

- >> BOOST PERFORMANCE
- >> REDUCE COST
- >> INCREASE AGILITY
- >> ENHANCE CRM
- >> SHORTEN TIME TO MARKET
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- >> IMPROVE EFFICIENCY
- >> INCREASE ADAPTIVITY
- >> ENABLE BUSINESS TRANSPARENCY
- >> ENSURE REGULATORY COMPLIANCE



源讯

Atos Origin in Asia Pacific Highlights

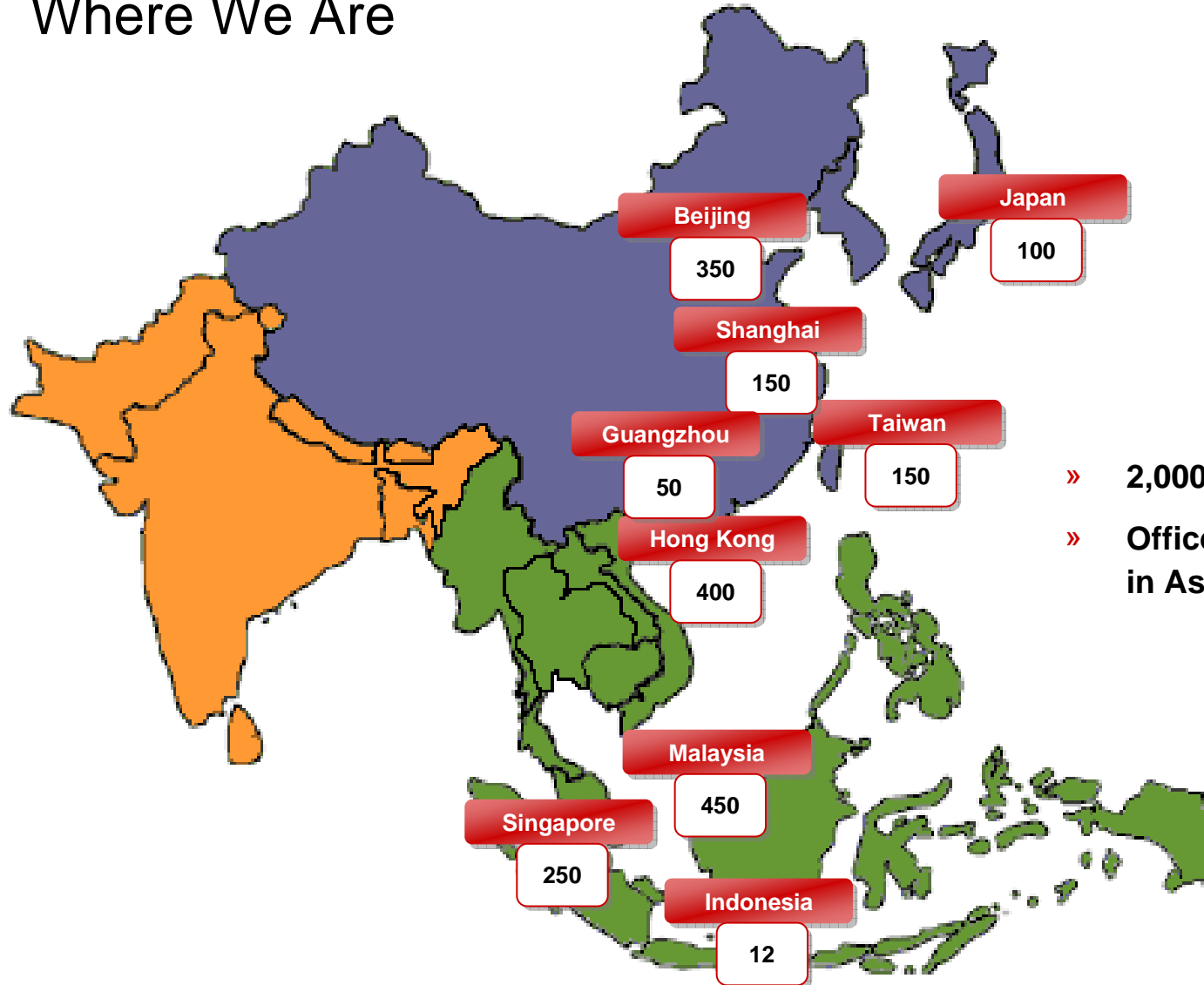
A leading global business & technology integrator

March 09

全球领先及欧洲最大的 IT 服务公司

Atos Origin in Asia Pacific

Where We Are



- » 2,000 employees in Asia Pacific
- » Offices throughout major cities in Asia and in 7 countries

