

G-Cloud 15

Atos IoT Consulting and Portfolio Services



Atos

Table of contents

- 1. What is IoT Consulting and Portfolio Services? 3
- 2. What does it deliver? 4
- 3. What technology does it use?7
- 4. What terms apply?10
- 5. Termination..... 11
- 6. How do I order?12
- 7. Glossary.....13
- 8. Why Atos..... 14



1. What is IoT Consulting and Portfolio Services?

This service is an advisory offering built around Atos IoT technologies and capability. The engagement methodology is intentionally business focused and takes an agnostic approach to the underlying IoT technology, facilitating an end-to-end IoT solution that is tailored to the needs of UK Public Sector customers.

2. What does it deliver?

This is an advisory engagement supporting the development of an IoT strategy, architectural concepts and PoC services.

The service is ideal for those who need to better understand the potential of the Internet of Things from a business value perspective. It is a cost-effective and high-impact way to test assumptions, identify potential challenges, and “bring the concept to life” for senior stakeholders and non-technical staff.

Hyper-connected organisations benefit from deploying feature-rich IoT solutions, improving data understanding, streamlining business workflows, and realising cost benefits.

IoT Solutions can deliver the following:

- Creation of new value streams for customers, speed up time to market, and respond more rapidly to customer needs
- Real-time information on mission-critical systems enables organisations to capture more data about processes and products more quickly and radically improve market agility
- Simplify the process for organisations to see inside the business, including tracking from one end of the supply chain to the other, which lowers process costs
- Access to information from autonomous endpoints allows organisations to make real-time decisions on pricing (where appropriate) and logistics.

Features

- Advisory engagements covering strategy, technology, deployment and end-to-end service management
- PoC configuration services built around cloud-hosted application blueprints
- Solution concepts built from cross-industry research and experience, including Connectivity, Edge and Platform services
- Technical capabilities across a range of IoT technologies
- Where appropriate, migration or incorporation of existing data and infrastructures
- Development and provision of Business Continuity services
- Development of data analytics methods and AI/ML models to generate actionable business insights.

Benefits

- Leverage clear and proven business perspectives on the application of IoT
- A technology agnostic approach to determining operational opportunities and challenges of adopting IoT solutions
- Expedited testing of technology applicability and fast-track engagement of business users for exposing potential benefits and challenges of IoT solutions
- Ability to tailor approach to specific customer requirements
- Expertise in a range of device technologies and partnerships
- AI/ML provides many benefits, e.g. real-time insights, enhanced decision making, reduction in human error leading to improved accuracy, etc.
- Explore and leverage AI-led business outcomes.

Service Summary

The approach to delivering this consultancy-led service will be agreed with the client following a review of specific requirements and desired outcomes. Service specifics can be tailored to specific business needs.

The Atos IoT Consulting and Portfolio Services offers:

- Short-term business and technology consulting engagements to:
 - Inform business users as to the principles of appropriate IoT use cases aligned to their requirements
 - Assess given business processes in terms of viability for IoT use cases
 - Formulate design concepts and technology recommendations for given use cases
 - Proof of Concept configuration, including user demonstrations and supporting material.

It is anticipated that there will be a high level of client stakeholder interaction for IoT Consulting and Portfolio Services.

The engagement process will typically involve:

- Understanding the business needs behind the IoT consideration
- Feasibility studies
- Articulation of “As is” and “To be” user journey maps
- Process design
- IoT Platform and Edge Architectural design based upon reference architecture

- Business case formulation
- Technology recommendations.

Resources deployed would include Subject Matter Experts, Solution Architects, Software Engineers, and Project Managers. (Note: Representation from your business and technology teams would be required during this engagement.).

The team will use our proven consulting methodology called M4IoT as depicted in the diagram below:

