



“From GRID research to GRID business”

COREGRID IAB Meeting - Barcelona 15th June 2005

Santi Ristol (santi.ristol@atosorigin.com)

Content of the presentation

- **Atos Origin Overview and GRID positioning**
- **Challenges for deploying GRID solutions within industry from a service provider point of view**
- **Grid Technology Adoption lifecycle**
- **ATOS ORIGIN strategy from GRID research to GRID business**
 - Short term
 - Mid term
 - Long term



Who is ATOS ORIGIN? An IT International Player

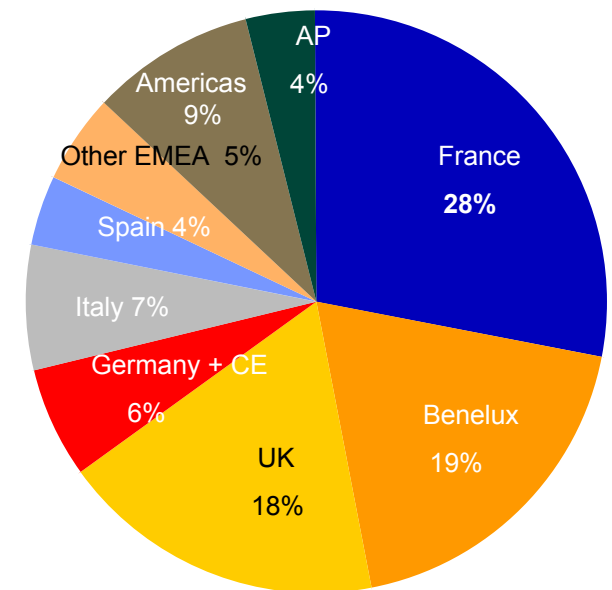
A leading international IT services company providing:

- **Business consulting (10%),**
- **Technology integration (40%)**
- **Managed operations (50%)**

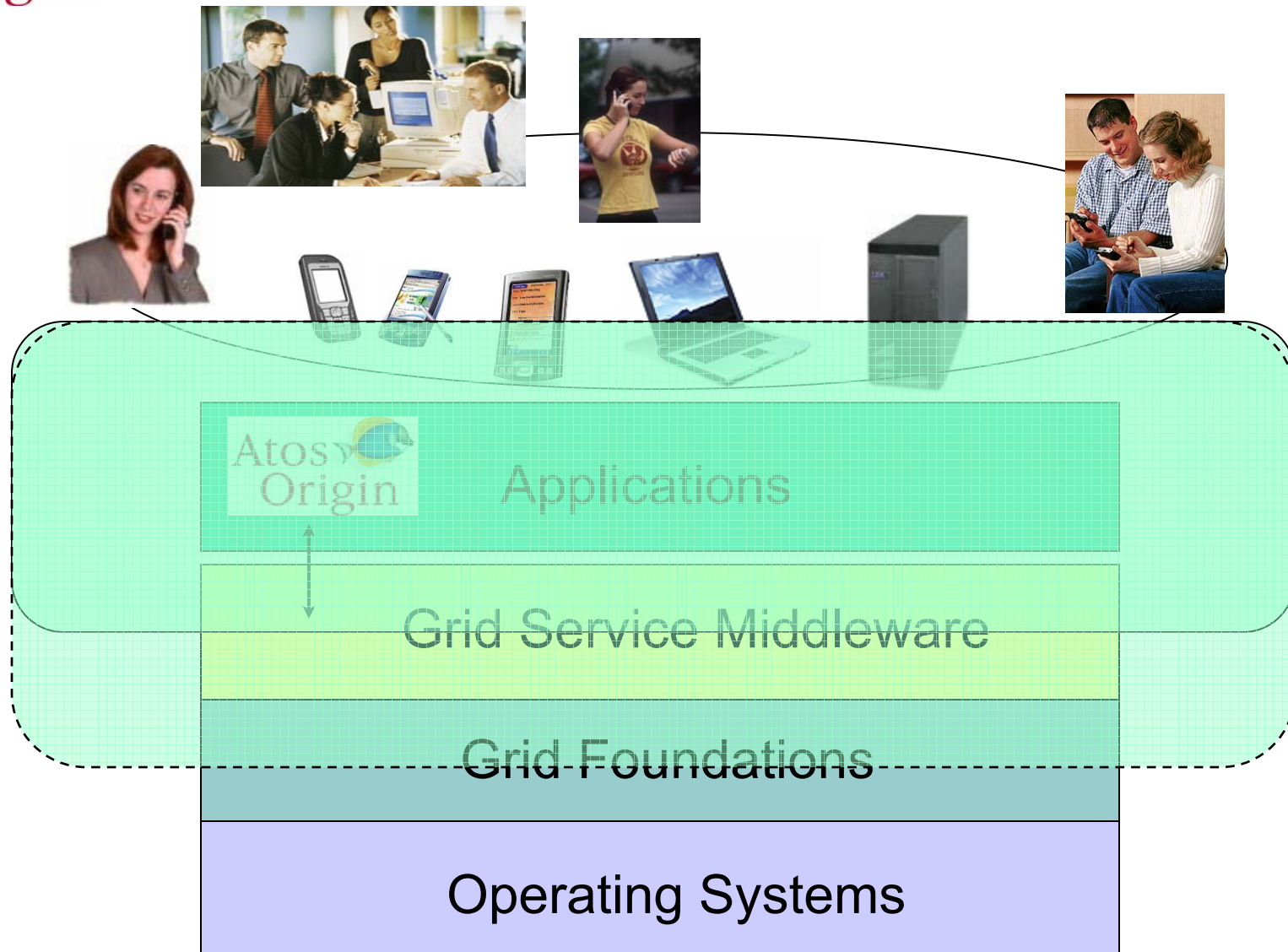
- Annual revenues over € 5 bn
- 50,000 employees
- In 50 countries