Atos Consulting: A Key Enabler for Business Transformation



- » Focused on vertical industries with strong expertise in Finance, Manufacturing and Public Sector
- » In-depth knowledge and best practice leveraged through an international network
- » Leveraging Centers of Excellence around:
 - » Business and Technology Strategy
 - » Operational Transformation
 - » Financial Management
 - » People and Change Management
- » A practice mixing Western and Chinese consultants

Services Offered:

- » Strategy and business transformation
- » Finance Transformation
- » IT Transformation
- » Continuous improvement
- » Procurement and supply chain transformation
- » Financial Services Industry
 - » Risk Management
 - » Enterprise Architecture



» 80 management and IT consultants in Greater China

Atos Consulting: Business Transformation Program at ChemChina



SAP Consulting and Systems Integration

1. Jan '07: Business and IT Consulting program successfully delivered out of UK and China
2. Sep '07: Global Strategic Partnership Framework Agreement for BC and IT
3. Oct '07: Signature of initial SAP implementation deal for systems integration in APAC
 - » Competence Centers: Support from SAP-MMT competence center in Walsrode (DE) and TCC in Brussels (BE)
 - » Jan'09: Pilot site of ChemChina/BlueStar in Harbin went live



Hailed by the Chinese Government as one of the largest business & IT transformations ever operated at a SOE in China

Certified Partner with 200+ consultants across Asia



Strategic Consulting

- Strategic Visioning
- Strategic Management
- Balanced Scorecard/KPIs
- BPR/Transformation

Program/Project Mgt

- Large scale Program Mgt
- Project Management
- Global & International Rollout
- Kernel Development & Rollout

Change Management

- Impact Assessment
- Design, Develop & Implement Change Interventions:
 - Communications
 - Education/Training
 - Measurements
 - HRM Support

Implementation/Rollout

- Scan, Requirements & Blueprint
- Model, Prototype
- Customisation, Enhancement
- Interface, Test, Integrate, Implement, Rollout

ABAP Dev Factory

- ABAP development “factory” in India for:
 - high volume
 - high quality
 - cost effective

Migration Services

- SAP Rx -> Ry
- SAP Rxy -> mySAP.com
- Legacy systems to SAP
- BPCS to SAP

Training / Education

- SAP training using InfoDB
- Customised SAP training courses
- Change Management workshops
- Reengineering workshops
- Change “Laboratory” / Prototype

Support Services

- Infrastructure Sizing, Design, Implement & Support (Network, Servers, etc.)
- Applications Support (7x24 hours)
- Total Outsourcing (Infra & Apps)

SAP Modules

- SAP ERP(FI/CO/SD/MM/PP/PM/PS/QM..)
- SAP NetWeaver (BI/ EP/KM/Xi/MDM...)
- SAP SEM (BCS/BPS/SM/CPM)
- SAP HR
- SAP CRM/PLM/SCMPLM
- SAP Solution Manager



End-to-end Lifecycle Management - Key Differentiator

40 Risk Management Consultants across Asia

Our Program at ABC & RHB



中国农业银行

Agricultural Bank of China

- One of the four large state-owned commercial banks in China
- An important component of China's financial system
- Head office in Beijing
- 31,000 branches and about 400,000 employees.

What we do

- » From Nov 08 – Sep 09, 40 Atos Origin consultants perform ERM Gap Analysis and Roadmap Planning and Implementation
- » Scope covers Organizational Structure, Strategy, Credit, Market and Operational risks

Client Benefits

- » Help ABC prepare for Initial Public Offering by strengthening risk management capabilities
- » Help ABC achieve Basel II Advanced IRB compliance in the next 5 years

RHB Banking Group

- 4th largest fully integrated financial products and services group in Malaysia
- 4 broad categories of businesses - commercial banking, Islamic Banking, Investment Banking and Insurance – collectively grouped under RHB Capital which is listed on Bursa Malaysia



What we do

- » RHB engages Atos Origin as the System Integrator to bring the bank to FIRB compliance
- » From Sep 08 – Dec 09, Atos Origin consultants perform Basel II foundation internal risk based approach – PMO and SI

Client Benefits

- » Help RHB achieve both SA and FIRB compliance for reporting to Bank Negara and Bank of Thailand
- » Developer of Extraction, Transformation and Loading (ETL) program
- » Data warehouse enhancements

Capabilities in Major Events: Leveraging the Beijing 2008 Olympic Games



» Business Challenges

- » Leading a consortium of technology partners without formal contractual relationships
- » Change and risk management: processes, people, and technology
- » Operational readiness: fixed deadline

