



# Curated Partner Slide Compilation (for customisation)

April 2021

# Atos Unify – Three Strategic Pillars



## Mission Critical Communication

Atos Direct / Large Enterprise

### Verticals

Public Safety  
Healthcare  
Transport  
Armed Forces  
Fire & Rescue  
Ports & Shipping  
Education  
Sporting Events  
Public Arenas

### Solutions

Voice Comms  
Contact Center  
UC  
Team Collaboration  
C&C Centres  
Cyber Security  
Secure Cloud  
Specialist Systems

E.G. Oscar, CRMS, ESINET and PSAP offerings



Telefonica

## Partnerships

UCaaS, CCaaS and Technology Partners

RingCentral

NICE inContact

CXone

Microsoft



SIEMENS



## SME UCC Business

Indirect Routes to Market

### Market

All verticals  
SME / MM

### RTM

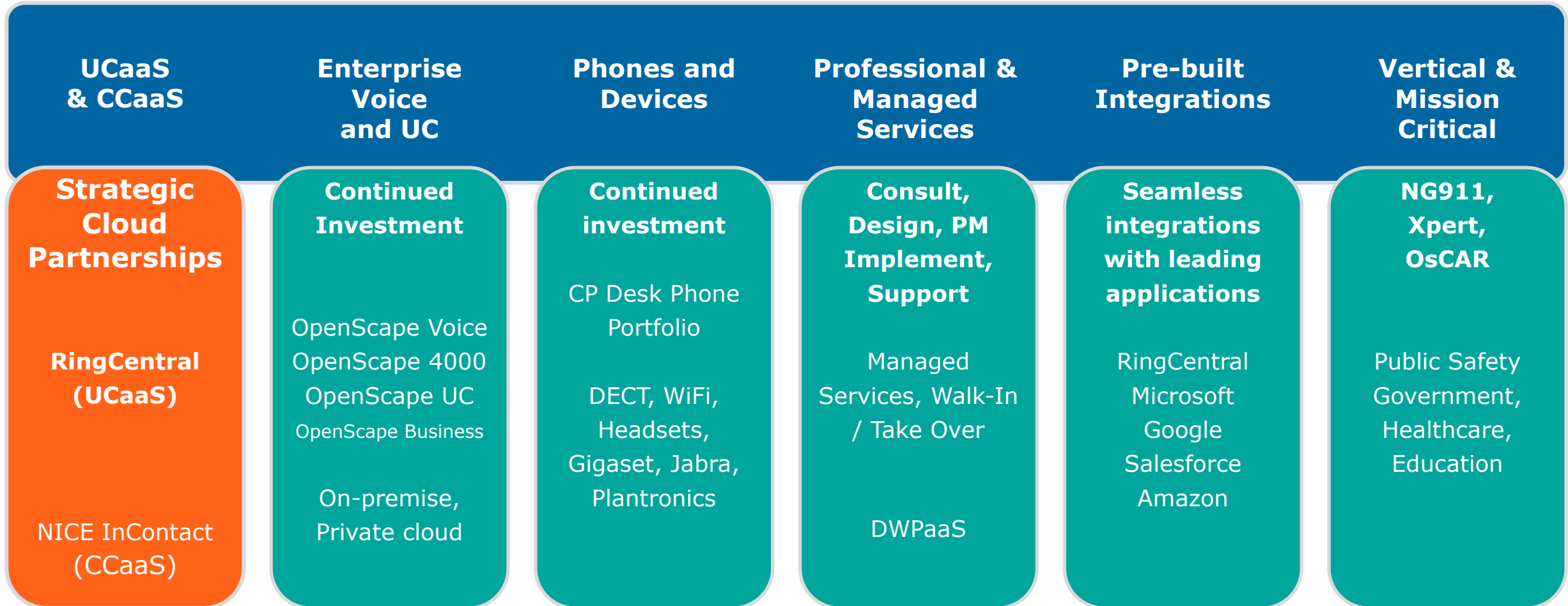
Distribution  
Tier 1 Channel  
Tier 2 Channel

### Solutions

Cloud UCaaS  
Cloud CCaaS  
Team Collaboration  
On-Premise Voice  
On-Premise CC  
On-Premise UC  
Devices  
Cyber Security

# Atos Unify Portfolio

## Best in class



1

The market

# Change is certain

70%

of knowledge workers to remain working from home post Covid

Source - Nemertes Research

Avoid

Hot Desks, Breakout Areas & Shared Workspaces

68%

of organizations expect to invest in communications and collaboration as a result of Covid 19

