

# Atos Scaler The Business Accelerator



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## 1. The Purpose of Scaler

The purpose Scaler 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, Scaler enables its customers and employees, and members of societies at large to live, work and develop sustainably, in a safe and secure information space.

Scaler is an Atos program for startups and subject matter experts that will have access to open innovations. The new joiners in the program have a specific focus on digital security and quantum. Scaler creates added value for customers, as the startups enrich its portfolio with innovative solutions and, in turn, Atos supports their business development and helps them grow internationally, accelerating their access to its customers and partner ecosystem.

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## 2. Scaler as a Business Accelerator

Each year, new startups are selected to develop their projects according to specific customer interests. They stay in the program, where Atos helps them accelerate their development and grow internationally, for a period of 18 months accessing clients and partners and benefitting from technology expertise as well as from the global brand and visibility.

Since its launch in 2020, Scaler has fostered many open innovation projects supporting customers' business needs. To date <sup>1</sup>, Scaler has onboarded more than 20 startups from across the globe and around 20 client deals have already been signed with customer engagements accelerating. The key performance indicators (KPI) have more than doubled since the beginning of 2022.

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<sup>1</sup> [https://atos.net/en/2022/press-release\\_2022\\_07\\_07/atos-scaler-onboards-5-new-start-ups-to-accelerate-innovation-in-security-and-quantum-for-its-clients](https://atos.net/en/2022/press-release_2022_07_07/atos-scaler-onboards-5-new-start-ups-to-accelerate-innovation-in-security-and-quantum-for-its-clients)

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### 3. Investing in Technology and open innovation

Scaler is not a « Scouting » agency in the market. The selection of startups is already engaged with our customers somewhere in the market. The selected startups are taking part into Portfolio Strategy, and they play a big part in the New Digital Business Value to Disruptive Innovation. Working together with the startups customers will have a clear business advantage. The acceleration is driven by an incentive to grow even more and take a step toward an international market.

#### Scaler, the Business Accelerator

##### Investing in technology and open innovation

##### Technologies investment

- ▶ R&D spend at c.€235m, highend of industry
- ▶ Centers of excellence
- ▶ Stringent patent policy
- ▶ Targeted visionary investments in quantum
- ▶ €2 billion investment supporting Atos OneCloud over the next 5 years

Virtual agent & RPA  
**Exascale/Quantum**  
Quantum Safe/Homomorphic encryption  
Prescriptive security  
**Hybrid Cloud** IoT/Edge/Digital Twin  
Smart Machines AR/VR/NeuroTech  
IoT security/Blockchain



##### Open innovation

- ▶ Agile innovation with wide ecosystem of partners
- ▶ Creation of **Scaler** **Atos**  
The Accelerator

##### Knowledge sharing

- ▶ Scientific and Expert Communities
- ▶ Client Innovation Workshops
- ▶ Tech Days
- ▶ Innovation Week
- ▶ Disruptive innovation challenge
- ▶ Thought leadership publications

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## 4. Growing the startup business

The Scaler startups have access to the eco-system of customers and partners. In this way they can help to sign new business that translates open innovation into concrete business realization. The first rule is that all startups meet our customers. Even further, they're integrated into account planning in all regions.

On the other hand, the Scaler startups support in the commitment to leadership in [decarbonized digital transformation](#)<sup>2</sup>. One of the selection criteria for our candidates is how they contribute to a decarbonized digital world. Together with Scaler startups, new solutions are developed making decarbonization a competitive advantage.

### 4.1. Accelerating Innovation & Scale

#### 4.1.1. Scaler Selection Process

1. The proof of concept (POC) or project need to demonstrate some revenue.
2. The business ambition is supported by a mature business plan.
3. The focus is on customer and is industry specific with a use case.
4. The technology and business are aligned with Atos' Strategy.
5. The offering solution adds value to the Atos' portfolio and shows a joint value together.
6. The Scaler must be engaged in Sustainability and Net Zero.
7. Subjectivity the Scaler should have no previous relationship to 1<sup>st</sup> joint customer references.

#### 4.1.2. Scaler Program 12-18 months

1. [Scout with the Business](#). The selected startups are already engaged with customers in the industries, and customers & partners startup programs.
2. [Agile Portfolio](#). The solution is a part of portfolio. Supporting New Digital Business Value to Disruptive Innovation. Co-Innovation on next roadmap.
3. [Shape Joint-Value](#). The Solution needs to have customer business advantage and will create joint value by creation. So that value and work are shared.
4. [Engage](#) – The scaler will grow into the international market of Business Development by joining in the customer/partner meetings & Innovation Workshops and uses the Atos Brand power.

#### Decarbonization focus



- Data analytics solution focused on environmental sustainability in the chemical industry
- Complementary to NZT portfolio



- Carbon neutral remanufactured laptops
- Alternative to refurbished, priced at 40% less, 97% performance; Complementary to DWP – Engaged Employee EX



- One-stop-shop last mile delivery platform
- *Co-Development of a full Last Mile Delivery Tailored Solution for RTL*



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<sup>2</sup> <https://atos.net/en/solutions/decarbonization>

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## 5. Decarbonization

### 5.1. Eco-designs digital services for Web, Mobile, IoT



The startup Greenspector <sup>3</sup> joined Scaler <sup>4</sup> to pursue initial collaborations. The objective of this partnership is the integration of Greenspector solutions and expertise within projects to make the applications developed within the framework of the Group more efficient, inclusive, and eco-responsible. The startup participates the "Decarbonization" <sup>5</sup> activities. The Scaler' collaboration supports the "Digital Services Company" on a global scale and will help to integrate the strong objective of "0 Emission – Net".

