Crown Commercial Service Supplier

G-Cloud 15

Platforms Advisory: TCO Review

(Total Cost of Ownership Review)

Atos

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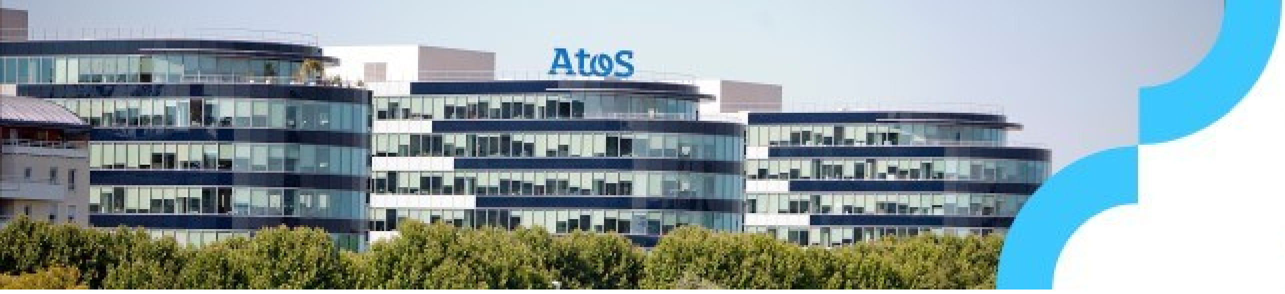


1. What is a TCO Review?

Many organisations unintentionally accumulate unnecessary costs due to: overspending on overlapping or under-used platforms; multiple non-integrated technologies that create data silos and expensive workarounds; and process inefficiencies that drive duplicated work and a lack of clarity on which investments deliver value and which drain resources. This complexity makes it challenging to know the true cost of running your technology landscape or how to optimise it.

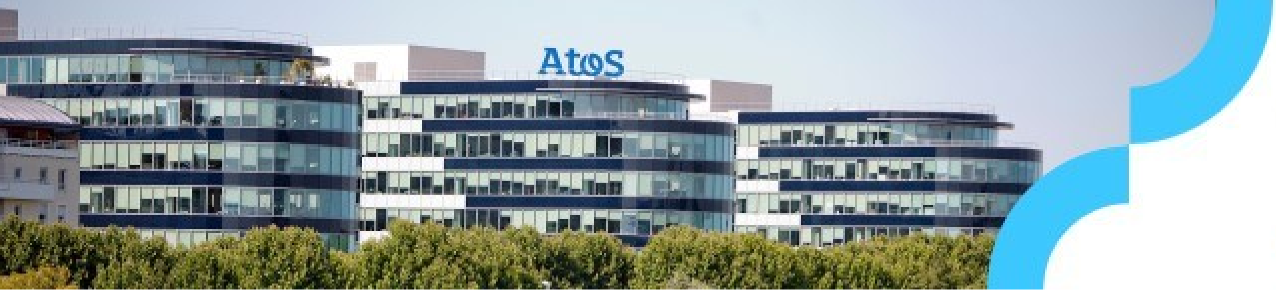
Our TCO Review is a structured, end-to-end assessment that provides a complete and transparent picture of the true cost of technology beyond the initial purchase price. It evaluates all direct and indirect costs across the entire lifecycle of your platforms, applications, or services, enabling informed, confident decisions that align with strategic ambitions and deliver measurable value.

Our TCO Review examines:

- Upfront costs, ongoing licensing, enhancements, support and maintenance
- Integration, data, infrastructure, and operational overhead
- Hidden or indirect costs, such as manual workarounds, duplicate platforms, or outdated processes
- Long-term financial implications tied to scalability, resilience, and performance.