Source - IDC

8%

Overall decline in IT spending as a result of Covid-19 \*Gartner

Source - Gartner

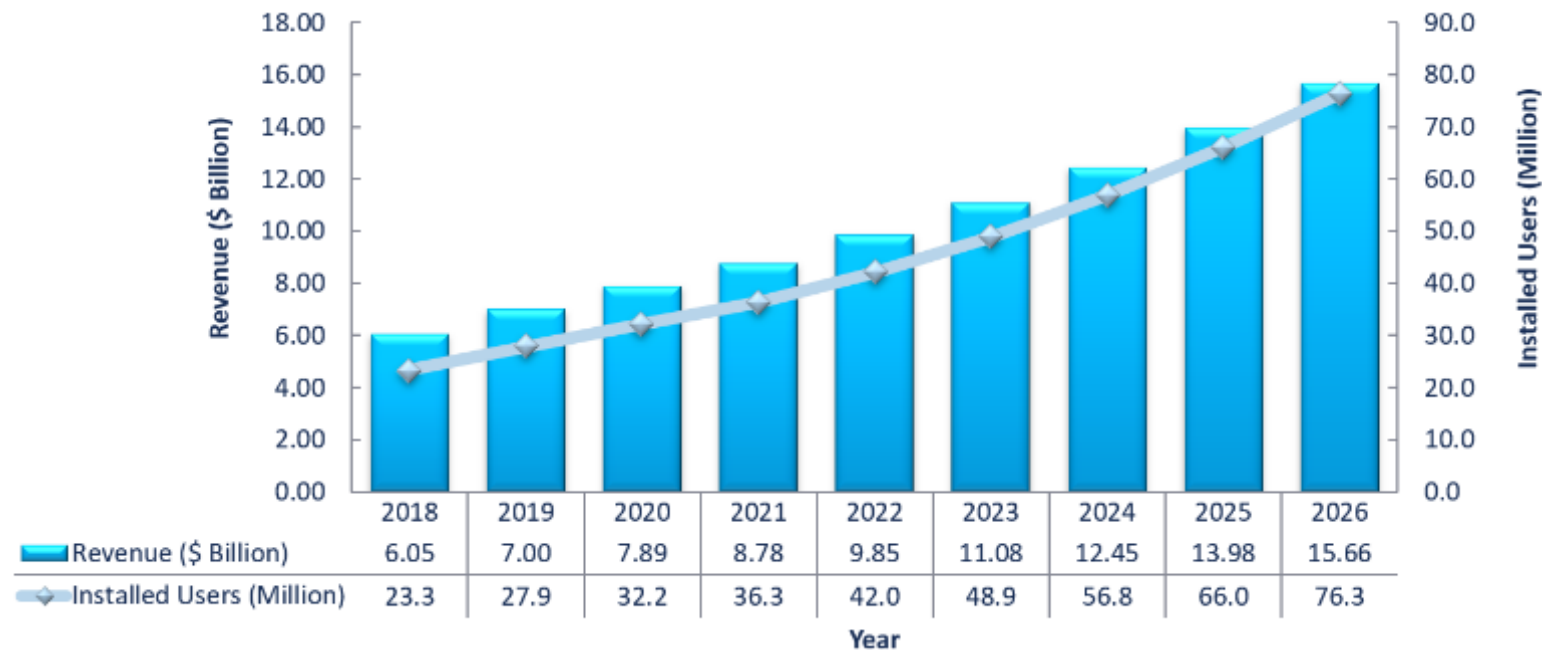
13%

CAGR in cloud-based communications systems to 2024

# UCaaS Market Overview

- ▶ COVID-19 will create an unprecedented opportunity for providers to promote the benefits of UCaaS like flexibility, capacity adjustments and location-agnostic services delivery.
- ▶ SMBs and small/temporary remote teams will adopt plug-and-play solutions via digital channels or bundled with connectivity services
- ▶ By 2026, penetration is likely to increase to 19.4 percent, driven both by PBX user conversion to UCaaS, as well as the adoption of business-grade IP communications by SOHOs and micro-businesses presently using POTS lines and consumer mobile services
- ▶ UCaaS user and revenue growth will be slower than originally projected in 2020 and 2021 due to macroeconomic recovery curve and will rebound by 2022.

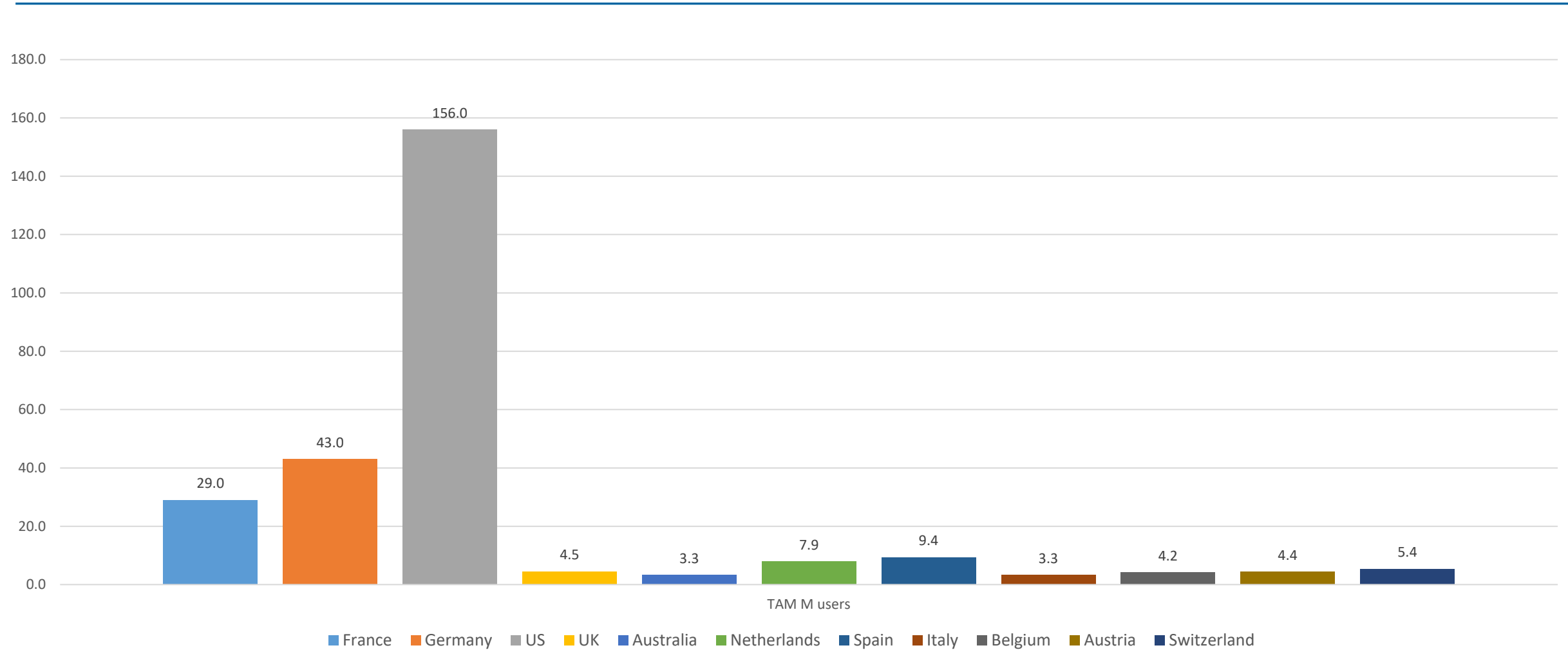
- Total European Revenue to **grow** from **\$7B** in 2019, to **\$15.66B** in 2026
- Total users to **increase** from **27.9M** in 2019 to **76.3M** in 2026
- Revenue CAGR, **2019-2026** = 12.2%, Installed Base CAGR, **2019-2026** = 15.5%



