

UNISYS **NOW!**

OUR SUCCESS STRATEGY

A photograph showing a woman and a young child from behind, looking out a large window. The child is wearing a blue backpack. Outside the window, an airplane is visible on a tarmac. The scene is brightly lit, suggesting a sunny day.

Unisys Services Strategy

Securing the Digital Enterprise, Efficiently

Andy Stafford, Senior Vice President, Global Services and Delivery

Mission

Support our clients' **Digital Transformation journey** with integrated innovative offerings that span

- 1) Cloud & Infrastructure
- 2) Applications
- 3) Analytics
- 4) Security

- Drive transformational engagements through consultative approach
- Maintain and extend market relevance in our horizontal Cloud and Infrastructure Services
- Focused industry vertical expansion through Application and Analytics Services
- Continue to build Security into everything we do
- Further optimize and improve our delivery structure
- Extend BPO portfolio

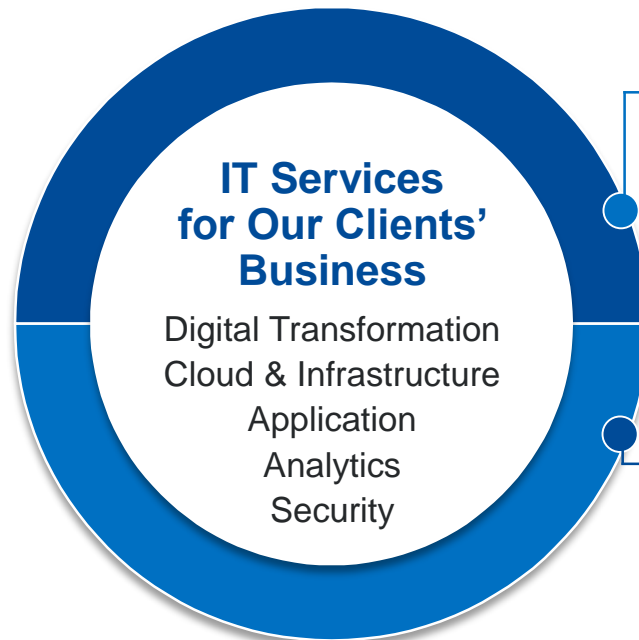
... Supporting the digital business agenda

Drive efficiencies into our Delivery Structure

- Automation, Autonomics and supporting Analytics
- Further Consolidation of delivery into cost efficient locations

Scale Consulting to drive transformational engagements

- Sourcing seasoned consulting professionals with both technology and industry skills
- Upskilling existing Associates
- Strong consultant career path



Client Engagement

- Advisory Consulting Services
- Transformational Planning
- Development and Implementation Project Services
- Managed Services

Hybrid IT

- Leveraging legacy environments
- Adding flexibility, innovation and scalability through private and public cloud

Our clients' businesses are changing and so are we

CIS, the Foundation for Everything Digital

- Infrastructure transformation
- Hybrid cloud enablement
- Empowering the digital worker
- Next generation support services
- Extended Service Integration and Management
- Infrastructure Managed Services



A Global Consumer and Industrial Goods Leader

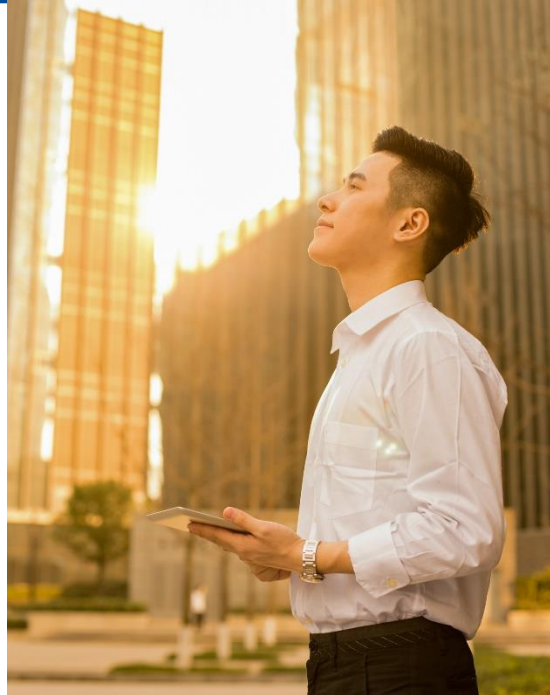
Responding to our client's needs:

- Providing consistent services to its customers to address diverse needs of both mature and new markets across 120 countries, while enhancing end user experience and productivity
- Through a unified service desk, a robust IT governance model, unified global security policy, along with a roadmap to deliver continuous improvements, including persona/user profiling, “shift best” practices, social media and predictive analysis, **Unisys exceeded the target of 70% first call resolution rate and reduced the service delivery costs reduced by ~20%**

Foundation for innovation — a flexible, agile and secure digital enterprise

Empowering the Digital Worker

- Digital workspace transformation
- Cloud-based office productivity
- Digital workplace support services, Digital Tech Cafe™
- Mobility and unified endpoint management



Large state government agency

Responding to our client's needs:

- Implement a **hybrid workspace cloud solution** that delivers core workspace productivity applications available from anywhere on any device. Key components include messaging as a service, managed desktop as a service, virtual desktop as a service, unified communications as a service, and infrastructure as a service.
- Establish a model of **efficient digital government** through cost effective pricing and a consumption-based model.
- Empower digital workers by providing tailored, **persona-based support** services.

Enabling business and empowering workers through digital transformation

Enabling Digital Business with Enterprise Scale Agility

- Agile Development (DevOps)
- Application Modernization
- Application Managed Services



Tele2 Telecommunication GmbH

Responding to our client's needs:

“The project has provided us a **complete overview of the necessary measures needed to optimize our application landscape**, as well as its sequence and dependencies. New integrations will be checked against the existing target architecture. **Our expectations have been exceeded. This framework will help us offer higher-value, cost-effective data and voice services to our customers.**”

— Helmut Lehermayr, CTIO, Tele2
Telecommunication GmbH

Applications differentiate our clients' abilities to meet
the needs of their customers and/or citizens

Insights Our Clients Need to Effectively Compete

- Analytics Advisory Services
- Industry Predictive Models
- Analytics Foundation Platform



Responding to our client's needs:

- Daily snapshot that helps SOMOS more effectively run their business
- Machine Learning to analyze customer behavior and look for new revenue channels
- Key element to understand their customer and provide intelligent data-driven customer segmentation
- BI and analytics used to identify new products and revenue channels
- 2016 showed a 25% reduction in costs

**Business Intelligence & Analytics:
critical to our clients' short and long-term success**

Efficient Transactional Processing and Increased Industry Insights

- Mortgage Origination Solution
- Payment Solution
- Imaging, Workflow & Archiving Solution



One of the Top Three Banks in the Philippines

Responding to our client's needs:

- Met end-to-end new regulatory requirements for clearing of checks
- Migration from manual check clearing to an image-based system
- Leveraging systems and processes that Unisys BPO uses in processing 70% of Malaysia's checks

Maintaining our BPO business footprint

Unisys Services Global Delivery

@UnisysEMEA
#UnisysNOW

Delivery Center Locations



Seeing the Market Through our Clients' Eyes

@UnisysEMEA
#UnisysNOW



Bayerische Staatsregierung

“ We rely on Unisys for network and security expertise and solutions that provide information integration, flow, accuracy and availability which **continuously enriches and protects our patient environment.**”

— Walter J. Fahey, Maimonides Senior Vice President of Management Information Systems and CIO

“ The development of digital communication based upon global networks, available and usable for everybody in the community, provides **unimagined possibilities**. For example, by projecting what is going on in each room, or having case material available for judges during trial, Unisys is enabling us to ensure cases are not rejected due to lack of availability of proper information.”

— Prof. Bausback, Bavarian Minister of Justice, Bayerisches Staatsministerium der Justiz

Analytics-driven Automation | Next Generation Workers — Rethinking the Workspace |
Hybrid Cloud — Private and Public | Security and Risk Management | Application Modernization

Detailed Breakout Sessions

- **Application Services:** Bob West
- **Advanced Data Analytics:** Rod Fontecilla
- **Cloud and Infrastructure Services:** Steve Nunn
- **Digital Workspace Services:** Steve Kousen
- **Service Management and SIAM:** Paul Gleeson

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