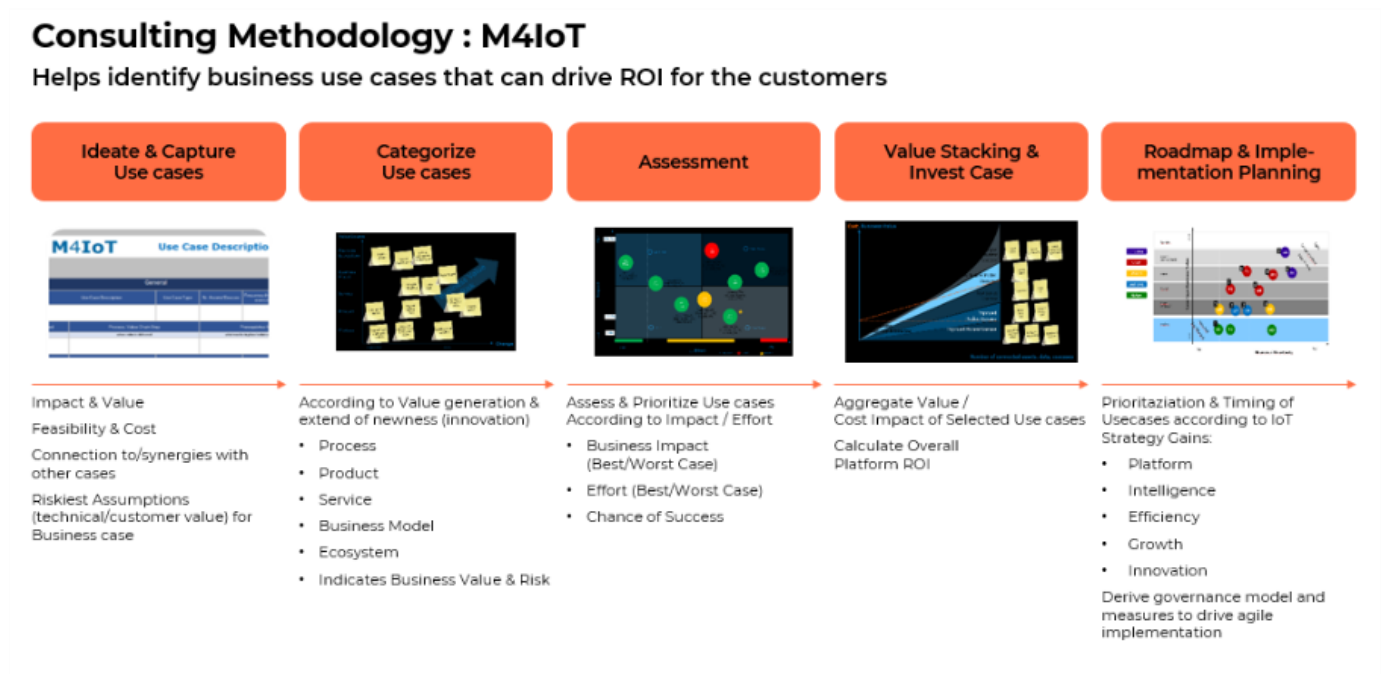


Figure 1: M4IoT Methodology



3. What technology does it use?

The Atos IoT Consulting and Portfolio Services encompasses the connectivity and management of the IoT landscape as depicted in the figure below.