» Solutions

- » Knowledge management best practices and technology re-use
- » Integration challenge: test, test, test
- » IT security: real-time monitoring of the entire infrastructure
- » ERP of the Games: accreditation system, transportation, medical incidents, ...
- » Real-time information systems: CIS, INFO2008, Internet Data Feed

» Results

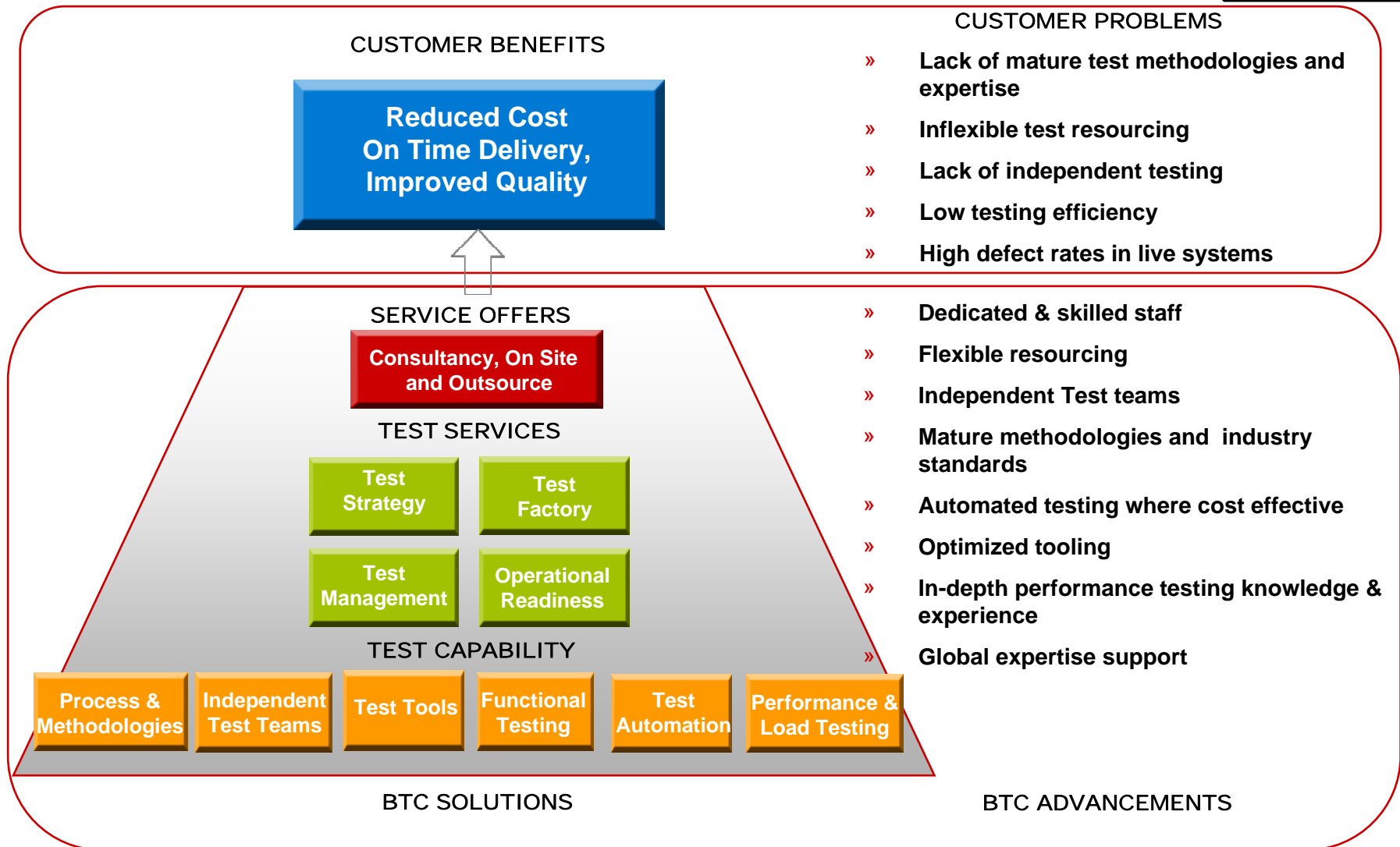
- » The largest sport-related IT contract in history



“Atos Origin, our long-term partner, is the brains behind the operations for the Olympic Games, consistently delivering on schedule and within budget.”

