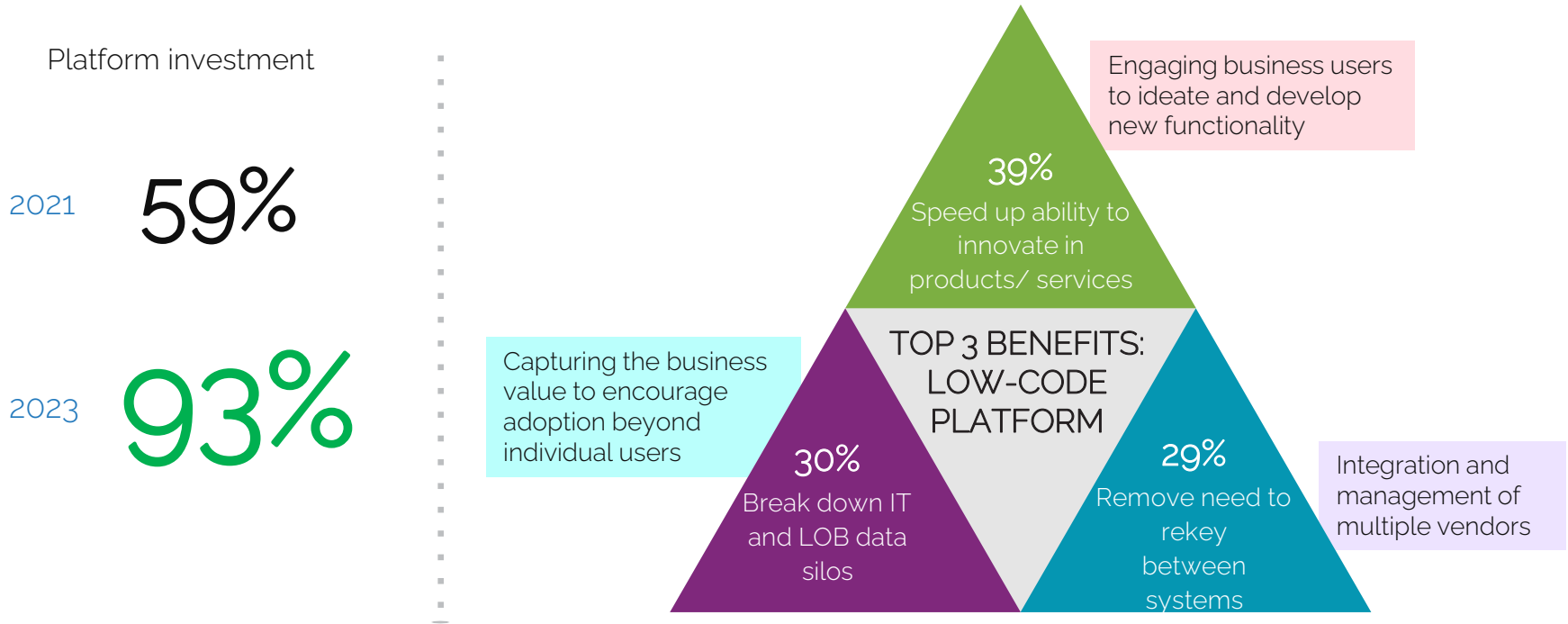
Q. Which best describes your role?



Q. What industry classification best represents your company's main area of activity?



# A platform approach to unify IT and the business



## A platform approach provides speed and scale



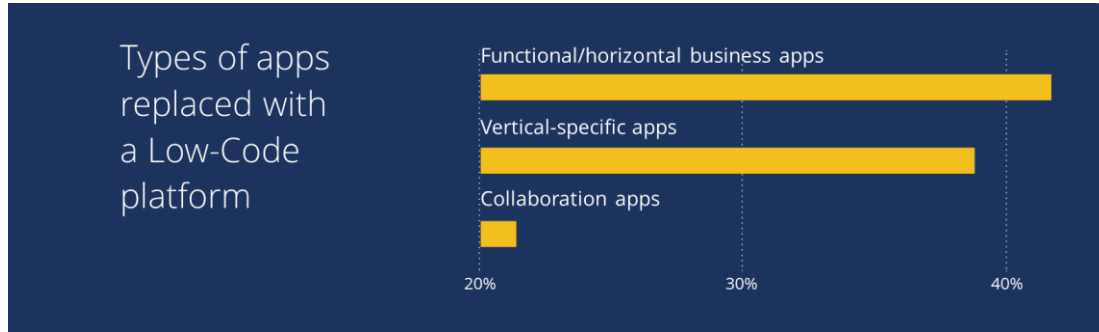
21 days

Average time to create a Low-Code app that scales beyond 500 users



4 in 10

replaced and retired or decommissioned legacy applications with Low-Code platform