Source: Frost & Sullivan

# Total Addressable Market by countries

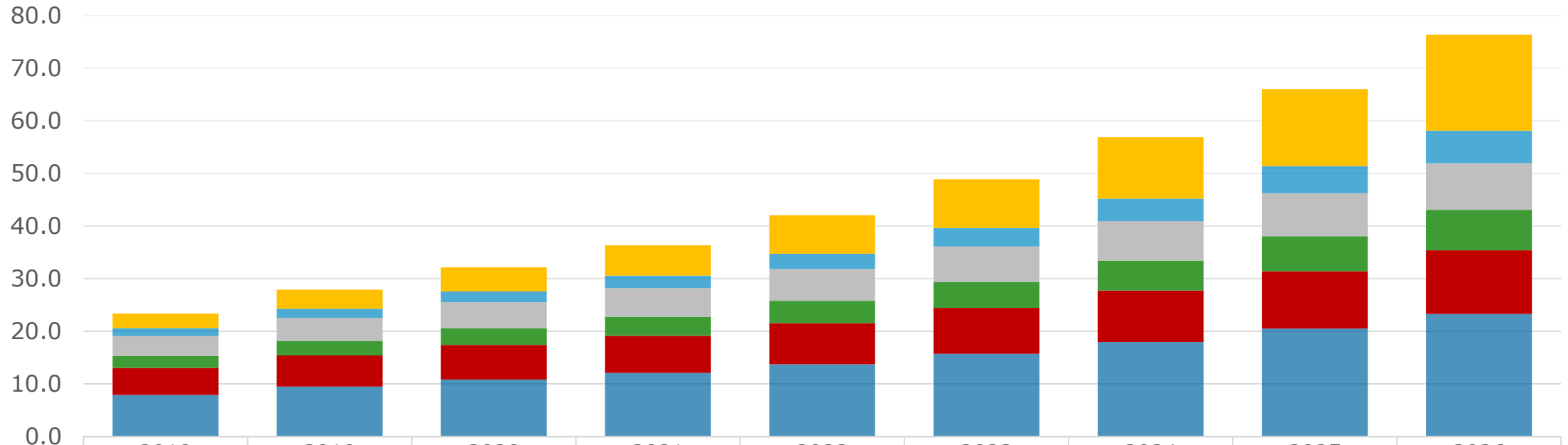
*\*Figures in Million people/users*



# European User Installed base

*\*Figures in Million users*

TOTAL HOSTED IP TELEPHONY AND UCAAS MARKET: INSTALLED USERS BY REGION, EUROPE, 2018–2026



	2018	2019	2020	2021	2022	2023	2024	2025	2026
CEE	2.8	3.6	4.6	5.7	7.3	9.2	11.7	14.7	18.2
RWE	1.5	1.7	2.1	2.4	2.9	3.5	4.2	5.1	6.2
Nordics	3.8	4.4	4.9	5.4	6.1	6.8	7.5	8.2	8.9
Benelux	2.3	2.7	3.2	3.6	4.2	4.9	5.7	6.6	7.7
Italy and Spain	5.1	5.9	6.5	7.0	7.8	8.7	9.8	10.9	12.1
GFU	7.9	9.5	10.8	12.1	13.7	15.7	18.0	20.5	23.3



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Our partnership

# RingCentral + Atos Unify global partnership

## Our relationship with the market-leading UCaaS provider



Atos and RingCentral announced our long-term worldwide global partnership on Feb. 10th, 2020.



Together we are developing a co-branded offering released on 1<sup>st</sup> September (France) and exclusively available through Atos sales channels.



Atos and RingCentral will enable organizations with the market leading UCaaS cloud communications service.



Atos global reach and experience of local country and vertical markets perfectly complements RingCentral.



Atos customer centricity and multi-vendor expertise mitigate any risk in journey to cloud.



Our unique history of communications and collaboration expertise surpasses all other systems integrators.



This partnership significantly expands the total addressable markets for both organizations.



Expands, enhances and extends Atos cloud services portfolio and allows more focused investments.

3

Introducing  
Unify Office by RingCentral

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# Unify Office

## The **new** Atos global cloud telephony & collaboration solution

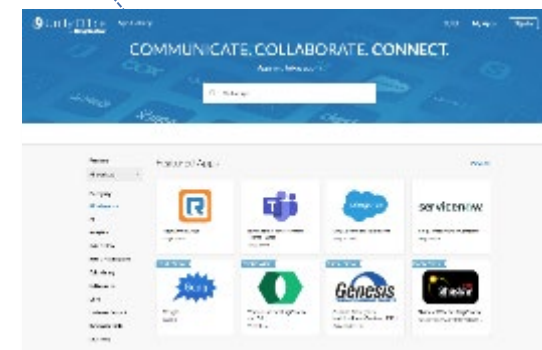
### Work from anywhere



### WebRTC Video



### Intuitive interface



### Business integrations

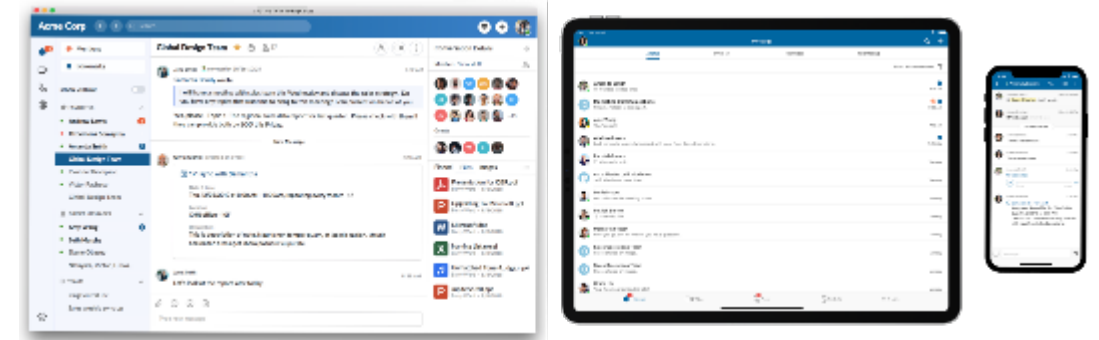
# Introducing Unify Office

## Everything you need in one place



### ► Message

- 121 and group conversations
- Get work done with notes and tasking
- Workflow and productivity integrations
- Calendar and contacts integrations



