



Atos wins major outsourcing contract with the leading Nordic communication and logistic group – PostNord

7-year contract worth to implement innovative business model

Copenhagen, 4 September 2012 - Atos, an international IT services company, announced today that it has been awarded a seven-year IT outsourcing contract by PostNord, a merger from the Danish and Swedish post. While the business demand for cost-effective solutions and services in Nordic logistics is increasing, solid cost-management within the mail business remains critical. PostNord implements a strong service model with Atos as its IT partner to expand its market share and reduce its costs at the same time.

Under the contract, Atos will deliver outsourcing services and will use its offices in the Nordics, Poland and Germany to deliver its application infrastructure and workplace services. Atos will consolidate and modernize the existing infrastructure to further improve services for 15,000+ end users located at offices and retail outlets across the Nordics. These improvements will deliver substantial savings over 7 years. Close to 100 staff from PostNord will be transferred to Atos offices in Denmark.

Joss Delissen, CIO at PostNord said: "This is a very significant contract for all the businesses involved. We choose Atos as our long-term partner as we are convinced of their reputation and the expertise in outsourcing and innovative services. With their help we aim to reduce costs by simplifying IT support and provide a solid platform for future developments."

"The bidding process considers all the bids against a wide range of factors, including technical capability, service continuity, experience, geographical coverage, cost, service levels, flexibility and innovation," he added. "Overall, Atos emerged as the preferred bidder from that process, and we are looking forward to working with them."

By outsourcing its services, PostNord aims to:

- Develop new solutions for communication and logistics
- Grow its market share in the e-commerce and logistics market
- Reduce the percentage of fixed costs, synchronize working methods and set a clear, unified and cohesive identity
- Reduce PostNord Group's carbon footprint

Gilles Grapinet, Executive senior vice president at Atos said: "This is an important new contract win for Atos, not only because it will be one of the very significant wins of 2012 from a financial standpoint, but also because it demonstrates the growth potential and the value of the new Atos in the marketplace, just one year after the merger between Atos Origin and the former Siemens Information Solutions & Services. Working with PostNord to change its business model and reduce delivery costs is an exciting opportunity. We have a strong heritage in the outsourcing sector and this new long-term contract represents for Atos a very significant development in this highly competitive Nord-European market."

Flemming L. Jensen, CEO at Atos in Denmark said: "We are proud to be selected by PostNord to become one of their important IT-partners and we are excited to assist PostNord in building an innovative future IT landscape. This win establishes Atos also in the Nordics as a leading IT-provider. We are looking forward to welcoming our many new and skilled colleagues from PostNord".

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About PostNord

PostNord was formed in 2009 through the merger of Post Danmark A/S and Posten AB. The group offers communication and logistics solutions to, from and within the Nordic region, with sales of approximately SEK 40 billion and over 40,000 employees. Operations are managed in business areas Mail Denmark, Mail Sweden and Logistics, and in Strålfors. The parent company is a Swedish public company headquartered in Solna, Sweden. Read more about PostNord at www.postnord.com.

About Atos

Atos is an international information technology services company with annual 2011 proforma revenue of EUR 8.5 billion and 74,000 employees in 48 countries. Serving a global client base, it delivers hi-tech transactional services, consulting and technology services, systems integration and managed services. With its deep technology expertise and industry knowledge, it works with clients across the following market sectors: Manufacturing, Retail, Services; Public, Health & Transports; Financial Services; Telecoms, Media & Technology; Energy & Utilities. 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: atos.net

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