Managed Services as-a-Stack
Mark Woodhams (from NETSUITE) and Carole Murphy

Analyst Day
Paris, 28 May 2015
Disclaimer

This presentation does not contain or constitute an offer of securities for sale or an invitation or inducement to invest in securities in France, the United States or any other jurisdiction.

This presentation contains forward-looking statements. Forward-looking statements are statements that are not historical facts. These statements include projections and estimates and their underlying assumptions, statements regarding plans, objectives, intentions and expectations with respect to future financial results, events, operations, services, product development and potential, and statements regarding future performance or events. Forward-looking statements are generally identified by the words “expects”, “anticipates”, “believes”, “intends”, “estimates”, “plans”, “projects”, “may”, “would” “should” and similar expressions. Although Cap Gemini’s management believes that the expectations reflected in such forward-looking statements are reasonable, investors are cautioned that forward-looking information and statements are subject to various risks and uncertainties (because they relate to events and depend on circumstances that may or may not occur in the future), many of which are difficult to predict and generally beyond the control of Cap Gemini, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. No one should therefore unduly rely on these forward-looking statements as they reflect only the judgment of Cap Gemini’s management at the date of this presentation and are not intended to give any assurances or comfort as to future results. Other than as required by applicable law, Cap Gemini does not undertake any obligation to update or revise any forward-looking information or statements.
Cloud and growing demand for ‘BPaaS’ are key trends in our industry

Businesses recognize THE POTENTIAL OF TECHNOLOGY TRENDS to deliver growth

- **Digital Transformation**
- **Need for easier acquisition integration**
- **Increased focus on business outcomes and transformation capability**
- **Demand for End to End Transformation**
- **Growing demand for Robotic Process Automation**
- **Growing demand for ‘SaaS’ & ‘BPaaS’ solutions**
- **CLOUD enables top line growth**
- **SMACT** (social, mobile, analytics, cloud, internet of things) are driving innovation
- **Business Agility, Emerging Markets**
- **Contract Renewals** Growth driver
Managed Services AS-A-STACK allows you to construct a tech-enabled solution from:
- Components in four integrated layers
- Innovative plug-and-play products

All assembled to order to meet your business outcomes
YOUR OPTIMAL SOLUTION starts with infrastructure options

- Removes the burden of legacy
- Future-proofed
- Scalable by design

SERVICE INTEGRATOR

CLOUD SOURCING STRATEGIES

PRIVATE

PUBLIC

HYBRID

Hosted within your COMPANY’S NETWORK

Hosted externally for MULTIPLE CLIENTS

PARALLEL USE of public and private clouds
Step 2: Select Powerful Applications

Add **PLUG-AND-PLAY** software

- Growing catalog of world-class apps
- Optimum combinations
- Rapid deployment at lowest cost

**Business App Hub**
- Capgemini Business Apps based on HANA
- SAP Financial Business Apps
- SAP Invoice Management
- SAP Simple Finance
- SAP Financial Shared Service Centers (FSSC)
- SAP Hana Suite
- Oracle Fusion Financials
- Oracle Fusion HCM & Taleo
- NetSuite ERP
- Insurance Claims
Step 3: Adopt World-Class Processes

Our Global Process Model® delivers a complete range of best practice in:

- Data recording
- Analysis
- Action insights

BENEFITS:
- Greater speed to value
- Cuts transition risk
- Ongoing performance analysis

Service Lines

<table>
<thead>
<tr>
<th>Finance and Accounting (FAO)</th>
<th>Supply Chain Management (SCM)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Human Resources (HRO)</td>
<td>Analytics</td>
</tr>
<tr>
<td>Procurement (S2C)</td>
<td>Governance Risk and Compliance (GRC)</td>
</tr>
</tbody>
</table>

WE COVER ALL ASPECTS OF SERVICE from recording the data through analysis and insights to action

OUTCOMES

- Action
- Record

INSIGHT

- Analyze
- Report

DATA

INFORMATION
Step 4: Services From the Right People in the Right Place

SERVICES TAILORED TO YOUR BUSINESS, delivered from an optimal mix of:

- People
- Skills
- Processes
- Locations

"Capgemini forms a close, long-term relationship with clients"
One example is TGIF where we partner with Netsuite to deliver a Stack Solution

**OUR SOLUTION**

1. Private & Netsuite hosted solution
   - AM by Capgemini

2. Netsuite replaced legacy ERP
   - Augmented with business specific Apps
   - Tools from BPO Apps Hub deployed

3. Configured in line with Global Process Model for core F&A processes

4. F&A delivered from Capgemini Global Delivery Network (Bangalore, Sarasota)

Establish new operating platform for independent business.
Netsuite World’s #1 Cloud Solution

**Background**
- Publicly traded on NYSE: “N”
- 3700+ employees
- $556.3M revenue in FY14
- $164.8M revenue in Q1 FY15

**Performance**
- Used by 24,000+ organizations
- Fastest growing top 10 FMS WW
- Used across 100+ countries

**#1 Cloud ERP Suite**
- Girl Scouts
- P&G
- Roku
- Groupon
- GoPro
- OX
- School of Rock
- Qlik
- Alton Lane
- LYTRO
- Johnson & Johnson
- Guitar Center
- Splunk
- SolarWinds
- Qualys
Collaborative and Committed
Innovative solutions
- 1st BPO Stack Deal
- TGIF,
- Dominos,
- State of Texas
- Unilever/Brazil Tax Platform
Client centric approach
Focused on driving business benefit

- Looking at innovative models to expand our partnership in Europe

- Partner awards 2014 & 2015

- Partnership launched in 2013
Together we deliver World Class Outcomes at Lowest Total Cost of Service

- Speed to value
  - Proven Agile technology
  - Accessibility
  - Inbuilt Flexibility
  - Embedded BI for all
  - Commerce Ready
- A flexible stack enables top line growth, beyond the cost reduction imperative
- Consumption based costing
- Integrated SaaS & BPaaS mitigates the implementation risk
- One SPOC for the full service provided