Our approach focuses on 3 key pillars:

Operational functionality and utilisation analysis	Financial investment assessment	Futureproofed technology stack planning
Supporting our customers on their journey to optimising their business and their platforms through analysis and assessment of technology investment.	Identifying and validating license, maintenance, and upgrade spend along with the platforms in use; rationalising the platform estate and decommissioning unnecessary platforms and services.	Finding additional use cases to maximise existing platform capabilities and value Ensuring technology spend is aligned to strategic objectives and measurable outcomes



2. What does it deliver?

Completion of a TCO Review provides a transparent and data-driven summary of where technology use can be optimised with valuable insights on how to tangibly improve specific pain points.

Some of the benefits our clients have seen include:

Confidence in Technology Decisions

Gain reassurance in selecting and understanding the commercial impact of adopting new platforms or solutions, supported by Atos' structured analysis and benchmarking. Atos employs benchmarking, structured assessment, and commercial analysis to provide clear insights into the implications of adopting new platforms or optimising existing ones. By evaluating ongoing operational costs, integration challenges, upgrade options, and alignment with strategic objectives, organisations can be confident that technology decisions are economically sound and based on evidence rather than assumptions.

Cost Reduction Through Licence Optimisation

Identify and eliminate redundant licences to reduce multiple licence fees and improve overall spend efficiency. The TCO Review evaluates current licence usage, maintenance fees, upgrade requirements, and capability utilisation to uncover redundant, duplicate, or underused licences. Atos' analysis helps rationalise spend, eliminate unnecessary fees, and redirect investment toward higher value capabilities or consolidation opportunities

Streamlined Technology Stack

Consolidate platforms and optimise new features, such as Agentic AI and automation, to enhance productivity and future-proof operations.

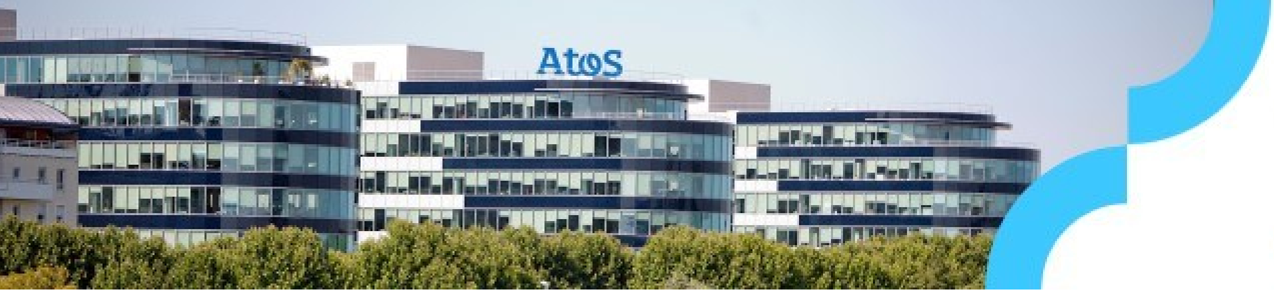
By analysing platform utilisation and identifying overlapping tools, Atos highlights opportunities to consolidate systems and eliminate outdated or siloed applications. The review also pinpoints where new platform features – including automation or emerging capabilities such as Agentic AI – can replace manual workarounds or lessen reliance on multiple legacy systems, boosting operational efficiency and readiness for the future.

Validated Financial Impact

Understand the full cost implications of procuring, implementing, and operating new technology, ensuring decisions align with strategic and budgetary goals. Atos evaluates the complete financial impact of acquiring, integrating, maintaining, and scaling new or existing technologies. This includes long-term running costs, operational overheads, and cost drivers hidden within processes or system dependencies. The outcome is a validated financial overview that allows leaders to make decisions aligned with strategic, operational, and budgetary priorities.

Legacy System Assessment

Assess existing systems to find ways to cut costs and avoid being locked into expensive, outdated solutions. The TCO Review examines the cost structures, integration constraints, and lifecycle status of current systems to identify where legacy technologies are increasing costs, risks, or dependencies. Atos emphasises options for system rationalisation, decommissioning pathways, and cost-reduction strategies that prevent ongoing lock-in to costly or outdated platforms.



