



Alliance Partner Brief

The RSA and Atos Origin Alliance

A Complete Solution to Address IT and Business Risk



CONSULTING > SOLUTIONS > OUTSOURCING

The Big Picture

The alliance between RSA, The Security Division of EMC, and Atos Origin leverages the expertise in both companies to provide clients with information security solutions focused on the protection of data and remote access. Combining RSA's product suite and Atos Origin's approach to information security risk management, the alliance is focused on providing a complete solution for helping clients address their IT and business risks.

The RSA and Atos Origin alliance extends throughout Europe, offering go-to-market solutions in data loss prevention and authentication. The alliance has a regional focus in France, Germany, Spain, the Netherlands and the United Kingdom.

Creating Information-centric Security Solutions

Atos Origin is a full-service IT services provider offering outsourcing, systems integration and consulting to address clients' business needs. Through its alliance with RSA, Atos Origin is focused on several key initiatives that leverage RSA's products and technology – whether as an outsourced managed service or as a 'built-in' systems integration project. Some of these initiatives include:

Authentication

RSA SecurID® two-factor authentication is a core part of the Atos™ Adaptive Workplace solution which provides users with anywhere, anytime access. Offered as a managed security service, the Adaptive Workplace solution integrates RSA SecurID authentication to help organizations solve issues around the selection, implementation, integration and upgrade of components within the office environment, and provide end users with secure access to any application, from any location and on any device.

Data Loss Prevention

As part of its service offering for audit, compliance and risk management, Atos Origin uses the RSA® Data Loss Prevention Suite to help clients understand what data is most sensitive to their business and identify where it resides in the data center, on the network and at end points throughout the organization. Once sensitive data has been discovered and classified, Atos Origin offers advisory services such as reviewing the efficiency and effectiveness of IT security controls, assessing the level of maturity of the controls in place and advising where improvements would be beneficial to organizations in addressing regulatory guidelines.



The Security Division of EMC



New Initiatives in 2009

Enterprise content management (ECM) is essential to many organizations. ECM systems facilitate knowledge sharing across departments but, more importantly, often contain masses of sensitive data such as company financials, contracts and intellectual property that must be protected. In 2009, RSA and Atos Origin are aligning resources to bring to market a complete solution for securing sensitive data within ECM systems.

Atos Origin offers a robust ECM solution to help companies manage their information effectively with more than 1,000 dedicated professionals with experience in implementing enterprise-wide content management applications throughout Europe. Combining Atos Origin's expertise with core RSA authentication, data loss prevention, and network monitoring and log management technology, organizations are provided with a full-service security solution to protect sensitive data stored within ECM systems, secure access to that information and monitor those systems for high-risk or suspicious activity.

Executive Sponsorship is Key to Success

"Building strong alliances is one of RSA's key strategic focuses," says Tom Heiser, Senior Vice President, Sales, Marketing and Professional Services at RSA. "The relationship with Atos Origin is a good example of a collaborative team delivering great value to joint customers."

Rene Baas, Senior Vice President, Sales, Marketing and Global Managed Operations, at Atos Origin states, "This partnership enables Atos Origin to integrate RSA's information-centric security offering into solutions and services that address our customers' security and data protection challenges."

"We are pleased to see the collaboration between Atos Origin and RSA that enables them to deliver cost effective solutions to their customers. By joining forces they offer solutions that do not require the use of internal resources in deploying and integrating technology. We have already experienced the first benefits of this collaboration in authentication management and we look forward to expanding this to other security solutions as well."

Eric Steffanie
Service and Supplier Manager at DSM

About Atos Origin

Atos Origin is an international information technology services company. Its business is turning client vision into results through the application of Consulting, Systems Integration and Managed Operations. The Company's annual revenue is EUR 5.5 billion and it employs 50,000 professionals in 40 countries. Atos Origin is the Worldwide Information Technology Partner for the Olympic Games and has a client base of international blue-chip companies across all sectors. Atos Origin is quoted on the Paris Eurolist Market and trades as Atos Origin, Atos Worldline and Atos Consulting.

About RSA

RSA, the Security Division of EMC, is the premier provider of security solutions for business acceleration, helping the world's leading organizations succeed by solving their most complex and sensitive security challenges. RSA offers industry-leading solutions in identity assurance & access control, data loss prevention, encryption & key management, compliance & security information management and fraud protection. These solutions bring trust to millions of user identities, the transactions that they perform, and the data that is generated.



RSA Security Inc.
RSA Security Ireland Limited
www.rsa.com

The Security Division of EMC

©2009 RSA Security Inc. All Rights Reserved.
RSA, RSA Security and the RSA logo are either registered trademarks or trademarks of RSA Security Inc. in the United States and/or other countries. EMC is a registered trademark of EMC Corporation. All other products and services mentioned are trademarks of their respective companies.

ATOS APB 0709