### ► Video & Audio Meetings

- Invite colleagues and guests by calendar
- High quality video and audio meetings
- Record and share screens
- Flip calls and meetings between devices



# Introducing Unify Office

## Everything you need in one place



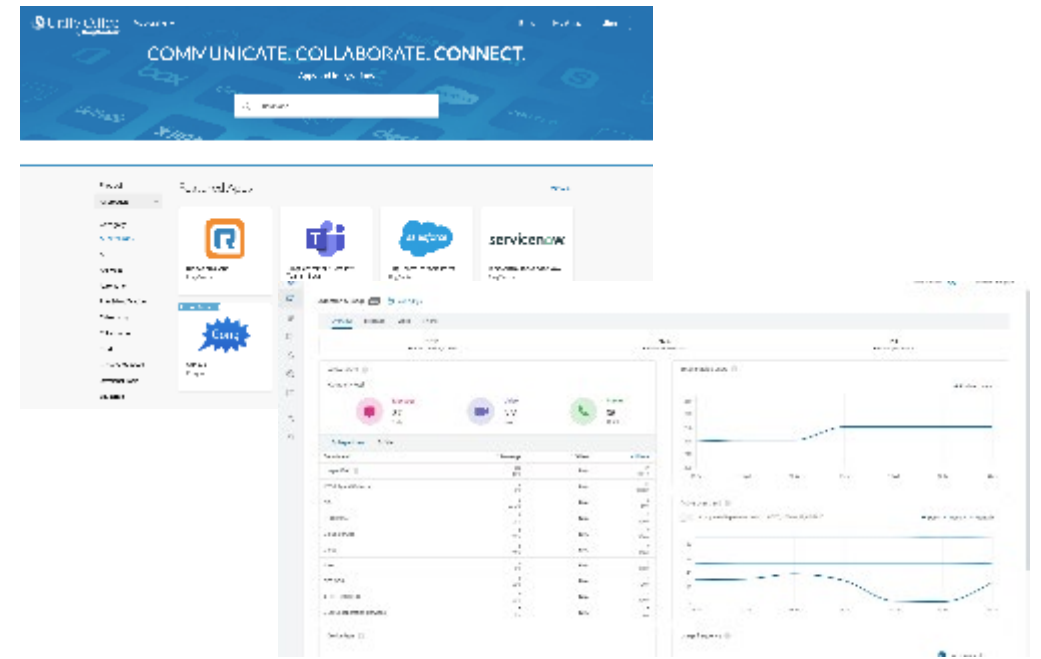
### ▶ Phone

- Automated deployment CP2xx,4xx,6xx
- Numbers and inclusive minutes
- Internet Fax