Global Presence



Strong European Base



“GRID” is in fashion ...

The promise seems a good value-proposition

- Flexible and efficient virtualisation of IT infrastructure
- Collaborative distributed environments (VO's)
- **Grid-middleware** will allow just-in-time, flexible allocation of the data and computational resources
- Global IT cost reduction... and more!



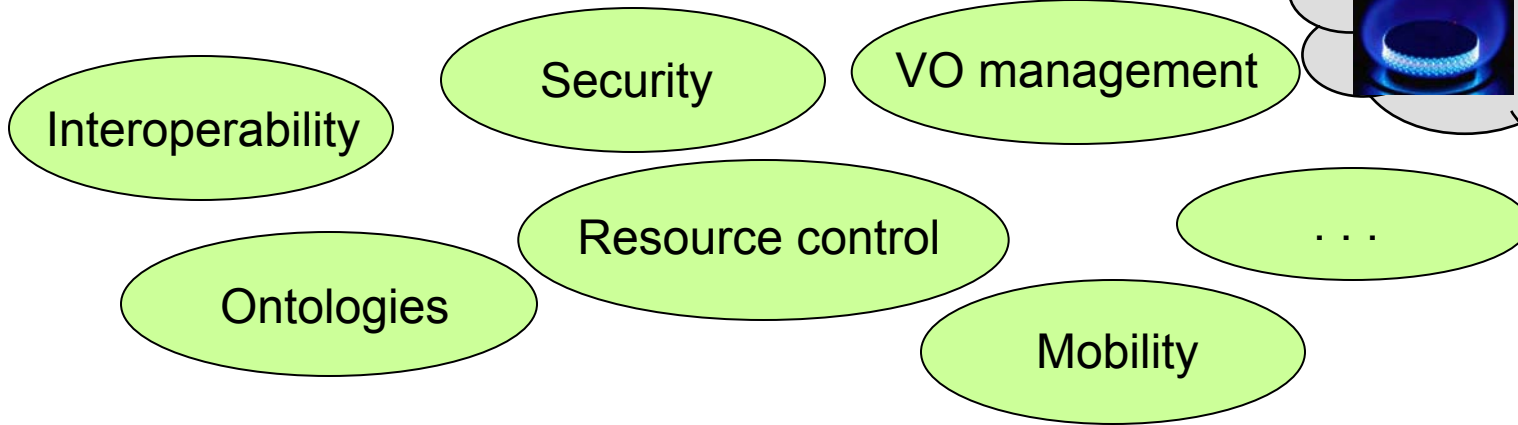
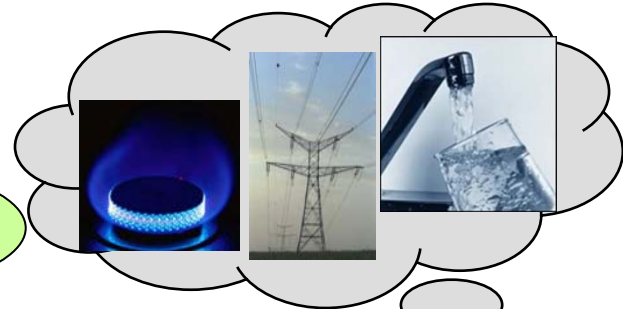
The situation: is the **grid** ready for that ?