Greenspector Solution is integrated in digital factories and contributes to reduce Carbon Impacts of digital services during Build/Maintenance phases. The joint Value proposition contribute to make success bids, answer to customer expectations in climate targets in building certified "Green" Digital deliveries and manage engagement like a more global "Atos Green Design" Label. Solution and Expertise help companies to manage & put under control energy and resources consumption for web, mobile & IoT applications to reduce environmental impacts and make digital services more inclusive & performant.

Greenspector is the editor of the first solution dedicated to energy efficiency for mobile and IoT applications. The suite allows IT teams to lower the consumption of energy and resources of software that they make or integrate. Battery life is extended, performances are improved, and user experience is enhanced.

Greenspector empowers developers with the ability to measure the consumptions of energy and resources of their applications before they ship to production. Development and QA teams get instant and accurate measurements by running tests on real devices in the cloud. The solution seamlessly integrates with mainstream tools and allows both manual and fully automated testing as part of continuous integration processes. Thanks to their new KPIs, the mobile factory can master the efficiency of their applications, which means longer battery life, faster performance, and better user experience.

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<sup>3</sup> <https://greenspector.com/en/atos-scaler-program/>

<sup>4</sup> [https://atos.net/en/2022/press-release\\_2022\\_07\\_07/atos-scaler-onboards-5-new-start-ups-to-accelerate-innovation-in-security-and-quantum-for-its-clients](https://atos.net/en/2022/press-release_2022_07_07/atos-scaler-onboards-5-new-start-ups-to-accelerate-innovation-in-security-and-quantum-for-its-clients)

<sup>5</sup> <https://atos.net/en/solutions/decarbonization>



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### 5.1.1. Decarbonization of its new media

An example of the Scaler delivering on its promises – accelerate business growth and portfolio open innovation; Greenspector have been chosen by France Télévisions <sup>6</sup> to assess and optimize the carbon impact of the website of its new media NOWU. This digital editorial offering aimed at 15–25-year-olds was designed with energy efficiency in mind, with a low-carbon strategy and the integration of eco-design principles.

By combining their expertise, the two partners supported the eco-design and production of this public digital media. EcoAct <sup>7</sup> has strong experience and consultancy expertise in decarbonization strategy, and to the expertise and measurement solution from Greenspector, specialist in reducing the environmental impact of digital applications.

To ensure the optimization and reduction of its carbon impact, EcoAct and Greenspector established a benchmark of best practices in low-carbon media and then calculated the carbon footprint of the project.

- At the launch of the project, the media's carbon footprint was estimated at 74 tons of CO2 equivalent (this is 37 round trips from Paris to New York) and will be monitored over time as the service develops.
- Greenspector also studied the level of eco-responsibility of the media site, thanks to Greenspector' digital sobriety certificate.
- NOWU was the first media to achieve a good result: an Eco score of 61/100, which corresponds to the bronze level.

## Portfolio

Energy efficiency

Efficiency improvement for mobile and devices

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<sup>6</sup> [https://atos.net/en/2022/press-release\\_2022\\_01\\_25/ecoact-and-greenspector-support-france-tv-in-the-decarbonization-of-its-new-media-nowu](https://atos.net/en/2022/press-release_2022_01_25/ecoact-and-greenspector-support-france-tv-in-the-decarbonization-of-its-new-media-nowu)

<sup>7</sup> <https://eco-act.com/sustainability-news/decarbonisation/>



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## 5.2. Circular Computing Carbon neutral remanufactured laptops



The Circular Computing <sup>8</sup> was selected <sup>9</sup>in Scaler to support the Atos' objectives to work together with clients with solutions and services to reduce their carbon footprint. Circular Computing is a leader in remanufacturing of hardware, on a mission to create a more ethical, sustainable, and socially responsible way to buy enterprise grade IT. The startup contributes to a decarbonization objective by developing new solutions that make a competitive advantage for customers.

The Scaler startup produces at-scale, pre-used HP, Dell and Lenovo laptops that are equal to or better than new. The certified Circular Remanufacturing Process delivers a laptop that has 'at least equivalent performance and warranty that is equivalent or better than that of the newly manufactured product'. With its ISO 9001 accredited processes the startup can guarantee consistent quality of the same model in large volumes, and, with comprehensive cosmetic detailing, every laptop is refinished to exacting quality standards in its purpose-built, state of the art production facility.

The remanufacturing process is the premium alternative to 'refurbished' and a viable alternative to 'new', going above and beyond a cosmetically improved finish to ensure an intense focus on performance and reliability.

The refurbished laptops are ideal for business customers that are looking to save money without compromising on quality, performance, or warranty. Each laptop is certified carbon neutral, and 5 trees are planted in India & Africa, helping people, and making earth cooler. Companies can align their budgets and sustainability ambitions around a smarter IT procurement strategy that delivers the IT they need for less whilst helping people & planet.

### Portfolio

Decarbonization

Digital Workplace

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<sup>8</sup> <https://circularcomputing.com/>

<sup>9</sup> [https://atos.net/en/2021/press-release\\_2021\\_11\\_15/atos-expands-its-decarbonization-portfolio-to-offer-clients-worlds-first-certified-carbon-neutral-laptops-with-circular-computing](https://atos.net/en/2021/press-release_2021_11_15/atos-expands-its-decarbonization-portfolio-to-offer-clients-worlds-first-certified-carbon-neutral-laptops-with-circular-computing)