### ▶ Extensible Integrations

- Ready made storage and productivity
- APIs and SDKs for simple extension



### ▶ Performance Reporting

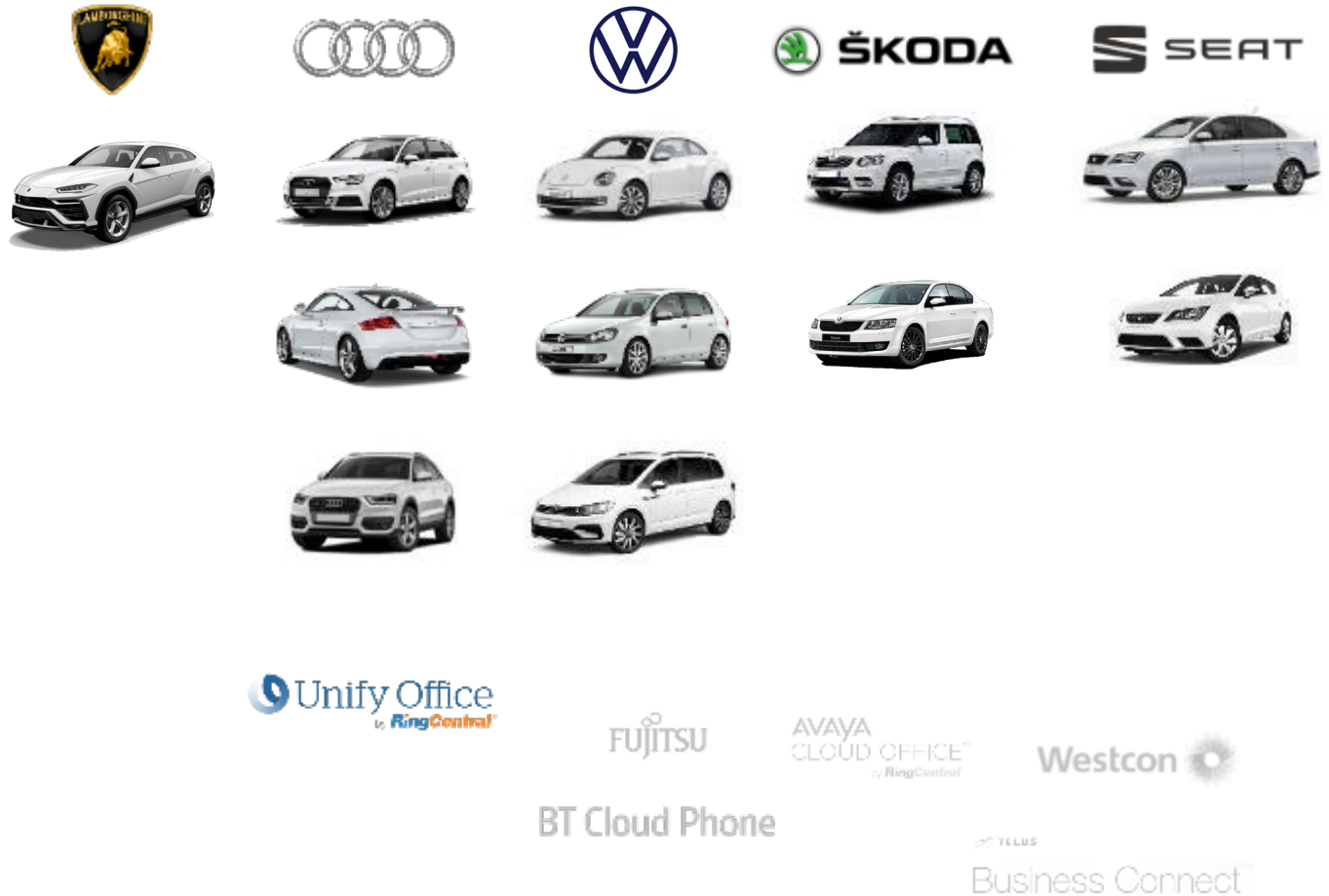
- QoS and analytics
- Usage insights

# Contextual Differentiation

## Identifying unique value



- ▶ Platform sharing is not new
- ▶ Requires a different approach
- ▶ Shift of emphasis
  - brand characteristics
  - expertise
  - target markets
  - buyer persona
- ▶ Which would you choose and why?
  - comfort or low carbon footprint
  - future value or low upfront cost
  - performance or reliability
  - safety or driving experience



# Feature ambitions

Initial launch September 2020 (subject to change)

Q3 2020	Q4 2020	2021
Core voice services focus	LE, SMB, Partner feedback focus	Continued improvement
<ul style="list-style-type: none"> <li>Unify Office branding</li> <li>Localized apps, documentation, portals and collaterals</li> <li>Solid phone features</li> <li>CP205, 400 and 600 purchase and provisioning</li> <li>Global office numbering plans</li> <li>Germany localized datacenter</li> <li>Cloud contact center integration</li> <li>User and Number migration options</li> <li>ATA compatibility</li> </ul>	<ul style="list-style-type: none"> <li>Migration option of installed CP phones</li> <li>Extended phone features</li> <li>CP100, CP 200+ KEM purchase and provisioning</li> <li>Administration enhancements</li> <li>Cordless compatibility</li> <li>Migration – SIP Interconnection</li> <li>Overlay – SIP Interconnection</li> </ul>	<ul style="list-style-type: none"> <li>Collaboration enhancements</li> <li>More PBX interworking capabilities</li> <li>Meeting enhancements</li> <li>Administration enhancements</li> <li>Additional Phones and Meeting devices</li> <li>Extended phone features</li> </ul>



4

Pricing, packaging and  
availability

# Pricing and Packaging Euro

STANDARD	PREMIUM	ULTIMATE
€19.99	€24.99	€35.99
From <b>€16.99</b> PuPm	From <b>€22.99</b> PuPm	From <b>€33.99</b> PuPm
<ul style="list-style-type: none"><li>▪ <b>500</b> inclusive minutes PuPm</li><li>▪ Unlimited audio meetings</li><li>▪ Unlimited video conferencing (Up to <b>100</b> people per meeting)</li><li>▪ Voicemail to text</li><li>▪ Multi-Level IVR</li><li>▪ EU based support 08:00-18:00 (Mon – Fri)</li></ul>	<ul style="list-style-type: none"><li>▪ <b>1000</b> inclusive minutes PuPm</li><li>▪ Unlimited audio meetings</li><li>▪ Unlimited video conferencing (Up to <b>200</b> people per meeting)</li><li>▪ Voicemail to text</li><li>▪ Multi-Level IVR</li><li>▪ Automatic call recording</li><li>▪ EU based support 24/7</li></ul>	<ul style="list-style-type: none"><li>▪ <b>2000</b> inclusive minutes PuPm</li><li>▪ Unlimited audio meetings</li><li>▪ Unlimited video conferencing (Up to <b>200</b> people per meeting)</li><li>▪ Voicemail to text</li><li>▪ Multi-Level IVR</li><li>▪ Automatic call recording</li><li>▪ EU based support 24/7</li></ul>
	<b>MOST POPULAR</b>	

The above pricing takes advantage of annual discount and is based upon 2-19 users. Please click [HERE](#) for the most recent website information.  
**NB - Any opportunity above 500 seats is eligible for the enterprise pricing support process.**

# Standard Packaging Euro

	STANDARD	PREMIUM	ULTIMATE
	€19.99	€24.99	€35.99
	From <b>€16.99</b> PuPm	From <b>€22.99</b> PuPm	From <b>€33.99</b> PuPm
Included European minutes per user	500	1000	2000
Unlimited audio meetings	●	●	●
Unlimited video meetings on Desktop & Mobile	Up to <b>100</b> participants	Up to <b>200</b> participants	Up to <b>200</b> participants
Internet Fax	●	●	●
Integrations – Microsoft, Google, Box, Dropbox	●	●	●
Integrations – Salesforce, Zendesk, Desk.com		●	●
SSO and Active Directory		●	●
Developer Platform		●	●
<b>Automatic</b> Call Recording		●	●

The above pricing takes advantage of annual discount and is based upon 2-19 users. Please click [HERE](#) for the most recent website information.  
**NB - Any opportunity above 500 seats is eligible for the enterprise pricing support process.**