- GRID is something “confusing” and there is not a common consensus what it means
- Is a “cost effective” solution?
High availability, full functionality, fault-tolerant, secure, low maintenance, ...
- Is this technology mature? Risk to be an early adopter

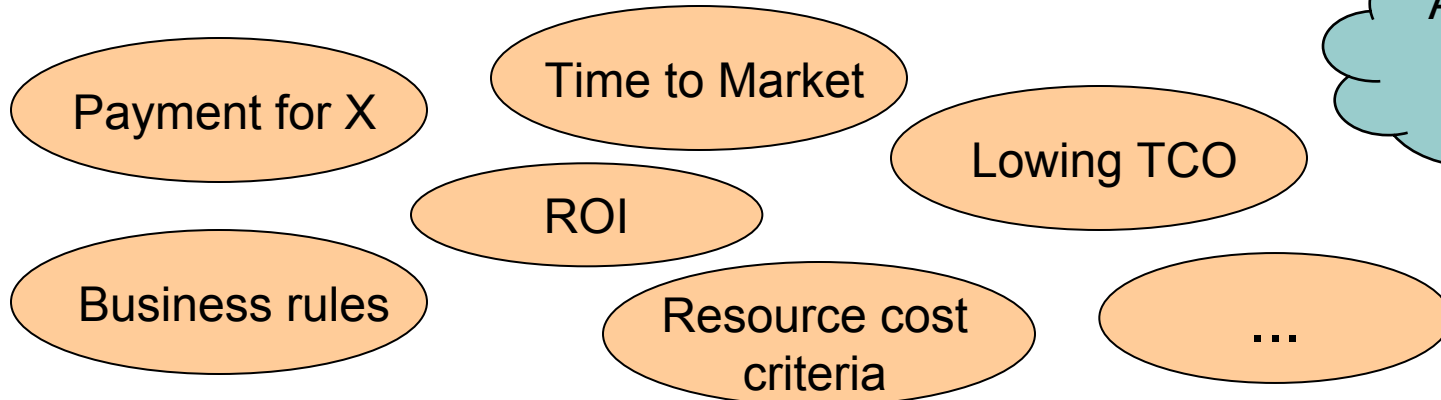
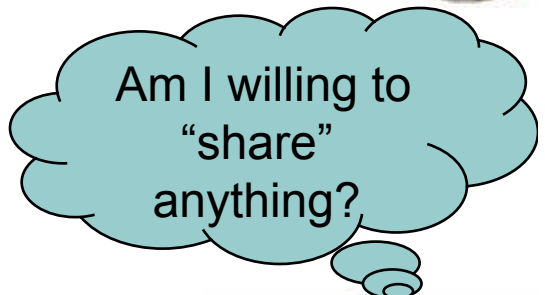


EU middleware vs the market

The promise: EU middlewares → utilities



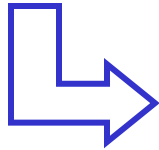
The situation: is the **market** ready for that ?



Better, Faster, Transparent, Control, No Risk

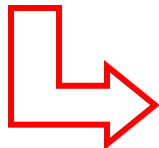
Are GRID and Utility computing ready for enterprises and viceversa?

