

**Meeting between [REDACTED] (ATOS) and Commissioner OETTINGER
on 2 July 2015 (Basis 5059)**

I. Scene setter

Participant(s):

[REDACTED] *Atos*,

For DG CONNECT: [REDACTED] (*CONNECT.E2* [REDACTED])

For the Cabinet: Bodo LEHMAN,

Estimated duration: 30 minutes,

Agenda: DSM, Cloud computing, Big data, Cybersecurity, Internet of Things (IoT)

- Atos is a major European technology provider, including of cloud services. Atos is and has been an active participant in the implementation of various Commission policies, including on cloud computing, the FIWARE platform, big data and cybersecurity.

Objective(s):

Their Position:

- [REDACTED] will stress the close relationship and need for coordination between policy initiatives regarding cloud computing, big data, cybersecurity and High Performance Computing (HPC).
- [REDACTED] will stress the need for a strong co-operation and joint initiatives between Germany and France, such as on the topic of Industry 4.0 and cloud computing certification.
- [REDACTED] will propose setting up a working group of industry companies to support the implementation of Pillar III of the DSM strategy (digital economy).

Our Position:

- Thank [REDACTED] for Atos' commitment to the Commission's digital policies (including on cloud computing, the FIWARE platform, big data and cybersecurity) and encourage further contributions and involvement.

- Outline the relevant DSM initiatives, in particular in relation to the digital economy (Pillar III), and underline the importance of industry support for the implementation of the DSM strategy.
- Stress the need for European-wide solutions to maximise the growth potential of the European digital economy and indicate that the DSM strategy takes a comprehensive approach regarding digital services and technologies (including cloud computing, big data and the Internet of Things (IoT), etc.).
- Invite Atos to participate in the upcoming DSM consultation(s), such as on the DSM Free flow of data initiative and the DSM European cloud initiative. Indicate that the public consultation may include the organisation of dedicated meetings, for which Atos will of course be considered as a participant.
- Invite [REDACTED] to participate [REDACTED] and represent industry views on digitisation in ICT 2015 conference main plenary session on "Digital single market: the key to Europe's industrial leadership in the digital economy" on 20 October 2015 in Lisbon.

Line to Take:

- The innovation, competitiveness and cost savings offered by digital technologies and services (such as cloud computing, IoT, High Performance Computing and big data) are essential for Europe's economy.
- We appreciate Atos' contributions to Commission policies, such as those on cloud computing, FIWARE, Big Data and cybersecurity. We are grateful to you [REDACTED] [REDACTED] for your own role as a member of the European Cloud Partnership's steering board.
- We would like to ensure continued good collaboration with Atos on:
 - Cloud computing, i.e. the implementation of DSM initiatives that build on the March 2014 European Cloud Partnership's Trusted Cloud Europe report.
 - Cybersecurity, i.e. Atos' participation in the Cybersecurity Industrial Strategy Advisory Group (CISAG) and the upcoming consultation leading to the establishment of a Cybersecurity contractual public-private partnership (cPPP).
 - FIWARE, i.e. Atos' use of the open service platform.
 - Internet of Things (IoT), in relation to which Atos may consider joining the working groups of the Alliance of Internet of Things Innovation (AIOTI).
 - Industry 4.0 / Digital Industrial Strategy, on which Commissioner Oettinger presented 4 action lines in his April 2015 speech at Hannover Messe.
 - High Performance Computing.
- Above all we need Atos' support for the implementation of the Digital Single Market (DSM) strategy. The DSM will help transform all industries, leading to Europe's

industrial renaissance, developing new growth industries based on Cloud Computing, Big Data, the Internet of Things and High Performance Computing (Industry 4.0).

- Under the DSM strategy we are taking a comprehensive approach as regards digital technologies and services (including cloud computing, IoT and big data) and coordinate actions where possible.
- The DSM European free flow of data initiative aims to tackle barriers to the free movement of data in Europe. And the DSM European cloud initiative aims to build user's trust and confidence in cloud computing. The DSM strategy also includes major initiatives to support standards and interoperability.
- We need European-wide solutions to maximise the growth potential of the European digital economy. Only European-wide solutions will offer the
- We will ensure appropriate stakeholder involvement for the implementation of the DSM initiatives and public consultations are foreseen for the 2nd half of 2015. We are also considering organising dedicated meetings as part of these consultations, such as in relation to cloud computing, and will consider Atos as a participant.
- These steps will allow all stakeholders to contribute to and shape the DSM initiatives, and we would like to encourage Atos to take an active role.

II. Speaking points (only if requested)

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III. Press speaking points (for meetings abroad) if relevant

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IV. Attachments

Annexes	Status of the annex
- Background document	Annex I
- CV [REDACTED]	Annex II
- Company profile	Annex III