

Evolving your Talent to Meet Organizational Demand

ClearPath Resources:
Keep Everything Running Smoothly

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“

Difficult to see. Always in motion is the future.” --
The Empire Strikes Back

<https://www.starwars.com/news/8-great-life-teachings-from-yoda>

”



Today's Presentation

- Importance & Challenges of Evolving Talent
- Opportunities with Managed Services
- Unisys Approach & Solutions
- Client Success
- Q&A Session



What does it take to evolve talent?

- Skills Development
- Training and Education
- Cross-Training
- Field Experience
- Knowledge Transfer
- Career Management



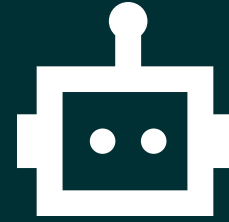
Why has it become mission critical?



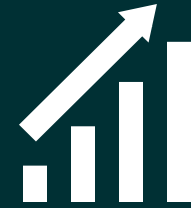
Protect
Existing
Investment



Create
Resilient
Operations



Enable
New
Capabilities



Directly
Drive
Business

Why has it become so challenging?

Organizational Demand

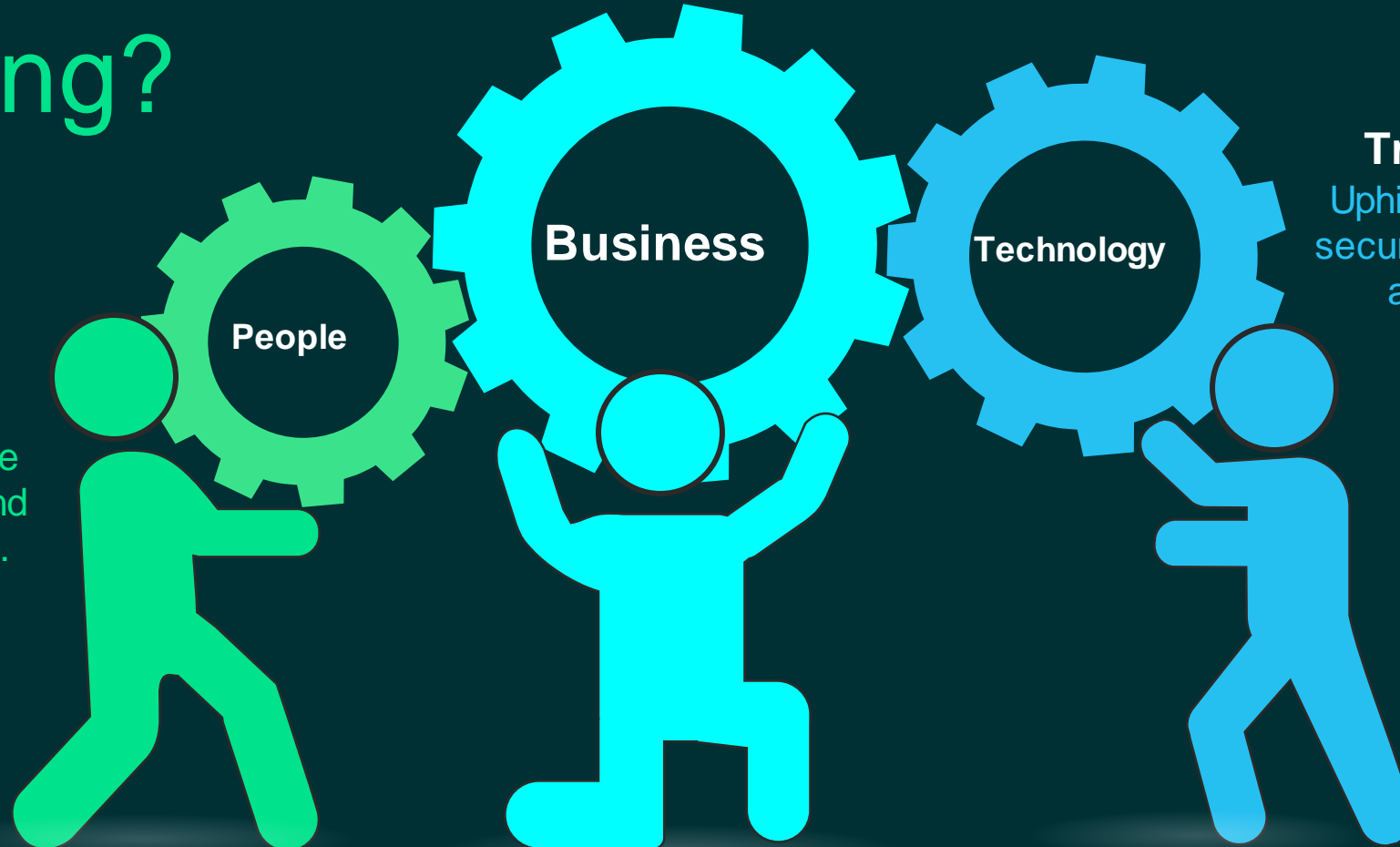
The business wants to move fast, do more with less, and IT needs to keep up.