# But how do you execute successfully?

**33%**  
of organizations have  
set up a Low-Code CoE.



The building  
blocks



Support and  
scale



End-to-end  
Low-Code  
strategy

In the next 12 months:



**62%** of organizations  
plan to set up a  
Low-Code CoE



**55%** of organizations  
will increase  
their CoE investment

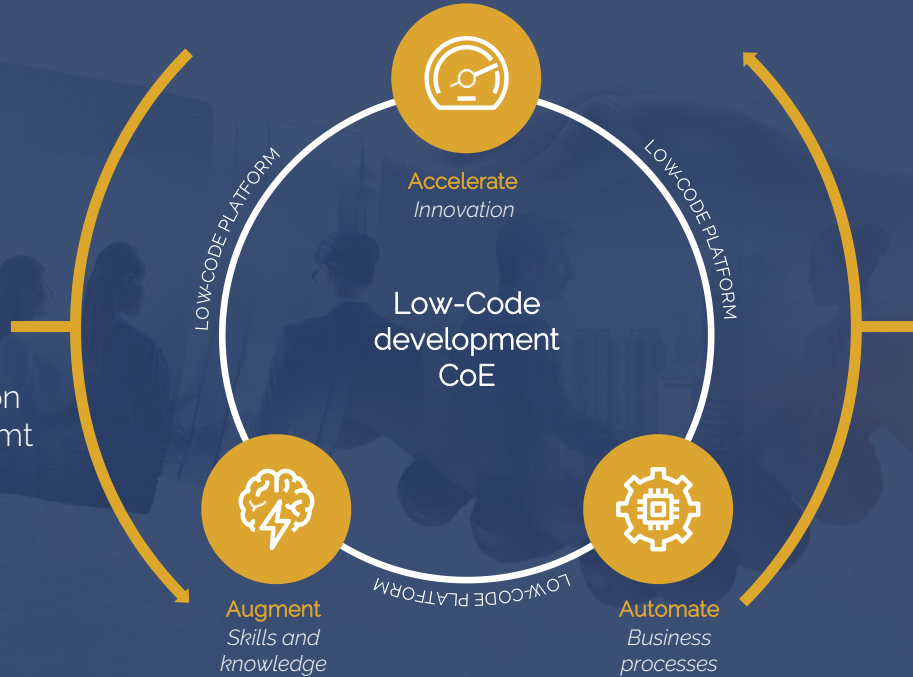


**26%** average level  
of investment  
increase



# A partner model helps to fill the skills gap

- Advisory
- Design
- Integration
- Co-creation
- Orchestration
- Change Mgmt



60%



of organizations will select a partner based on their Low-Code implementation and managed services capabilities.