- **How are our clients buying IT TODAY?**
 - Small projects (normally less than 1 year)
 - Using proven technology
 - Organized in independent phases
 - Looking at the ROI before going to next phases



CAUTIOUS

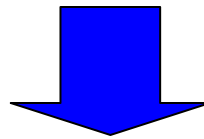
- **How would a commercial “GRID” project be TODAY?**
 - Long projects (years??)
 - Using complex and non mature technology???
 - ROI in several years??



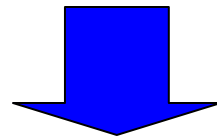
RISKY

NEED OF
SUCCESSFUL
COMMERCIAL
CASE STUDIES

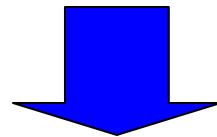
Step 1: Awareness and Understanding



Step 2: Appreciation of Benefits

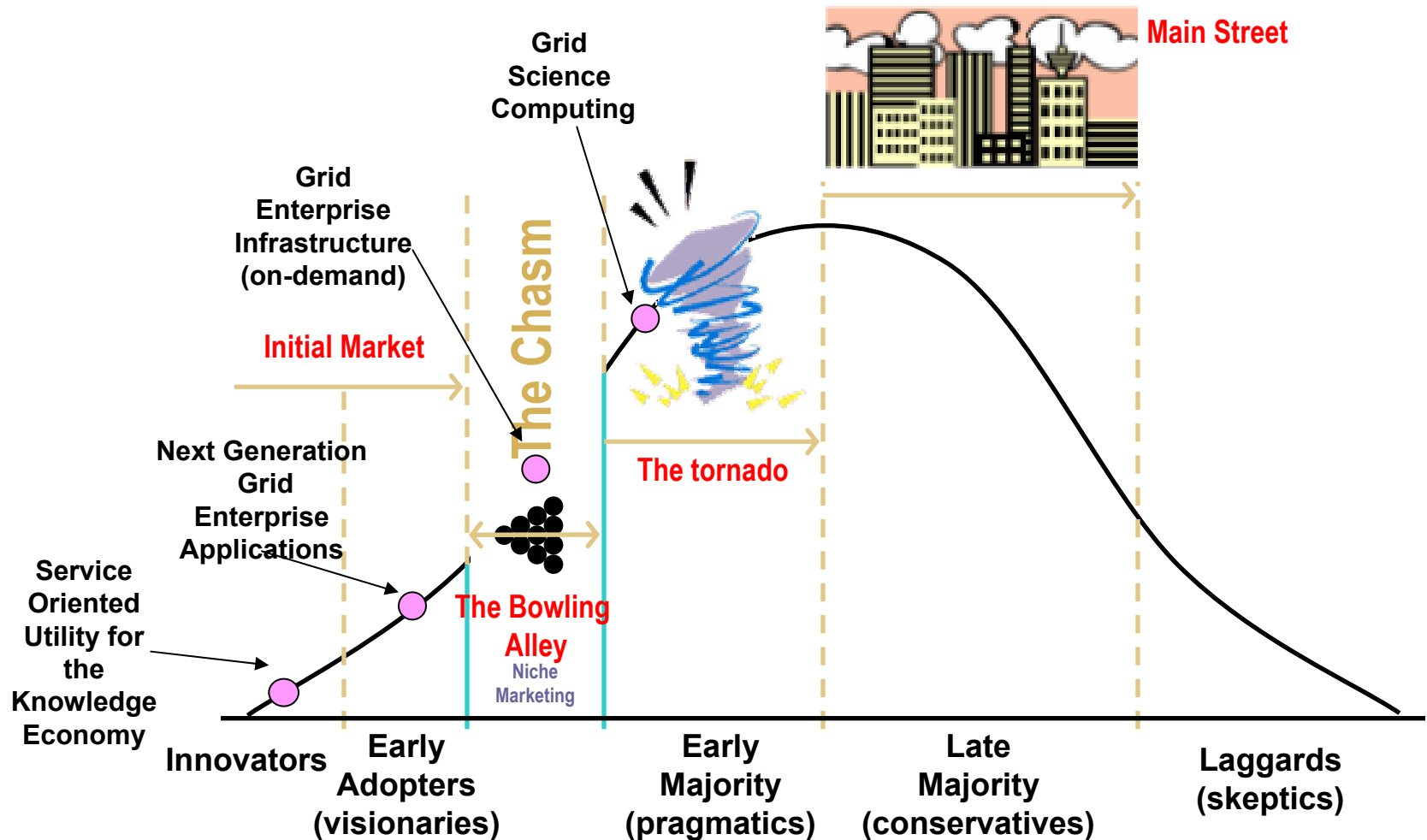


Step 3: Commitment and Use

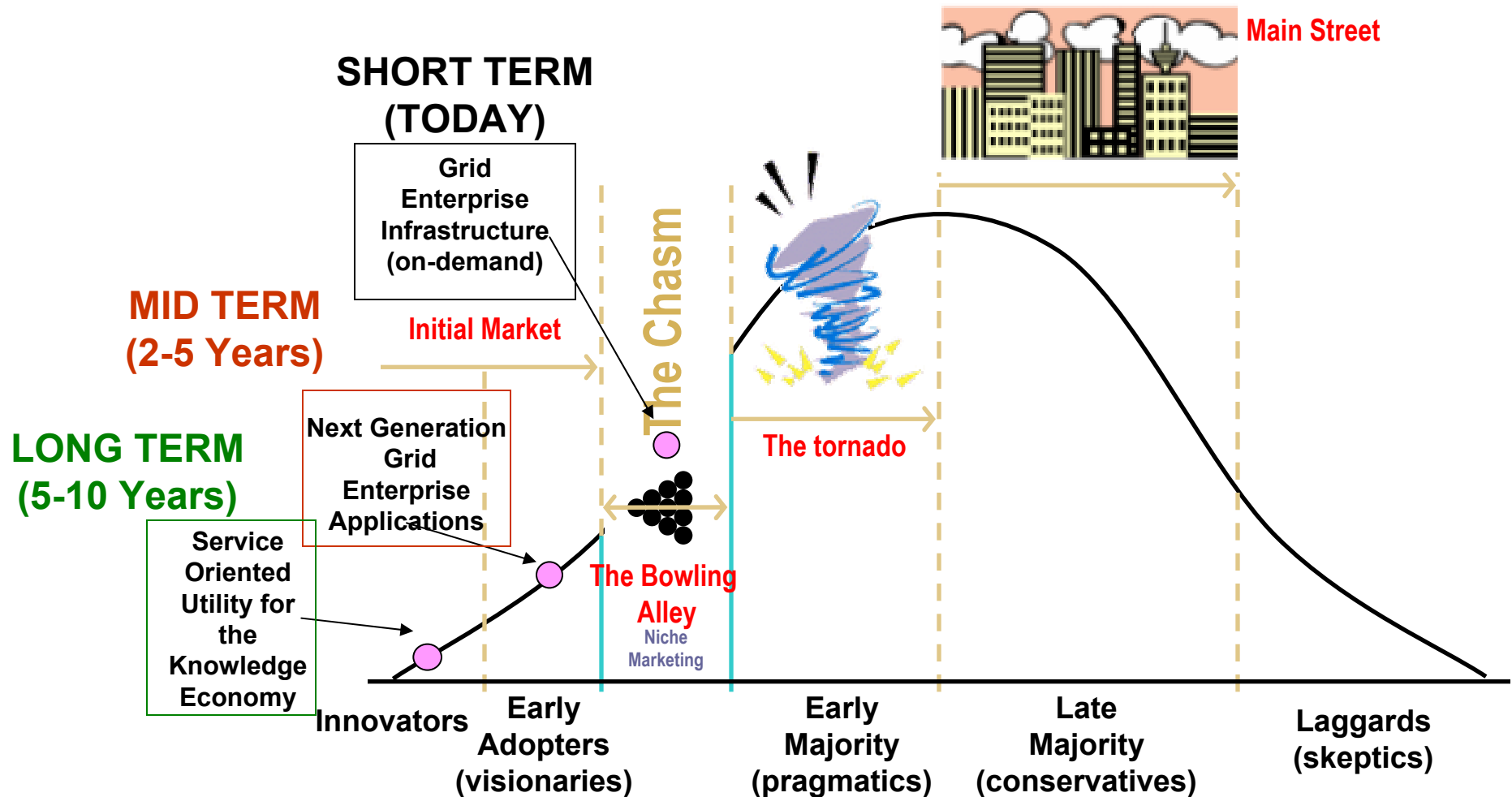


Step 4: Return of Investment

Grid Technology Adoption Life-cycle



ATOS ORIGIN Strategy

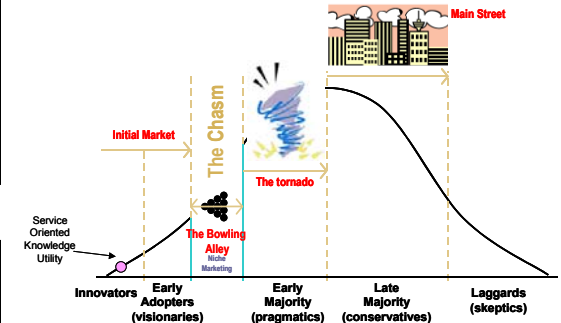


Service Oriented Utility for the Knowledge Economy (LONG TERM)

