

G-Cloud 15

Storage and Data Protection



Atos

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1. What is Storage and Data Protection?

Storage services offer an end-to-end data management suite, including a range of storage technologies tailored for capacity, access, and availability across on-premises, hybrid, and public cloud environments.

Software-Defined Storage is the next stage of storage evolution, designed to seamlessly integrate with the complex demands of modern storage.

Data Protection is crucial for every business, and when an incident occurs, organisations must be able to respond, stop the attack, recover data, and resume operations as swiftly and seamlessly as possible.

We offer infrastructure backup services for storage systems, servers, and applications, as well as cyber recovery.

Atos Storage and Data Protection provides an end-to-end service that combines **scalable storage capacity**, the underlying **storage platform/facility**, and **managed operations** to run it on the customer's behalf. We supply and operate the storage environment, including provisioning, monitoring, performance and capacity management, backup and recovery, and day-to-day administration. The service can be delivered across on-premises, hybrid, or hosted environments, giving customers a secure, resilient foundation for their data while reducing operational overhead and providing predictable, consumption-aligned costs.

Customer benefit

- Storage and Data Protection Services provides customers with a complete enterprise storage service that **delivers key business functionality**, including backup, restore and business continuity.
- All services use storage **efficiency** technologies to **reduce costs** and **maximise performance**.
- The shared Storage service requires neither capital investment nor a lease obligation. The service is using a “**pay as you use**” tariff model. This enables effective cost **control** and ensures that **costs** are **in line** with the volume used.
- The storage **capacity** can be matched to initial business needs and then changed **dynamically** to respond to changes in **business** requirements. New functions are quickly implemented with predictable costs, **avoiding the significant** hardware and project costs usually associated with data storage upgrades.

- To drive the business in an efficient way, the **application-integrated Backup to Disk** solution enables control by application operators. The full range of business **demands** from archive up to Online-Transaction-Processing (OLTP) **production** environments and the highest **performance** requirements are provided.

The solution is **flexible**: customers can choose whether data should be stored for archiving purposes, or for daily or even hourly backups. This can be **customised and controlled by the customer themselves within their business applications**.



2. What does it deliver?

AtoS provides industry-leading enterprise storage, data management, backup, and digital resilience solutions that ensure our clients' business applications are always supported with the necessary availability and flexibility. With our "pay as you use" model, clients gain effective cost control, ensuring costs align with the capacity they use.

Our comprehensive services are based on modern storage and backup technologies, eliminating the need for clients to invest in storage hardware and software. The components building the storage system comprise:

- Facilities
- Hardware
- Operation and management software
- Associated peripherals
- Network connection up to the service transfer point

Storage Services

Through our Storage and Data Protection service, we deliver **block and file storage** in clearly defined tiers so customers can match cost and performance to workload needs.

Block Storage

- **Capacity tier:** Cost-optimised block volumes for large datasets and general workloads where throughput is more important than low latency.
- **Performance tier:** Balanced performance for business-critical applications needing consistent IOPS and predictable latency.
- **Premium tier:** High-performance block storage for latency-sensitive, high-IO workloads (e.g., databases, OLTP, VDI).

File Storage

- **Capacity tier:** Economical shared file storage for collaboration, archive, and content repositories.
- **Performance tier:** File services for application shares and departmental workloads requiring steady throughput and availability.
- **Premium tier:** High-throughput, low-latency file services for demanding workloads (e.g., media processing, engineering, analytics staging).

Each tier can be provided with agreed service levels, monitoring, and managed operations, and can be scaled up or down as demand changes.

Storage can be delivered as a **shared multi-tenant service** with strong **logical tenant isolation** (separate access controls, network segmentation, and policy enforcement) or as a **fully dedicated** customer environment where capacity and hardware are reserved exclusively for the buyer. The underlying storage hardware can be hosted in **Atos data centres** or deployed within the **customer's data centre**, depending on residency, latency, and operational requirements.

Backup Services

Atos Backup Service is built on market-leading Dell Technologies NetWorker and Data Domain, delivering secure, enterprise-grade protection for servers, applications and data across on-premises, hybrid and cloud environments.

The Backup Service can be delivered as a **shared, multi-tenant** model, where a **NetWorker master server** securely supports multiple customers through strict tenancy separation.

Alternatively, the Backup Service can be delivered as a **single-tenant, standalone data protection** solution, with dedicated NetWorker and Data Domain components reserved exclusively for one customer.

Clients can customise how often backups are stored, from one-time archiving to daily or hourly backups, directly within their business applications, providing control and flexibility.

We offer scalable, efficient, and eco-friendly services tailored to your business needs and ensuring data integrity, security, and recovery.

Storage and Data Protection shall be deployed as:

- Shared infrastructure in Supplier's data centre (this is the default deployment)
- Customer-dedicated infrastructure in Supplier's data centre
- Customer-dedicated infrastructure in the Customer's data centre

Storage and Data Protection managed services consist of the following components:

- Production support
- Availability management
- Storage and backup connectivity
- Active storage
- Active backup
- Storage cloning (Optional)

- Storage replication (Optional)
- Archive backup (LTR) (Optional)
- Backup cloning (Optional)



3. What technology does it use?

Atos provides tailored storage and data protection solutions aligned to each customer's business needs. We begin by assessing the current estate, workloads, data growth, RPO/RTO objectives, compliance requirements and future roadmap. Our architects then design the right target architecture—balancing performance, resilience, security and cost—so the solution is fit for purpose today and scalable for tomorrow.

We complement this with strong vendor partnerships, including Dell, giving us early visibility of product roadmaps, validated reference architectures and access to specialist expertise. This helps us select proven technologies, integrate them effectively, and deliver consistent outcomes for backup, recovery, retention and cyber-resilience across on-premises, hybrid and cloud environments.

Below is the Atos Partner list in Storage and Data Protection:

- Dell
- Hitachi
- Microsoft
- NetApp
- Redhat
- Vast Data
- Veeam
- VMware

Below is a summary of the key, market-leading technologies used to deliver Atos Storage and Data Protection Services. These platforms underpin our file and block storage, as well as backup orchestration and backup storage, providing secure, scalable and high-performance capabilities across on-premises, hybrid and hosted deployments.

File:

- **PowerScale:** Scale-out NAS file storage delivering high-throughput, capacity growth, and simplified management for unstructured data, analytics, and large file workloads.

- **PowerStore:** Modern storage platform providing unified file services with automation, flexible scaling, and efficient performance for general-purpose enterprise file workloads.

Block

- **PowerMax:** High-end, mission-critical block storage engineered for ultra-low latency, high IOPS, and enterprise resilience—ideal for core databases and high-performance transactional workloads.
- **PowerStore:** Midrange block storage delivering balanced performance and cost, with strong efficiency features and easy scaling for mixed enterprise workloads.

Data Protection

- **Dell NetWorker / PPDM (Backup Orchestration):** Centralised backup management and policy control to schedule, protect and restore workloads across physical, virtual and cloud environments, with reporting and operational automation.
- **Data Domain (Backup Target):** Purpose-built backup storage with inline deduplication and replication, reducing backup capacity and network usage while enabling fast, reliable restores and long-term retention.



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
IOPS	Input/Output Operations Per Second
LTR	Long-Term Retention
NAS	Network Attached Storage
SaaS	Software as a Service
SLA	Service Level Agreement



Crown
Commercial
Service
Supplier

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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