3. What technology does it use?

We leverage our proprietary options selection calculator to accelerate and streamline the Total Cost of Ownership (TCO) review process. This tool provides a structured, criteria-based framework for evaluating technology platforms or solutions against both industry benchmarks and specific client requirements.

We typically use our tooling to accelerate the following activities:

Data Gathering and Benchmarking

We combine benchmarking data drawn from prior engagements and the current market landscape with the client's unique operational, financial, and technical requirements. This ensures comparisons are not generic but tailored to the client's context.

Options Evaluation Using the Accelerator

Our proprietary tool applies decision matrices and scoring models to assess multiple solution options across dimensions such as:

- Licensing and support costs
- Integration and scalability
- Compliance and risk
- Lifecycle costs (implementation, maintenance, and end-of-life).

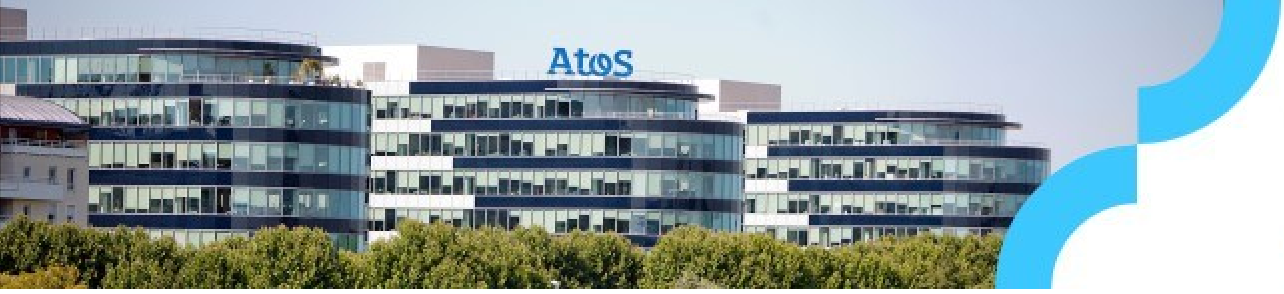
Comprehensive TCO Modelling

By automating calculations and visualising trade-offs, the accelerator enables rapid development of a TCO model that accounts for direct and indirect costs over the solution's lifecycle. This includes acquisition, operational, and decommissioning costs, as well as hidden expenses like training and downtime.

Client-Specific Recommendations

The output is a transparent, evidence-based roadmap that aligns technology choices with the client's strategic objectives. Recommendations typically cover:

- Cost optimisation opportunities
- Licence rationalisation
- Future-proofing strategies
- Governance and risk mitigation.

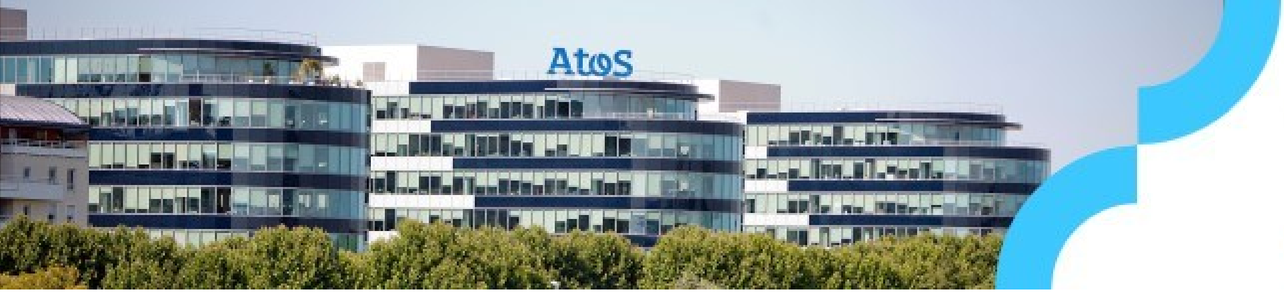


4. What terms apply?

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.