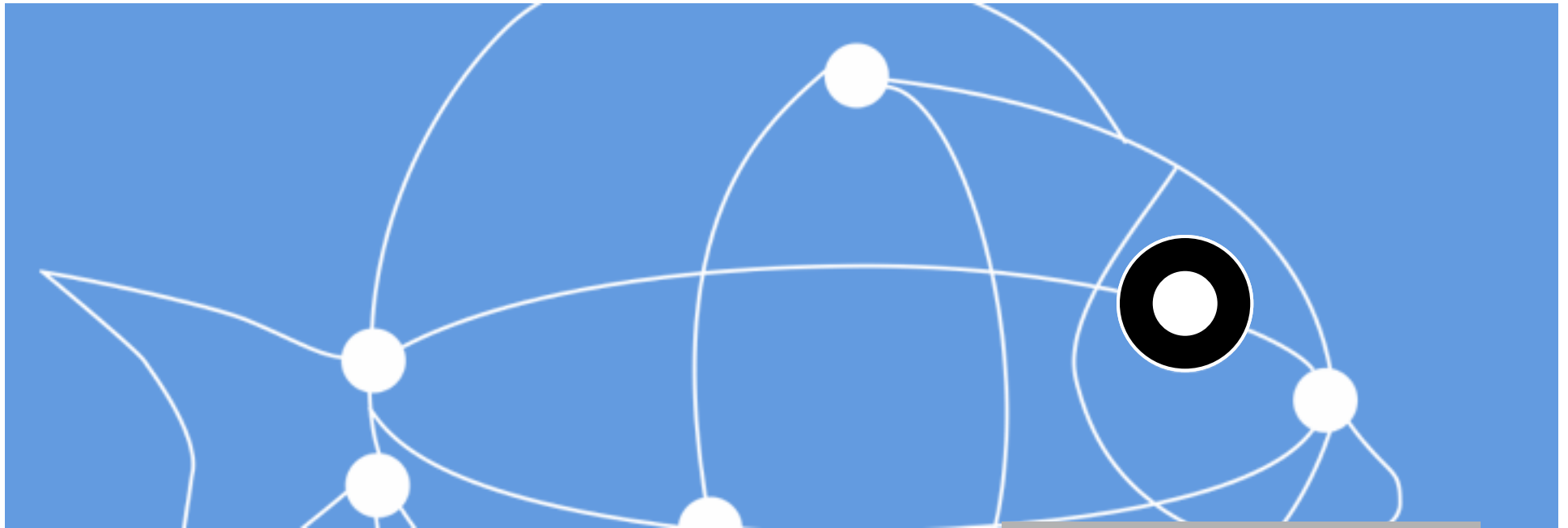
Lisbon Agenda: “to make Europe the world’s most competitive and dynamic knowledge-driven economy by 2010 ”

**Need of European businesses:
Effective use of ICT**

- Drive the transformation of the European industry towards a knowledge-based economy
- Revenues shift from sales of products to provision of on demand services



**SEASIDE
Technology
Platform**



Thank you

FACING TECHNOLOGICAL CHALLENGES TOGETHER