1 in 5

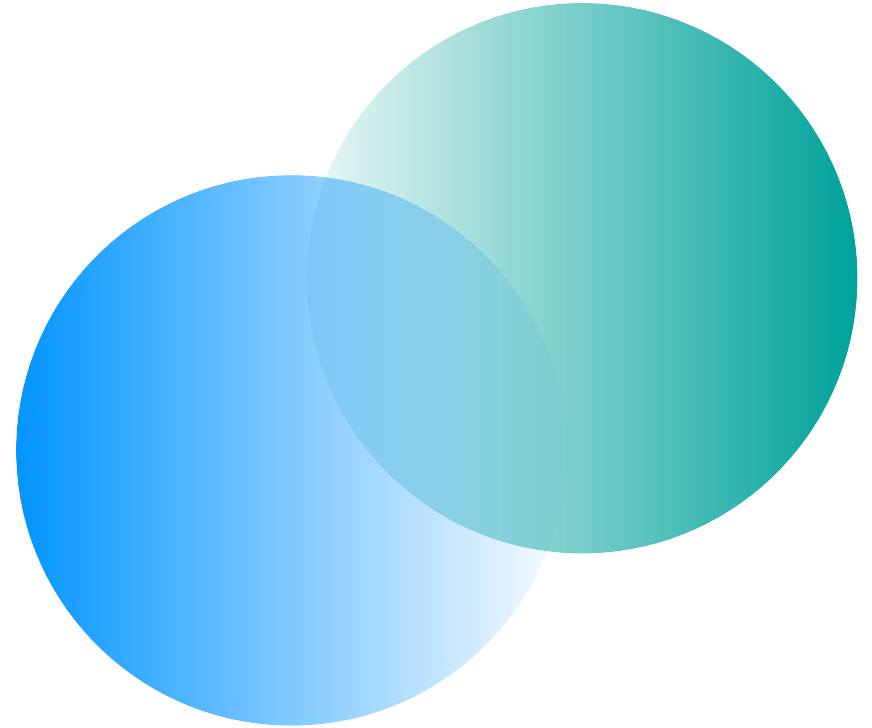


organizations will select a partner based on its change management credentials.

- Genius/tech bar
- Desktop
- Workplace transformation



## 03. The Service



# Atos offering to support your initiative



- Power BI / Business analytics
- Power Apps : Application development
- Power Automate : Workflow automation
- Power Virtual Agent : Intelligent virtual agents
- + Dataverse, data connectors, AI Builder



- ▶ CoE set-up and/or operations
- ▶ Governance, Security, Monitoring, licensing, training, support...



## Pro-dev / IT Productivity

Reduce development time & minimize costs

## Citizen Developer

Empower each and every employee with low-code, automation, BI

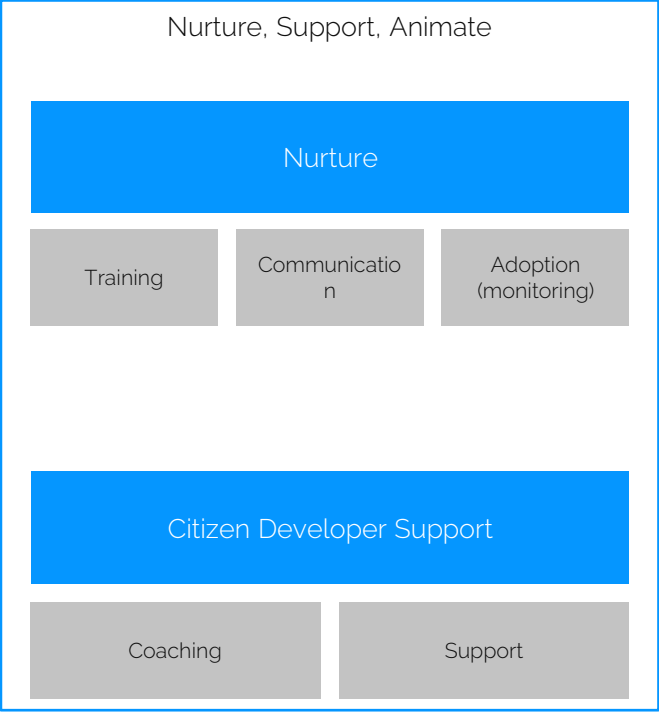
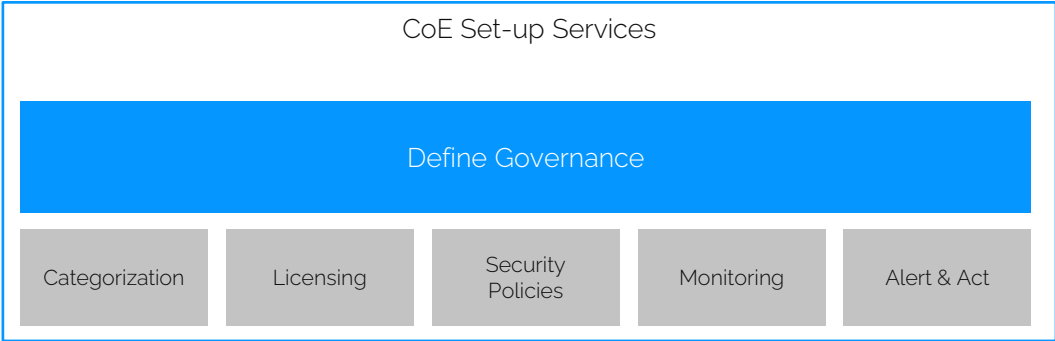