# Unify Office Pricing Bands

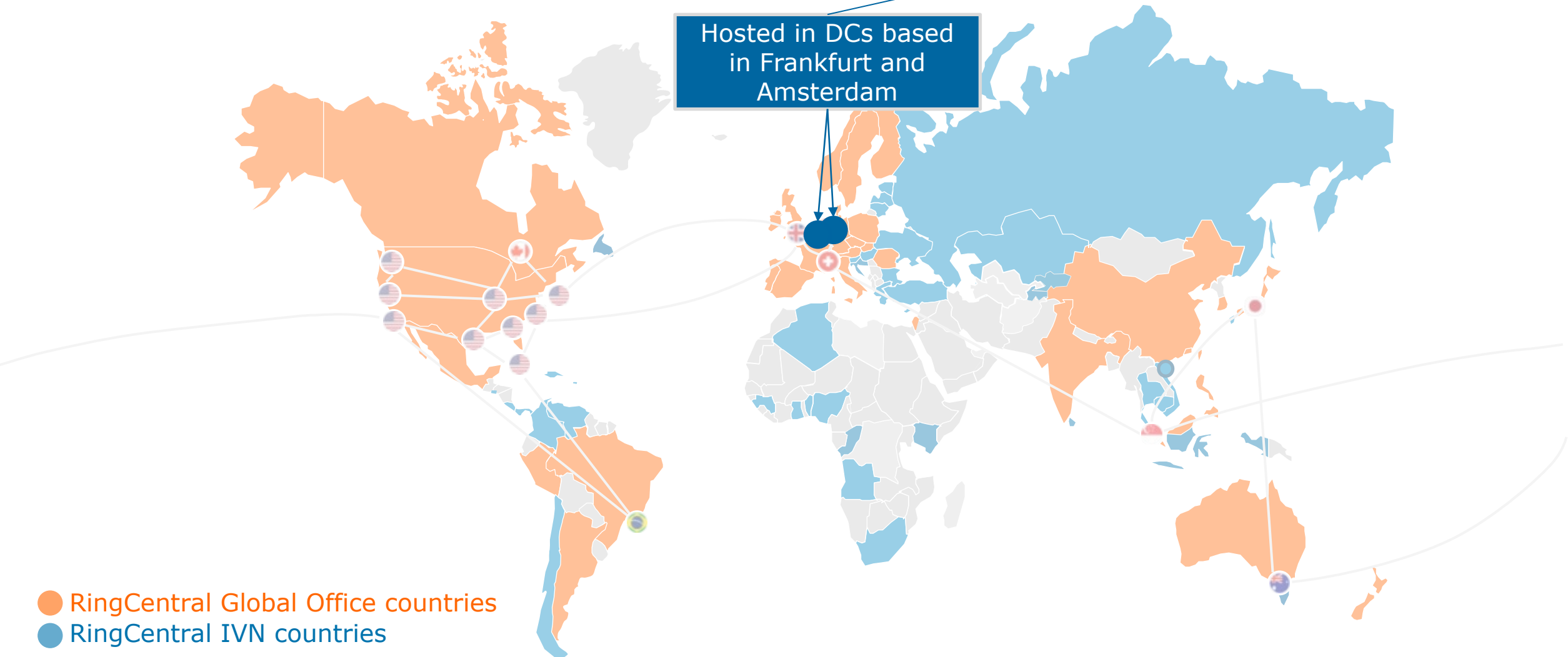
## Euro



Annual Payment	Standard	Premium	Ultimate
1 User	€22.99	€28.99	€39.99
2 to 19 Users	€16.99	€22.99	€33.99
20 to 99 Users	€15.99	€21.99	€32.99
100 Plus Users	€14.99	€20.99	€31.99

Monthly Payment	Standard	Premium	Ultimate
1 User	€25.99	€30.99	€41.99
2 to 19 Users	€19.99	€24.99	€35.99
20 to 99 Users	€18.99	€23.99	€34.99
100 Plus Users	€17.99	€22.99	€33.99

# RingCentral's Global Reach



5

Why buy cloud through  
Atos Unify?

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# Why choose Atos Unify?

## How we make the difference

Choose the optimum messages for your opportunity from these slides



Trusted Advisor – our people make the difference with the most compelling level of business and technology expertise of all vendors - available locally.



Unique Perspective – As both a creator and builder of communications solutions in combination with being global systems integrator of other vendors technology.



Commercial Engineering – Atos are experts in maximizing current technology investments and smoothing the transition from existing obligations.



Vertical Knowledge – The Atos vertical transformation program delivers unique insights we use to correlate best practice across industries.



Data Privacy – Our global engagements gave us a deep understanding of regional demands that we package into understandable strategic guidelines.



Peace of Mind – As a global integrator Atos offers customers an end to end solution that removes the complexity of multi vendor deployments.

# Our value explained

- ▶ Professionally guided journey to cloud
- ▶ Leverage existing equipment investments
- ▶ Data sovereignty and privacy expertise
  - European Data Centers (FR +AMS)
- ▶ Unique directory integration capabilities
- ▶ Unique DWPaaS consumption options
- ▶ Customer success – recognize gains faster
- ▶ Cybersecurity, automation and IoT
- ▶ Commercial flexibility
- ▶ Transition management