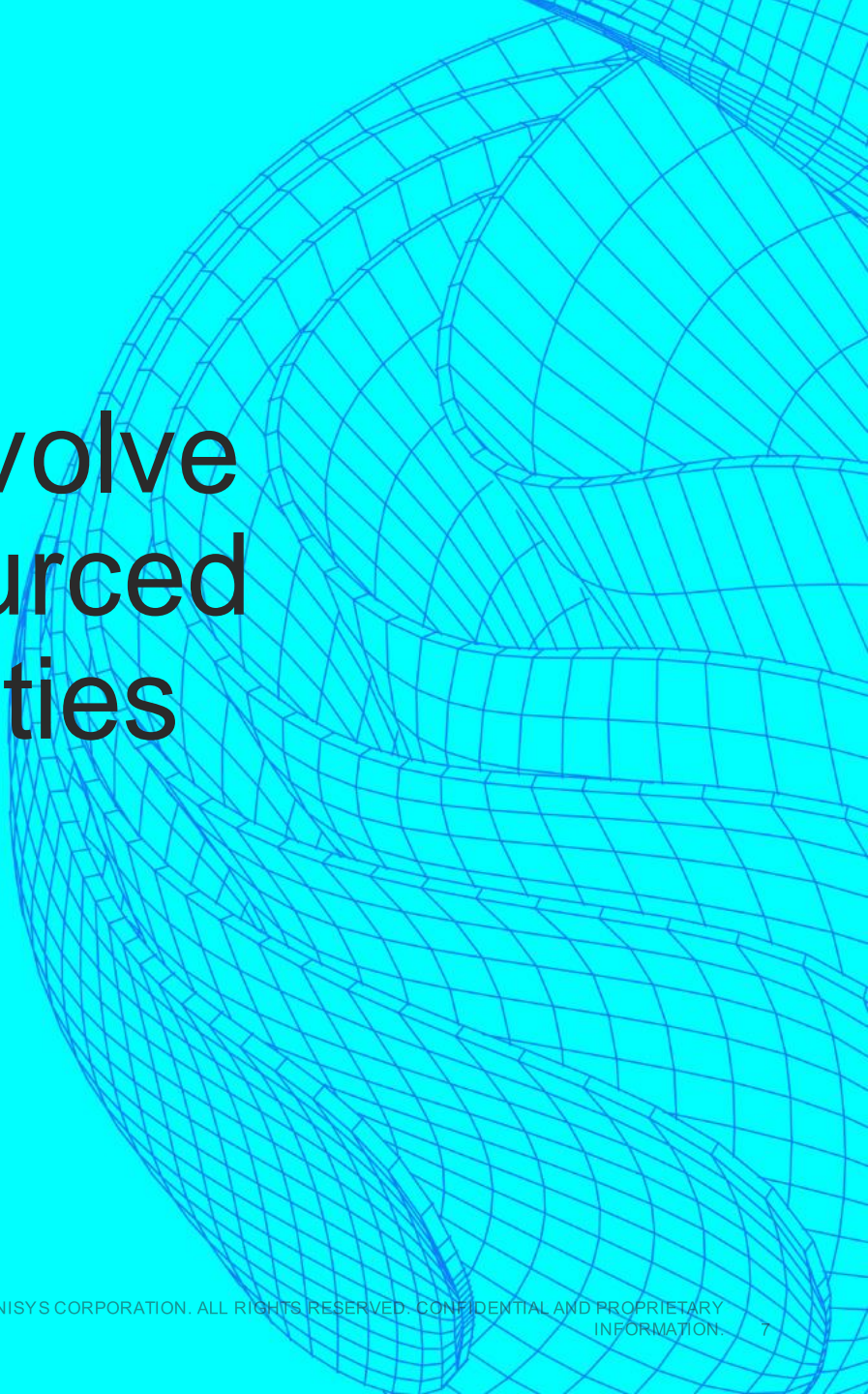
Trends Shifting

Uphill battle to manage security, integration, and adoption speed.

Skills Management

Constant need to find the necessary skills when and where they are required.



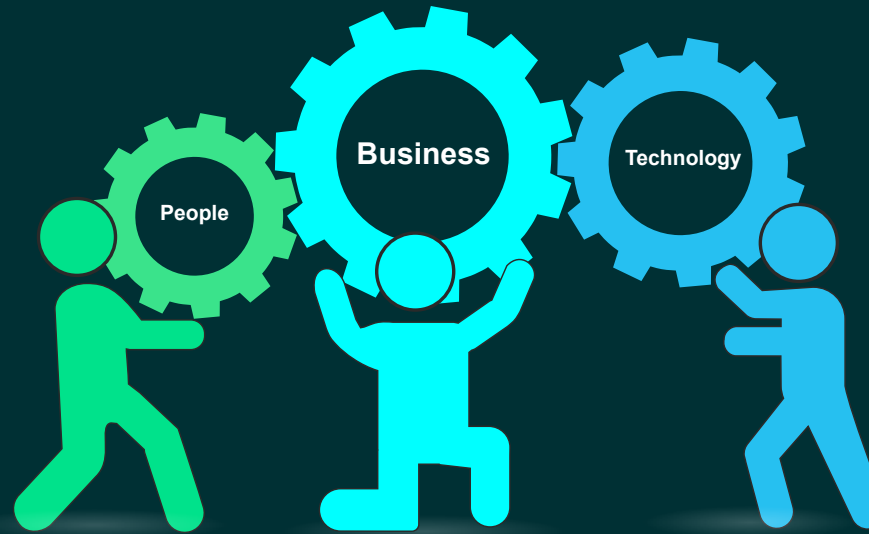


"Organizations must rapidly evolve toward a new balance of insourced and outsourced talent capabilities to achieve results."

(Gartner, Key Reasons for Dynamic Sourcing of IT Solutions and Services, 2022)



Is it time to evaluate the approach?



Managed Services Opportunity

- ✓ New Expertise
- ✓ Business Continuity
- ✓ Standardization
- ✓ Scalability
- ✓ Risk Management

