

OUR SUCCESS STRATEGY

Enterprise Solutions

Delivering Real Value to Clients

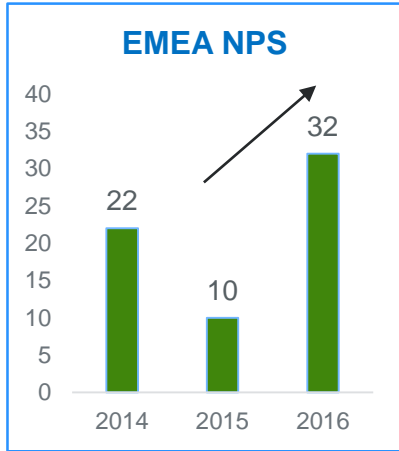
Eric Hutto, Senior Vice President and President, Enterprise Solutions, Unisys

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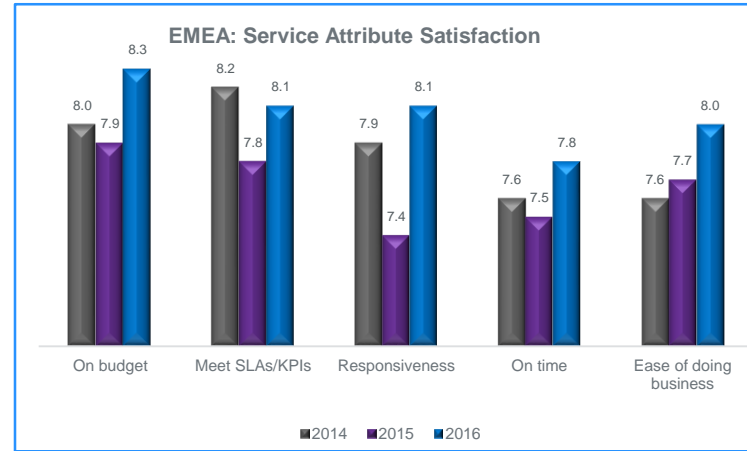
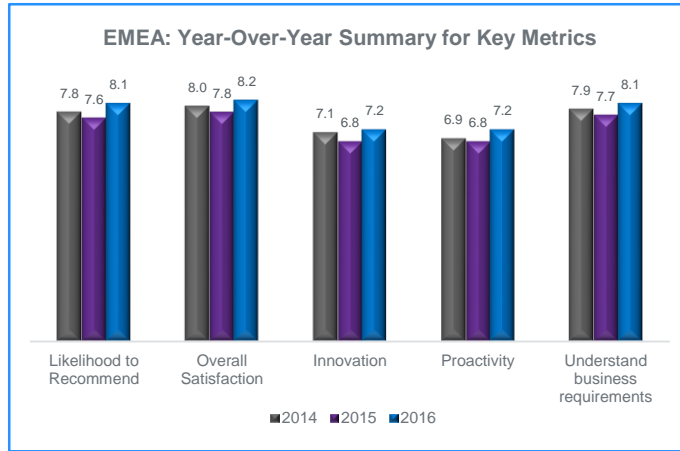
2.6%

29%

Progress on Client Focus... NOT Satisfied!