# Why Atos Unify?

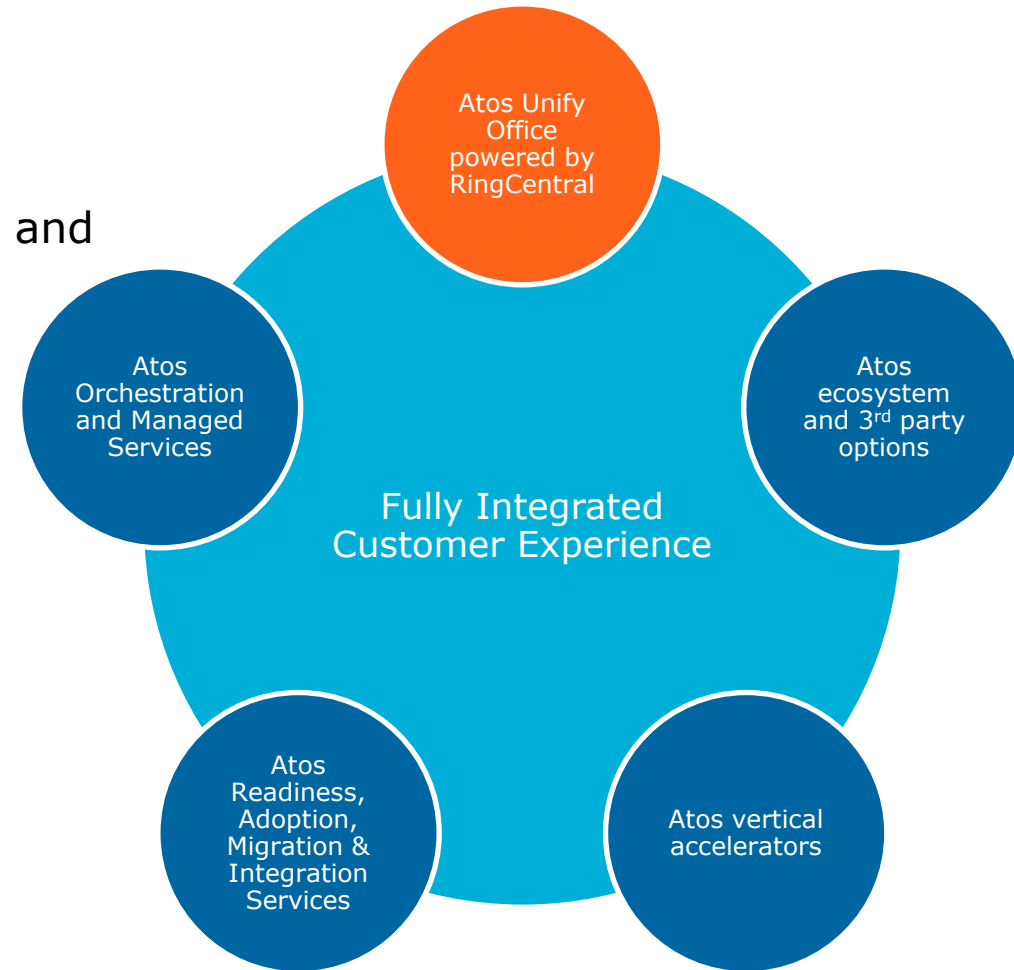
## Amplifying the power of UCaaS

### End to end workplace service options:

- Readiness to assess existing landscape and cloud fit
- Migration to move and consume from the cloud at your pace
- Adoption service to ensure teams get the most from new tools and recognize gains earlier
- Integration to bridge your key tools across your workplace
- Fully managed and orchestration services options

### End to end solution ecosystem:

- Differentiated Unify Office solution powered by RingCentral
- Provider of endpoints, ecosystem choices
- Global choice of number plans and all-in pricing for local and international minutes
- Backed by Atos Support
- Vertical differentiation options and expertise



6

Migration Example

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# Unify Office

For **every** stage of the customer journey

## Transform

Cloud-based communication and collaboration in OPEX model

- Migration scripts automate the easy movement of user, groups, profiles
- Centralized provisioning of PSTN services with Unify Office Global Office reducing complexity
- Investment protection by reconnecting existing CP phones and other OpenScape solution elements

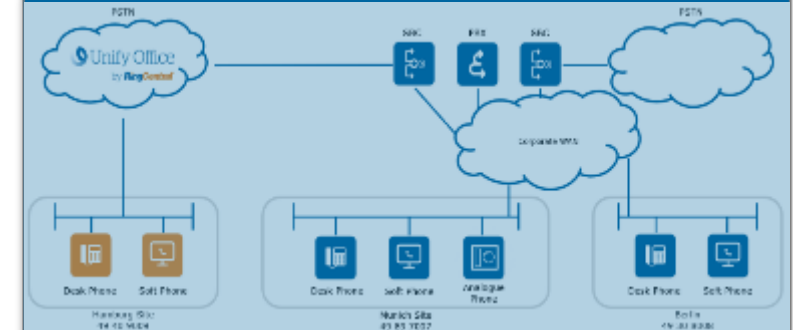
## Enhance



- Expand existing communications estate with team collaboration, messaging and WebRTC audio and video meetings
- Expand existing customer DWP / team collaboration solution with richly featured cloud PBX telephony services