Unisys Services Overview



Global Client Base

Loyal & Diverse
Installed base with
decades of trust



Domain Expertise

Software and domain
expertise leveraged
solutions



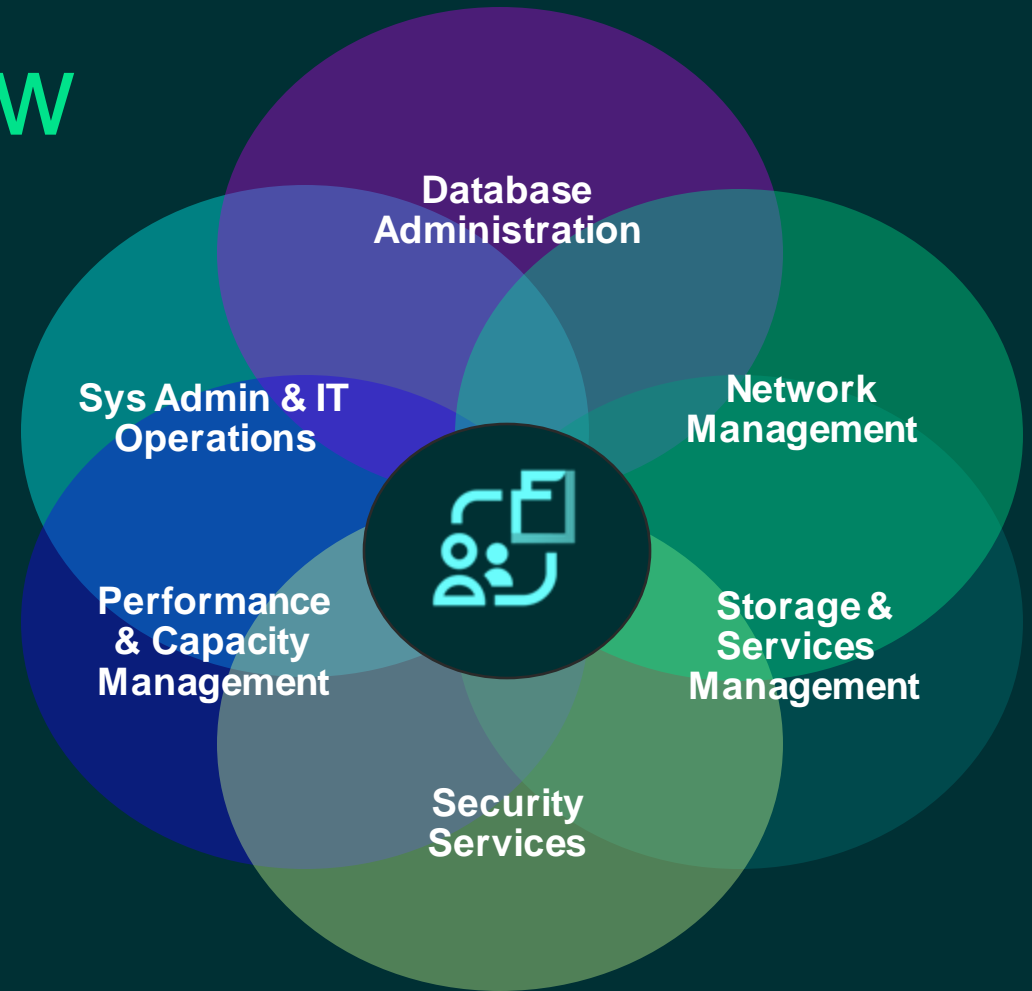
Innovation

Inspired,
cross-industry
innovation



Delivery Excellence

Best-in-class
capabilities + global
footprint

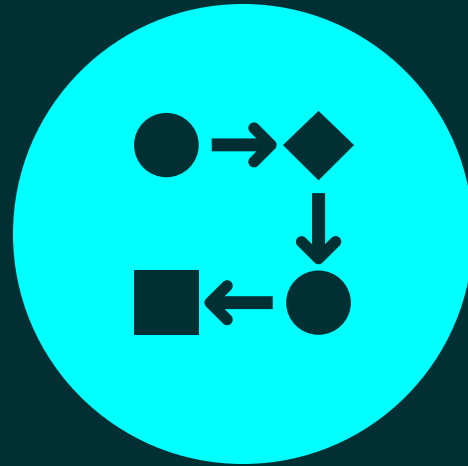


Services managed by Client or by Unisys
Resourced on-shore / near-shore / offshore
Shared resources / Dedicated resources
Standard offerings customized to client need

Why Unisys Managed Services?



WE ARE IN THE
BUSINESS OF
TALENT EVOLUTION



WE ARE INVESTING
FOR YOUR
TRANSFORMATION



WE ARE A PROVEN
TECHNOLOGY
PARTNER

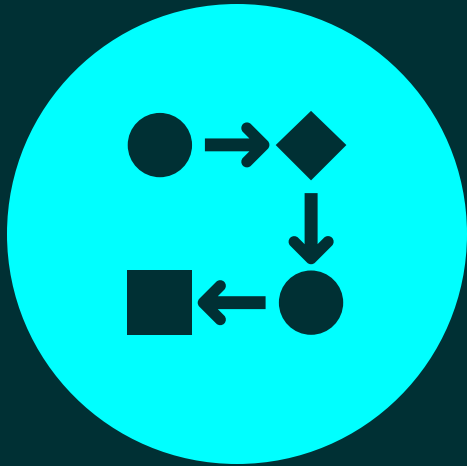
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- Skills Development Curriculum
- Adaptive Training Framework
- Knowledge Transfer Program
- Global SME Network

Why Unisys Managed Services?



