



Atos, EMC and VMware to form an open cloud computing strategic alliance

*Atos to create Canopy, a One-Stop-Shop Company for Advanced Cloud Services;
EMC and VMware to Invest Alongside Atos to Unlock the Potential of Cloud Computing
for Enterprises and Governments*

**Webcast today at 15.00 (CET) with Thierry Breton Chairman and Chief Executive Officer at Atos and
Joe Tucci, Chairman and Chief Executive Officer at EMC**
Register [here](#)

Paris, France; Hopkinton, Mass; Palo Alto, Calif. 15 February 2012 – Atos, EMC Corporation and VMware announced today a strategic alliance for open cloud computing. Additionally, Atos plans to create a new company, Canopy, providing a wide range of cloud solutions and services designed to speed the delivery and help customers quickly take advantage of the benefits of cloud computing. Based on best-of-breed technology from global cloud computing industry leaders EMC and VMware, the new offerings will include an open cloud platform that enables customers to easily and flexibly choose, access and deploy cloud-based services for their enterprise IT needs.

Canopy will provide a market-leading one-stop shop for cloud services, enabling organizations to easily, securely and cost effectively accelerate their move to the cloud. As part of the strategic alliance and in addition to providing the advanced technologies upon which the new Atos cloud solutions and services will be delivered, EMC and VMware also intend to invest alongside Atos to help drive innovation and the successful adoption of Canopy's solutions in the marketplace.

Thierry Breton, Chairman and Chief Executive Officer at Atos, said: "Today's enterprises and governments face in parallel massive pressures on IT costs, growing user expectations for agility, user-friendliness, and innovation. Cloud Computing is radically changing the world of IT by meeting these needs. The launch of Canopy and its unique set of enterprise-grade services will ensure that Atos is well positioned to play a leading role in this new and growing market. The value of today's strategic alliance is very promising for our customers as Canopy has been designed to leverage the capabilities of Atos, EMC and VMware technologies so as to offer our clients the best one-stop-shop cloud services. Canopy will in particular closely work with its private and public sector customers to guarantee that its cloud solutions and operations will provide the highest level of integrity, reliability and security."

Joe Tucci, Chairman and Chief Executive Officer, EMC, said: "Cloud computing is altering forever the way in which IT is designed and consumed across data centers, applications and end user access points. EMC looks forward to working even more closely with Atos, accelerating this shared vision and making the benefits of cloud computing a reality for enterprise customers in key targeted industries."

Paul Maritz, Chief Executive Officer, VMware said: “Cloud computing represents a significant shift in how customers consume and manage IT resources, but they are asking for the benefits of the cloud on their terms, with the ability for managed services to be delivered on or off premise. We’re pleased to be working with Atos and EMC to deliver cloud solutions in this fashion – simplifying and automating IT services to help customers not only reduce costs, but also transform IT into a strategic asset that yields business and competitive value.”

The new strategic cloud offerings will be based on open standards so clients can always choose their preferred technology, whether to run the solution off- or on-premise and how to mix private, public and hybrid cloud solutions to best meet their business needs. They will be targeted at selected vertical markets and include:

- An Enterprise Application Store – powered by EMC and VMware technologies- will enable clients anywhere in the world to choose, access and download applications they require under the Software as a Service (SaaS) model. The store will include horizontal (cross-industries) and industry-specific business applications.
- An Enterprise Platform as a Service (PaaS) – powered by EMC and VMware technologies, and managed by Atos, will provide a secure enterprise Java development environment, incorporating a standard development framework where Canopy and its clients can design, create and test new cloud applications.
- A Private Cloud – powered by EMC and VMware technologies – will provide clients with a pre-configured, standardized, enterprise-grade cloud stack for on-premise and off-premise deployments, enabling clients to speed up their cloud readiness.
- Cloud strategy & transformation Journey Design – these consulting services will range from building customized cloud strategy to shaping a cloud transformation journey so that customers can grasp the benefits while moving to the cloud securely and at the speed that is right for them.

The strategic alliance will leverage the common channels of Atos and EMC to bring to the market this portfolio of end-to-end cloud services.

With cloud computing currently accounting for 10% of the IT market and set to quadruple by 2020, Atos, EMC and VMware share the same vision and strategy regarding ongoing IT/Cloud transformation and the Cloud solutions and services required in the marketplace.

Canopy will enable the transformation of the application landscape of customers and help them capture the value delivered by the cloud. Canopy customers will benefit from the highest levels of integrity, security and confidentiality of data in the cloud as well as secure operations with high level of availability leveraging the broad portfolio of solutions and services from its partners.

Thus, Canopy customers will fully benefit from the cutting-edge EMC and VMware technologies, orchestrated, carefully integrated, industrialized and delivered through the Atos worldwide datacenter network and proven know-how in cloud services. For organizations, the benefits are

huge –in IT costs reduction through flexible pricing models plus access to innovative, flexible, agile technology that ensures rapid implementation and faster time to market for products and services.

Headquartered in Europe, Canopy will propose Cloud offerings from dedicated infrastructures in order to ensure its customers' data protection and security, complying with all relevant regulations. Canopy CEO will be appointed by Atos, its principal shareholder.

Webcast today at 15.00 (CET)

Thierry Breton, Chairman and Chief Executive Officer at Atos and Joseph M. Tucci, Chairman, President and Chief Executive Officer at EMC invite you to join a webcast in English today, 15 February, at 3:00 pm, CET time, to find out more about the new strategic alliance and the creation of Canopy. To register and join the webcast or to find the dial in details to join by phone, click, [here](#).

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About Atos

Atos is an international information technology services company with annual revenues of €8.6 billion and 74,000 employees in 42 countries. Serving a global client base, it delivers hi-tech transactional services, consulting and technology services, systems integration and managed services. Atos is focused on business technology that powers progress and helps organizations to create their firm of the future. It is the Worldwide Information Technology Partner for the Olympic and Paralympic Games and is quoted on the Paris Eurolist Market. Atos operates under the brands Atos, Atos Consulting & Technology Services, Atos Worldline and Atos Worldgrid. For more information visit www.atos.net.

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About EMC

EMC Corporation is a global leader in enabling businesses and service providers to transform their operations and deliver IT as a service. Fundamental to this transformation is cloud computing. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset — information — in a more agile, trusted and cost-efficient way. Additional information about EMC can be found at www.EMC.com.

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About VMware

VMware is the leader in virtualization and cloud infrastructure solutions that enable businesses to thrive in the Cloud Era. Customers rely on VMware to help them transform the way they build, deliver and consume Information Technology resources in a manner that is evolutionary and based on their specific needs. With 2011 revenues of \$3.77 billion, VMware has more than 350,000 customers and 50,000 partners. The company is headquartered in Silicon Valley with offices throughout the world and can be found online at www.vmware.com. VMware is a registered trademark and/or trademark of VMware, Inc. in the United States and/or other jurisdictions. The use of the word « partner » or « partnership » does not imply a legal partnership relationship between VMware and any other company.

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