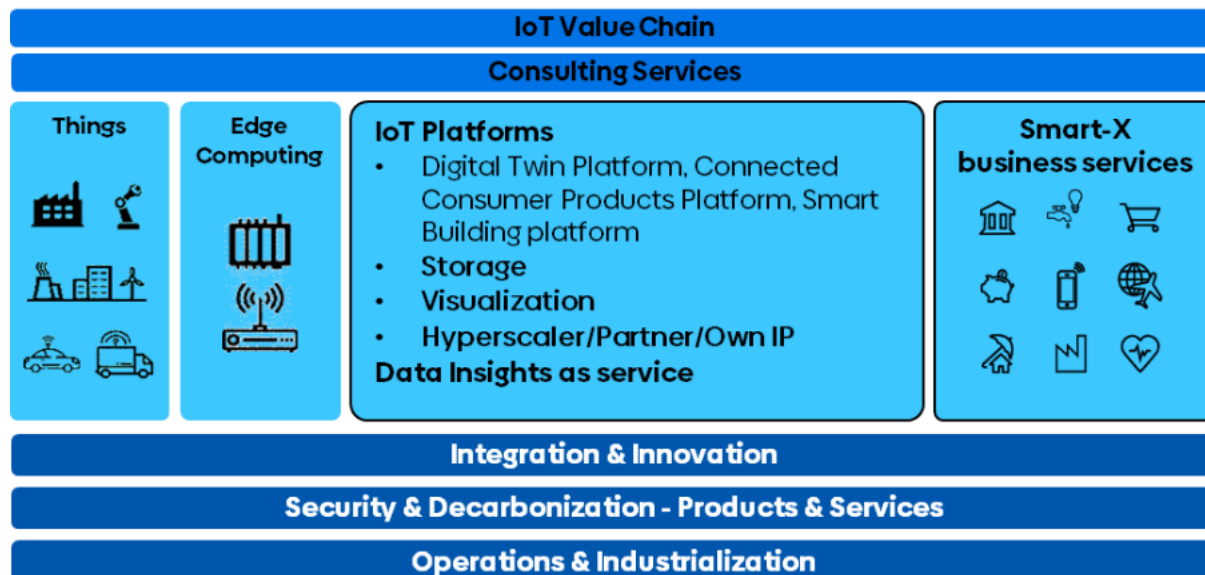


Figure 2: IoT Landscape

IoT Connectivity

To underpin IoT solutions, consultancy, design and implementation can be provided on communications technologies, including:

- LTE, 5G, Private 5G, Cellular and NBIoT Networks
- LoRa
- Local wireless (LAN) connectivity, including Bluetooth, ZigBee, LwM2M and WLAN
- Satellite
- Fixed landline communications, including the application of SDWAN
- Network operations
- Carrier management
- Site services, including surveys
- Communications security and quality of service assurance
- Network availability.

Managed IoT Edge

The Atos Managed IoT Edge service enables full control of the complexity of the devices and gateways deployed on the Edge. We provide global presence and technical expertise to design, implement and connect secure, resilient Edge solutions. Combining well-recognised capabilities to manage complex IT environments with best-in-class solutions to deliver SLA-driven Edge Services, integrated in the Atos End-to-End IoT Service Management Framework.

We leverage IoT Edge technologies to provide Cloud-to-cloud and Cloud-to-Edge distributed compute, localised command and control, and end-to-end data analytics. Our broader services aim to help customers improve business performance, increase productivity, reduce downtime and cut maintenance costs. We achieve this by using pre-emptive and proactive service strategies, based on remote technology, which neutralise application failures and resulting process disruptions. They are applicable to a wide range of environments that require comprehensive, consistent, and integrated end-to-end management.

Managed IoT Platforms

Our advisory services can include thinking around how a centralised IoT Platform can be incorporated into the overall IoT landscape. A managed IoT Platform, which can be deployed either as a private cloud or within a public cloud service, is designed to deliver the following:

- Build secure, scalable solutions to support enterprise functions, supporting multiple use cases
- Industrialised and scalable services based on modular solutions
- Scalability in device provisioning
- Device management at scale
- Management for secure E2E control & lifecycle management with enterprise-grade SLAs
- Create insights from millions of devices and data sources
- Integrate intelligence into devices
- Ensuring E2E data security.

Activities within our consultancy services could include the development of the following IoT Platform aspects:

- **Platform Provisioning** – Covers activities ranging from platform subscription setup to provisioning IoT Components and their configuration.
- **Platform Management** – End-to-End Monitoring of IoT Components.
- **Platform Service management** – Integration of the IoT Platform automated ITSM functionality with generic and customer-specific service dashboards.
- **Platform Security Management** – Covers security aspects, including standard access management, role-based access management, data encryption, GDPR and compliance.
- **Platform Data Management** – Master data management, managed backup and restore policies, API management.
- **Managed Connectivity** – Basic LAN and WAN services for providing internet connectivity to the platform and connected devices.
- **IoT solutions** – Repository of readymade and customisable IoT solution blueprints for one-click solution deployment.

- **Platform Analytics** – Hot and cold path analytics for deriving meaningful insights from the device data ingested in the platform.
- **Device/Edge Integration Consulting** – Considering the availability of a variety of hardware and protocols, it is very much necessary to choose the right combination of hardware and protocol to get the desired results. Atos, with years of experience in implementing and managing IoT Projects, can help customers with device/edge integration on the platform.

IoT Use Cases

We believe the following areas are particularly appropriate for engagement through the G-Cloud Framework, although any other use cases are available:

 Urban Environment	Video Surveillance Incident Detection. Smart Parking Smart Building. Smart Lighting
 Health	Patient monitoring and crisis response in rural areas. Temperature monitoring and compliance. Digital Hospital. Staff/Patient tracking for disease control
 Energy & Utilities	Remote Inspection Smart Meters Connected Vessels Autonomous Stores Intelligent Supply Chain
 Track & Trace	Real-time Asset tracking Inventory management Asset data insights

Table 1: IoT Use Cases applicable to G-Cloud Services

Capability

In delivering this service, Atos will deploy its local UK and global expertise in IoT technologies, in addition to leveraging partner technologies (examples include Microsoft, Google, AWS, and Siemens).