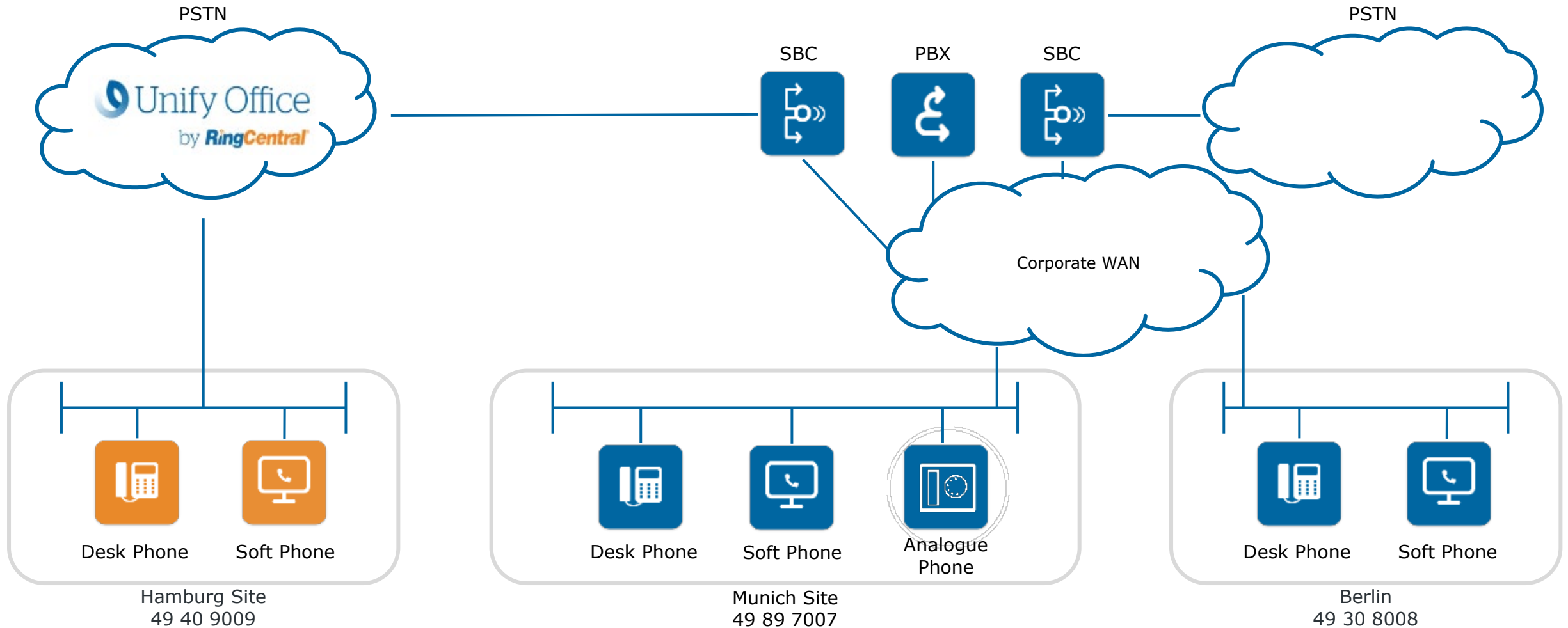
## Connect



- Where a customer has longer term demand for capabilities beyond cloud telephony – we can interconnect to the existing OpenScape platforms via an SBC

# Migration Approaches

## SIP Interconnection





# Evolving Teams Story

# Unify Office with Microsoft Teams

## Benefits



- Powerful cloud telephony to complement Teams collaboration
- Native user experience in teams to overcome time to productivity challenges

Native integration and easy to use

- Hold and resume, blind and warm transfer, IVR, call logs, automatic call recording, call queues, analytics and more

Highly feature rich

- Global delivery footprint >100 countries
- Ready built Integrations with many business apps
- Security and reliability

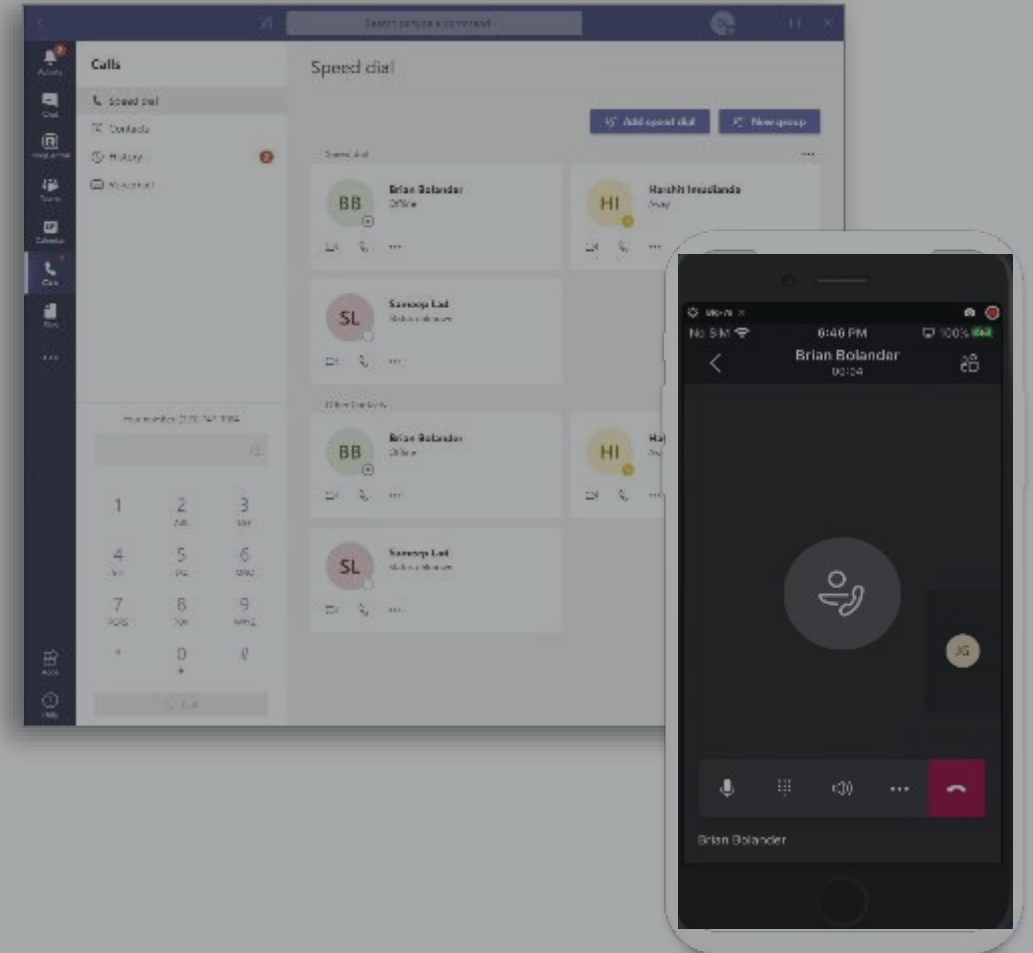
Enterprise grade

# Unify Office with Teams

## Native Teams Integration

## Teams User Experience

- Native Teams Desktop and Web  
Reduces adoption challenges – zero retraining
- Native Teams Mobile  
Reduced app switching and breaks in workflow
- Superior Global Availability & TCO  
More countries, no MS calling plans, no SBC expense
- Robust Calling Features  
Richer analytics, reporting and APIs



# Thank you

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The Atos logo is displayed in white, bold, sans-serif capital letters. The letter 'o' is stylized with a circular cutout in the center. The logo is positioned in the bottom right corner of the slide.