Jacques Rogge, President of the International Olympic Committee (IOC)

Our Beijing Integration & Testing Centre offers world class testing services



A Market Leader in Payment solutions



Leading credit card payment solutions provider

- » Service and solutions used by close to 100 banks and Financial Institutions in Asia
- » 70% of credit cards issued in Asia, is powered by our solutions & services
- » 20+ years of Domain Expertise, International Standards with Localized approach (Visa, MasterCard, JCB, AMEX, NCCC)
- » 200+ experts in China, Malaysia and Singapore
- » Fully fledged BPO capabilities

Solutions Offered:

- » CardLink
- » ASCCEND
- » SemaCard (AS/400)
- » COSES

Services Offered:

- » Card Business Training and Consulting Services
- » Systems Integration Services
- » Application Management / Outsourcing
- » Managed Card Services (Processing Services for credit cards)



Atos Origin finance sector clients in Asia



A Mature Model for **Managed Operations**





Regional IT Infrastructure Outsourcing

Our achievements at Standard Chartered Bank



What can we do for you - today ?

Standard Chartered employs 30,000 people in over 500 locations in 56 countries in the Asia Pacific Region, South Asia, the Middle East, Africa, the United Kingdom and the Americas. It is one of the world's most international banks, with a management team comprising 70 nationalities.

It serves both Consumer and Wholesale Banking customers.

Business Challenges

- Greater exploitation of IT for the business across AP
- Obtain an improved TCO for IT operations
- Raise the quality of the services to its customers
- Improve the resilience of the services

Our Solution

- Infrastructure consolidation into 2 new Tier-1 data centres
- Technology refresh for mainframe, midrange and storage
- Deployment of Atos Origin CSDM service delivery model
- Deployment of Atos Origin GEMS management tooling

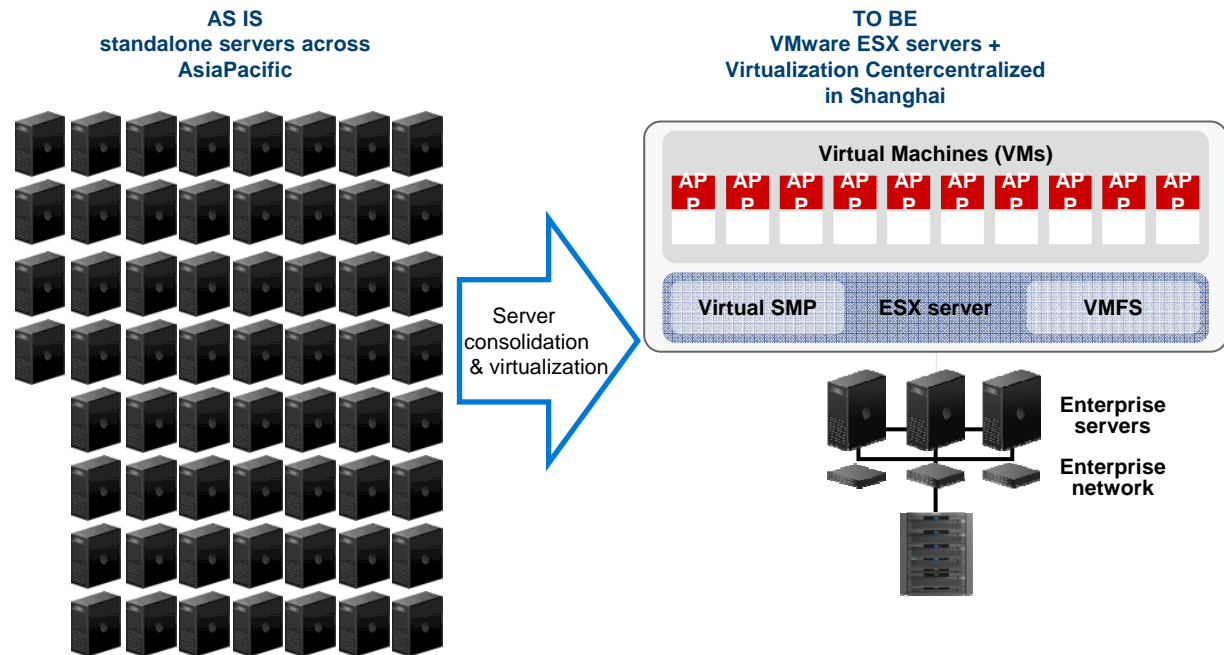
The Results

- 50 % reduction in cost of mainframe operations
- 30% reduction in cost of midrange operations
- High resilience and DR capability across all systems
- Higher performance targets within SLAs
- No single points of failure within supported infrastructure
- A 7 year outsourcing contact worth > 200m USD