## Power Platform CoE

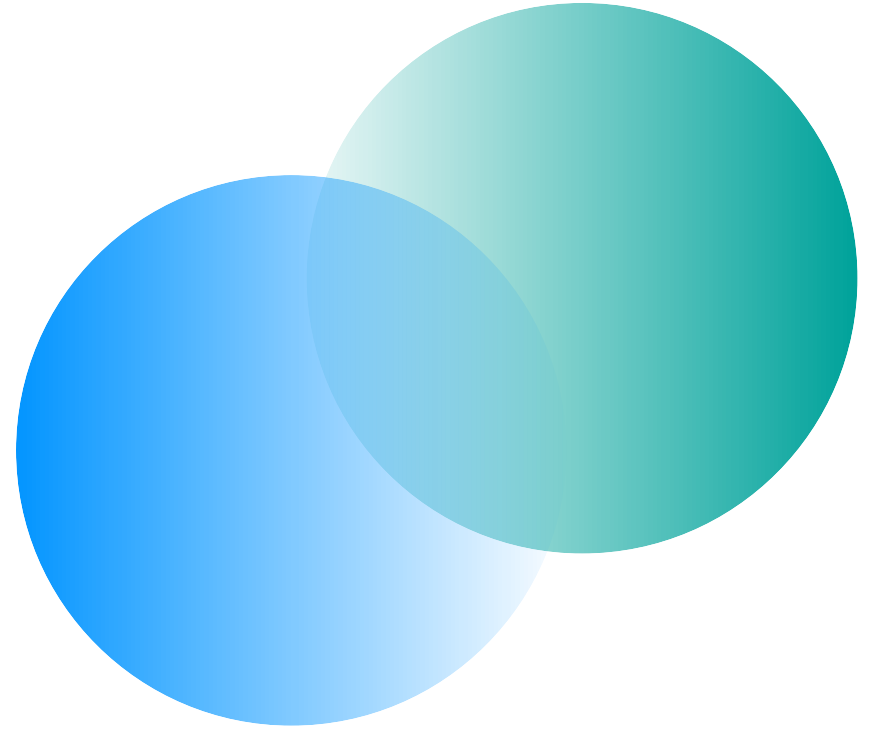
A coordinating function which ensures that change initiatives are delivered consistently and well, through standard processes and competent staff

*Stephen Jenner and Craig Kilford, in Management of Portfolios ([link](#))*

# Atos services: Citizen Developer Offering



04. Atos experience,  
customer deserved  
benefits



 Microsoft   Atos Digital Workplace Practice

Atos and Microsoft have been partners for over 20 years, helping our mutual customers achieve even greater benefits from world-class software based on the M365 Suite.

Atos supports 1.7M O365 users, 2M mailboxes, 1M Skype/Teams users, 2.6M devices

Finalist  
**Microsoft Partner**  
2020 Partner of the Year  
Modern Endpoint Management Award

 Microsoft 365

Gold Cloud Productivity



Gold Communications



Gold Collaboration and Content



Gold Messaging



Gold Enterprise Mobility Management



Gold Windows and Devices



Gold Security

Azure Active Directory

~1,000  
Microsoft 365  
Competency  
Certifications

+20 years of  
strategic  
partnership

Earned multiple  
Microsoft Partner  
of the Year awards

Microsoft Teams  
Calling Advanced  
Partner

Microsoft Teams  
Meeting/Rooms  
Advanced Partner

Microsoft Mixed  
Reality Partner



Microsoft Partner | Mixed Reality

# M365

## Delivering value and supporting business outcomes

### M365 core services

On-premise and in cloud



### Extend scope

Voice, no-code development, meeting rooms, intranet, document management, on site services, ...