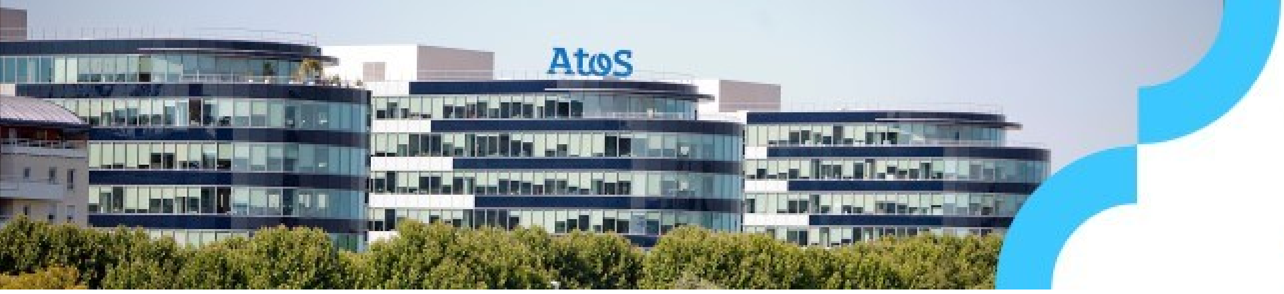


5. Termination

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.

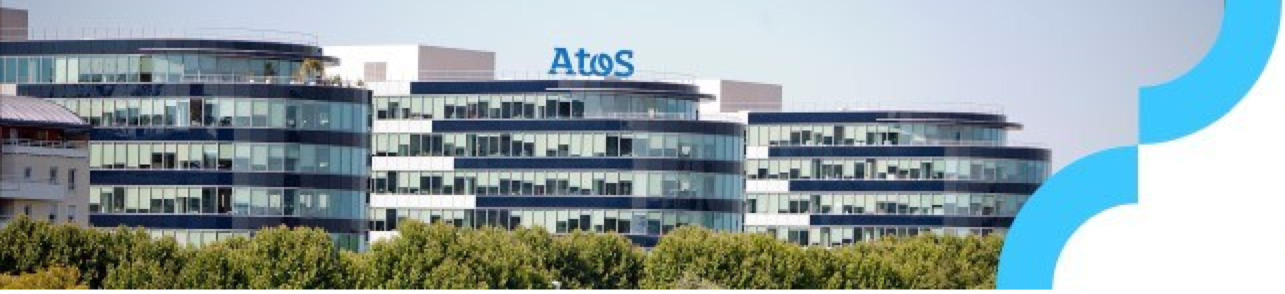
Atos commits to the continued provision of services for the duration of the Call-Off Contract subject to the terms and conditions of the G-Cloud 15 Framework Agreement, the Call-Off Contract, the Atos Supplier Terms and the applicable Third Party Agreements (as defined in the Atos Supplier Terms and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



6. How do I order?

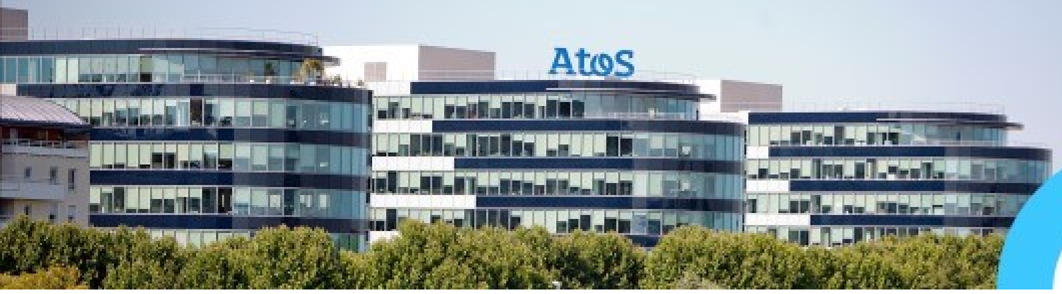
Please contact our team at: gcloud@atos.net

- 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
AI	Artificial Intelligence
SaaS	Software as a Service
TCO	Total Cost of Ownership



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

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