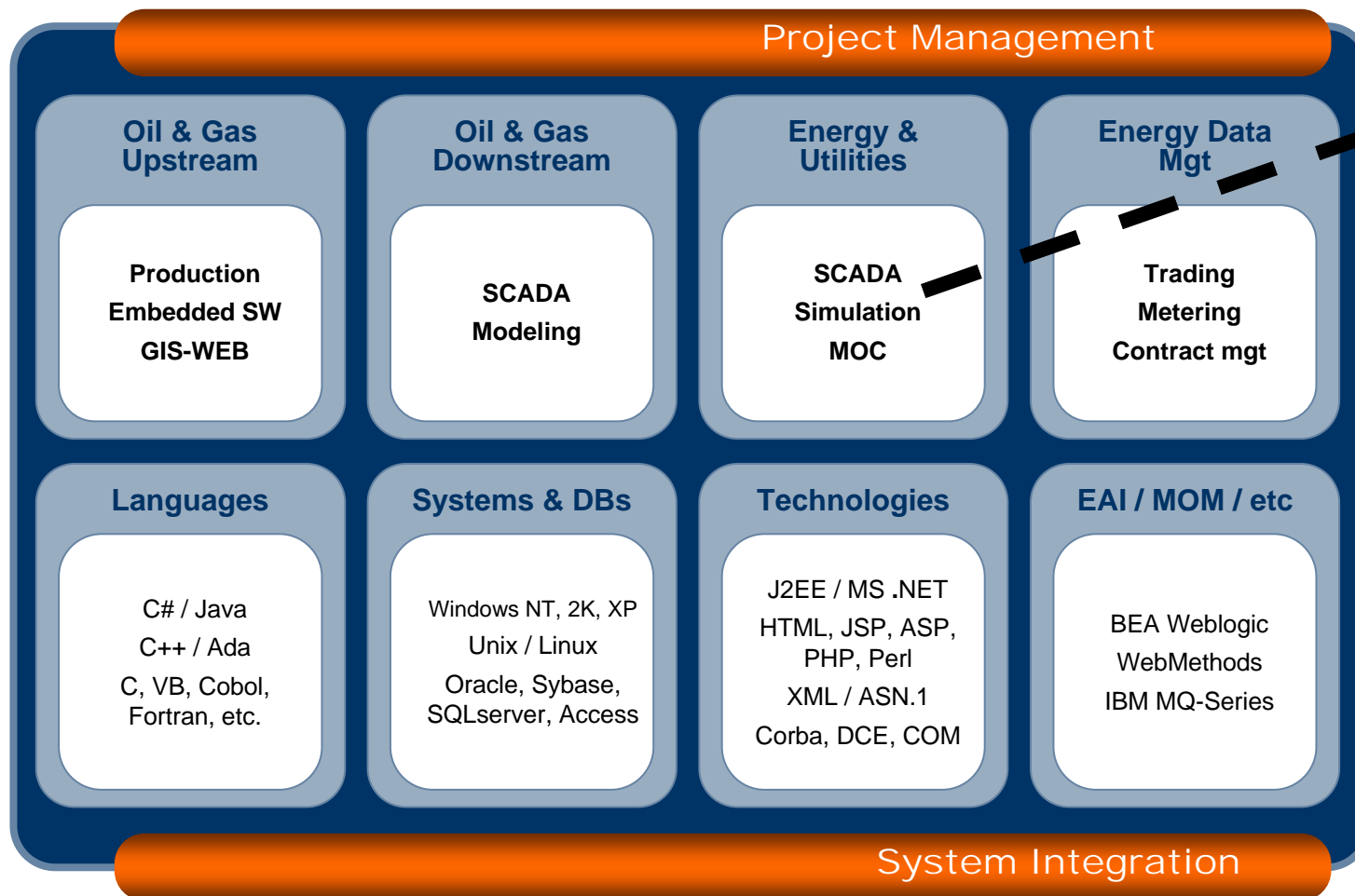
Infrastructure consolidation and virtualization

Our Expert Team Helps Global Companies Consolidate Their Infrastructure Across Asia Pacific

- » Cost savings
- » Reduces server and storage devices
- » Reduces software licenses
- » Improves utilization of DC space
- » Simplifies administration and maintenance
- » Control and manageability
- » Simplifies operations
- » Standardizes and centralizes systems management
- » Higher availability and increased security
- » Improved service and efficiency of operation
- » Better service and responsiveness to users
- » Increases reliability and performance
- » Skilled resources focused on higher value tasks



Beijing Competency Center for Energy/Utilities: Portfolio of services



- Nuclear Power Plants in China**
- » Daya Bay
 - » Ling Ao 1
 - » Qinshan
 - » Fangjiashan (*in progress*)
 - » Fuqing (*in progress*)



Fangjiashan Nuclear Power Project

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源讯

Atos 
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WORLDWIDE IT PARTNER



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