WE ARE INVESTING
FOR YOUR
TRANSFORMATION

- New Capabilities
 - Automation
 - Cloud Readiness
 - Data Management
- Global Delivery Centers
- Scalable Onboarding Model
- Comprehensive Portfolio

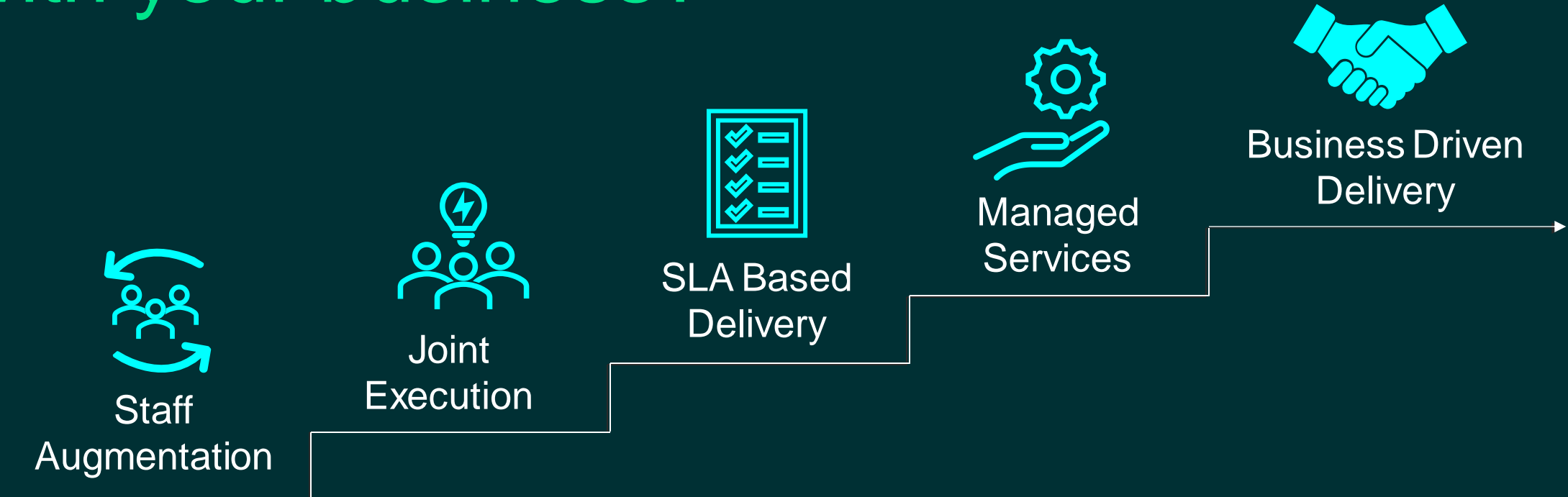
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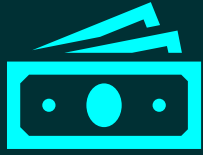
- Cross Industry Success
- Organizational Focus on Security
- Relationships Spanning 50+ years
- Consistently High CSAT Scores

How can Unisys partner with your business?



Building better business outcomes at every step of your journey.

EMEA Examples of Client Success



Providing different flavors of Managed Services with **customized scope**:

- Infrastructure management only
- Application maintenance only
- Both, infrastructure management and application maintenance
- Both, client owning infrastructure or Unisys providing it As a Service

All **environments** (Dev, Test, Prod, DR) or just some of them

- Specific areas inside system administration areas

Clients in both **ClearPath lines**: Libra - MCP / Dorado – OS2200

Several **market sectors**: banking and financial institutions, travel and transportation, telecommunications, **public and private** companies

Several years of **experience** in some of them or just few months

Providing services on site at client **facilities** or remote from Unisys offices

Let's Discuss Next Steps.

Keep In Mind:

- This will be a process and starting early will be an advantage.
- We can coordinate a planning and skills review discussion.

Getting Started:

- Reach out directly to your Client Executive
- Email: ClearPathServices@unisys.com
- Visit: [Unisys.com](https://www.unisys.com)



Q&A



Thank You!