**220%
increase
Year over
Year!**

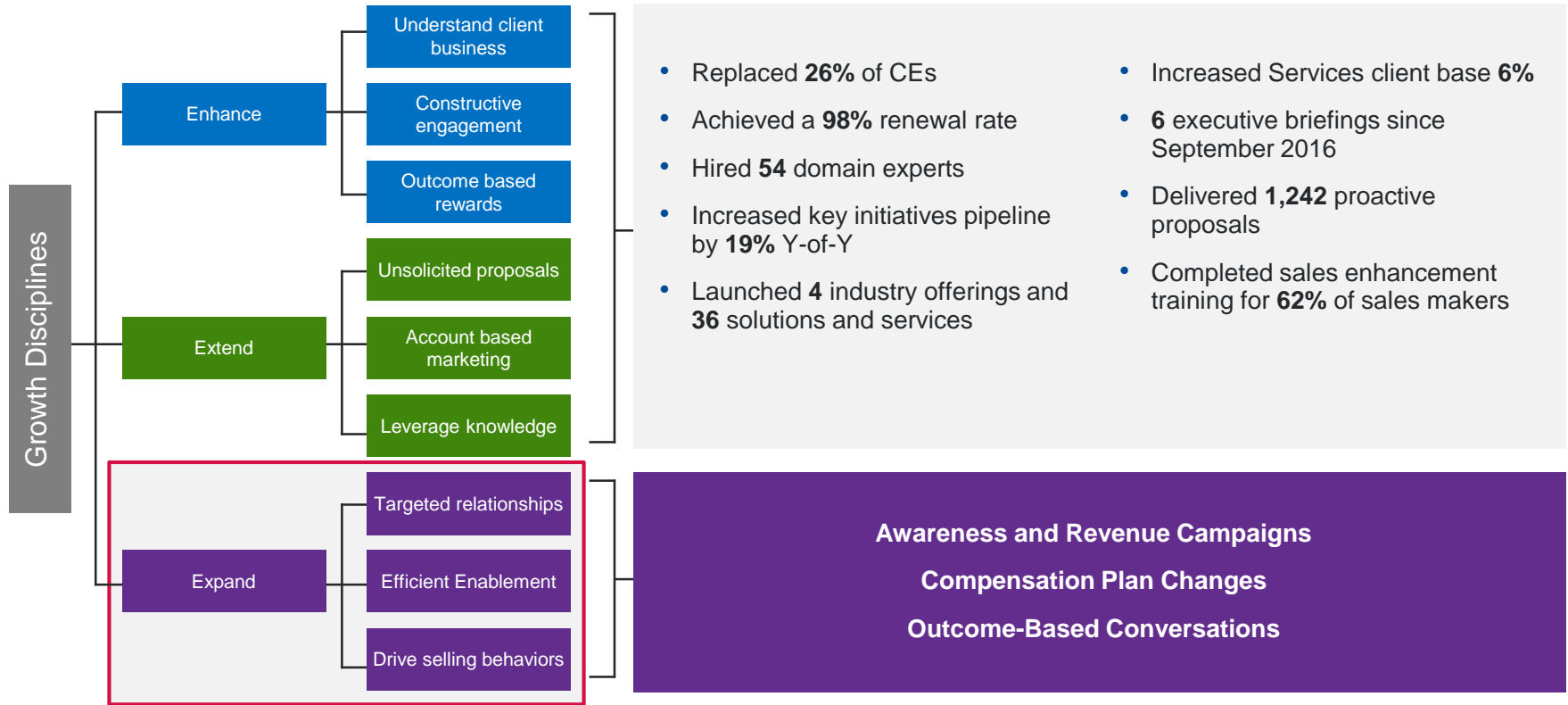


“bring ideas...challenge us”

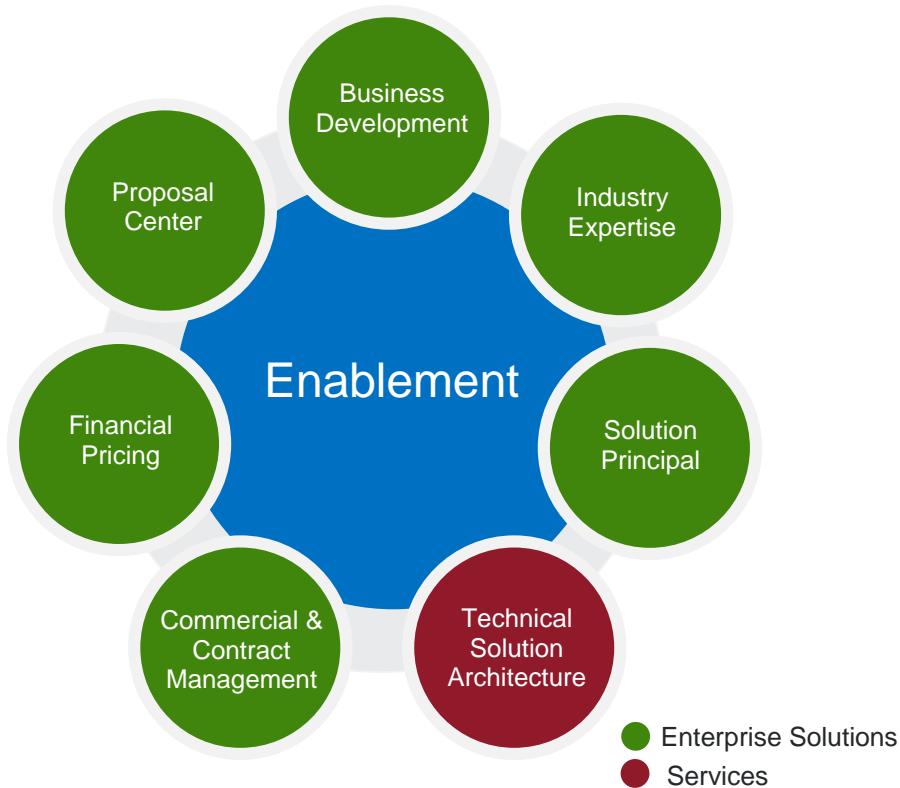
“meet expectations...but want more”

“we can see a difference in Unisys”

Routes to Growth



Consolidated Go To Market



- Sales Executives Aligned to Verticals
- Client Facing Enterprise Architects
- Streamlined commercial approach
- Simplified Governance


Customer Proof Points

@UnisysEMEA
#UnisysNOW



“ Moving to an outsourced environment **saved us \$70 million** versus a rip and replace—and **digital transformation** will drive future cost savings. ”

Craig Soutar, CIO, New Zealand Transport Agency



“ SAS Cargo enjoys a long-standing and trusted relationship with Unisys. With Unisys’ participation, we are making air freight business easier for our customers, by **introducing innovative solutions** to an industry in need of new thinking and simplification. ”

Leif Rasmussen, CEO and President, SAS Cargo