### Add-ons

Support and manage add-ons from the app store, including licenses, operational, integration, security management  
citizen developer support

### 1 – Business Consumption & Productivity

Driving usage transformation & lowering costs  
>80% user adoption with experience KPIs

### 2 – Proactive Delivery

Leveraging data to proactively enhance employee experience

### 3 – Evergreen Management

Absorbing changes and delivering business value  
perpetual enablement of new features- patent

### 4 – Security Management

Proactively protecting and monitoring security of IP and data

### 5 – User Support and Normal Incident Management

Supporting and leveraging automation

### 6 – Monitoring & Major Incident Management

Knowing if users are impacted and ensuring the right things happen

### 7 – Administration and features management

Managing platform & configuration

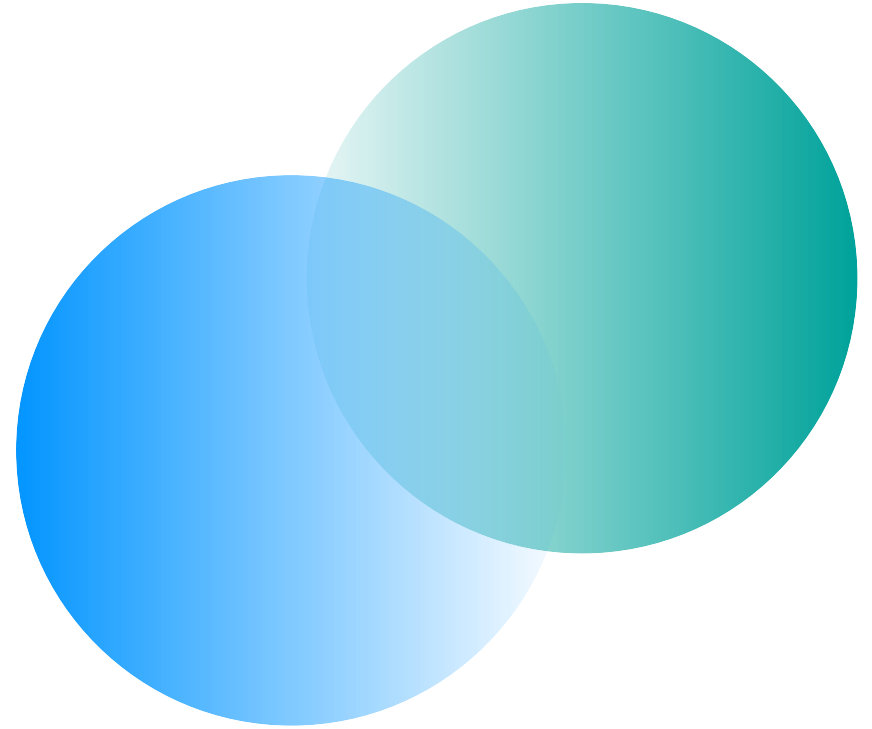
### 8 – Project Activities

Supporting ongoing projects and managing new projects  
-add line of business process automation

# Several references, worldwide...

FINANCIAL SERVICES & INSURANCE	 	   	   	 	   	 	✓
HEALTHCARE & LIFE SCIENCES	 		 				✓
PUBLIC SECTOR & DEFENSE	 	 	   	 	   	 	✓
MANUFACTURING	      	       	    	     	     	 	✓
TELCO, MEDIA & TECHNOLOGY	  		  	 	 		✓
RESOURCES & SERVICES	    	      	    	       	    	    	✓

## 05. Questions and answers





# What's next?

## Enable

3 workshops to define the standards and policies

**Fixed fee**

## Deploy

Setup example gallery and document process and usage

**Fixed fee**, optional fee for running promo campaign

## Support

eLearning module is fixed fee

**Yearly hour budget** for webinar and online SME support

## Development +

Per application a project fee and / or management fee based on function points

**Intake form** to determine function points

# Questions and Answers

- Did we spark your interest ?
- Does this service address your business needs ?
- Could you think about a use case at your company ?
- Special use cases you would like to discuss ?
- Ready for your transformation ?
- Or do you have further questions ?



# Thank you

For more information please contact:  
[colin.corbett@atos.net](mailto:colin.corbett@atos.net)

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