Atos has a network of IoT experts (consultants and developers) coordinated through its IoT centres of competence, providing consultancy, delivery, and support services with experience in end-to-end Cyber Security, Data Security, and Device Identity Management. Capabilities and experience cover several industry sectors, including Central and Local Government, Transport, Utilities, Manufacturing and Healthcare.



4. What terms apply?

To the fullest extent permitted under G-Cloud 15 Framework Agreement and the Call-Off Contract, Atos will provide the Services in accordance with the Atos Supplier Terms (which will include, but may not be limited to , the Supplier Acceptable Use Policy, Supplier Data Processing Agreement, Supplier Specific Shared Responsibility Model, Supplier SLAs and Supplier Licence Terms and any applicable Third-Party Terms outlined in this Service Description document and the Order Form) and this Service Description document.

For clarity:

- Atos Supplier Terms may be modified in accordance with the provisions of the Call-Off Contract, and remain effective except where expressly overridden.
- Hyperlinks included in the Atos Supplier Terms and Service Description document remain effective where they point to Atos' or the relevant Third-Party Terms or documents. Should a hyperlink cease to function, Atos will work with the client to update it through the agreed procedure.



5. Termination

Termination shall be in accordance with:

- The G-Cloud 15 Framework terms and conditions
- Any terms agreed within the Order Form of the relevant Call-Off Contract
- For this specific service, by default Atos ask for at least thirty (30) days prior written notice of termination without cause.

Atos commits to the continued provision of services for the duration of the Call-Off Contract subject to the terms and conditions of the G-Cloud 15 Framework Agreement, the Call-Off Contract, the Atos Supplier Terms and the applicable Third Party Agreements (as defined in the Atos Supplier Terms and indicated in the Order Form) related thereto.



6. How do I order?

Please contact our team at: gcloud@atos.net

- We will prepare a quotation for your review, including any applicable volume discounts
- Once the quotation is agreed, we will issue the necessary documentation (as required by the G-Cloud Framework) and request a purchase order from you
- Upon receipt of your purchase order, we will configure the services in line with the agreed requirements. Where applicable, you will also receive access to our self-service portal to begin provisioning services
- If you are a new customer, you may need to complete additional 'new supplier' forms
- Invoices will be issued to you and to Crown Commercial Service (CCS), quoting the purchase order number, for the services procured
- We will also submit the required monthly management information reports to Government Procurement.



7. Glossary

Term	Definition
E2E	End to End
IoT	Internet of Things
ITSM	IT Service Management
LAN	Local Area Network
LoRa	Long Range
NB IoT	Narrow Band IoT
PoC	Proof of Concept
SaaS	Software as a Service
SDWAN	Software-Defined Wide Area Network
WAN	Wide Area Network
WLAN	Wireless Local Area Network



8. Why Atos

Atos has been a trusted partner on every G-Cloud iteration since the framework began, helping public sector organisations modernise with confidence. We combine global expertise with deep UK experience, delivering secure, scalable cloud solutions that meet the highest government standards.

As Europe's leading provider of cloud and cybersecurity services, Atos offers end-to-end capabilities - from migration and hosting to SaaS and consultancy - supported by UK delivery centres and strategic partnerships with hyperscalers.

Our focus on innovation, sustainability, and social value ensures that customers not only achieve operational excellence but also contribute to a greener, fairer future. With Atos, you gain a proven partner committed to driving efficiency, resilience, and transformation across public service.



About Atos

Atos Group is a global leader in digital transformation with c. 67,000 employees and annual revenue of c. €10 billion, operating in 61 countries under two brands – Atos for services and Eviden for products. European number one in cybersecurity, cloud and high-performance computing, Atos Group is committed to a secure and decarbonized future and provides tailored AI-powered, end-to-end solutions for all industries. Atos Group is the brand under which Atos SE (Societas Europaea) operates. Atos SE is listed on Euronext Paris.

The purpose of Atos Group is to help design the future of the information space. Its expertise and services support the development of knowledge, education and research in a multicultural approach and contribute to the development of scientific and technological excellence. Across the world, the Group enables its customers and employees, and members of societies at large to live, work and develop sustainably, in a safe and secure information space.

Learn more at: atos.net