Industrialization
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People matter, results count.
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The Augmented Competitiveness program roadmap

Develop Partnerships
- Build common Group Platform
- Standardized Processes
- Develop work-unit based pricing

Revisit our tools and technologies

Accelerate productivity
- Implement service centers and factories

Strengthen the Spend Control

Continue TCO initiatives
- Foster globalization

Develop work-unit based pricing

Eco-system

Governance of delivery models
- Implement next evolution of delivery models (Factory Models, Multi-client resources, Global delivery models):
  - Rightshore® presence
  - Global delivery
  - Business imperatives

Automation
- Industrialize Resources
- Reduce Time-2-Market for strategic competencies

Standardization
- Non-Labor Costs

Automation
- Resource Supply Chain
- Labor Costs

Accelerate E-2-E pyramid management

Foster globalization
Effectiveness of our production capacity

* Full production capacity
  - Used on engagements
  - Idle

* Input capacity
  - Non related to output

* Output
  - Productivity Automation
  - Skills, Tools, Methods, Knowledge, Automation

* Supply chain
Resource Supply Chain to reach next level talent and asset management

1. Apply Supply Chain methods from industry
2. Leverage skills
3. Reduce bench

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## Resource Supply Chain Management Process

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<tbody>
<tr>
<td>Demand Forecasting Process</td>
<td>Employee Profile Consolidation</td>
<td>Demand Generation</td>
<td>Data Quality Assurance</td>
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<td>Supply Forecasting Process</td>
<td>Recruitment</td>
<td>Demand Fulfillment</td>
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<td>Demand/Supply Gap Analysis Process</td>
<td>Workforce Shaping</td>
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<td>Subcontractor Management</td>
<td>Demand Fulfillment Optimization</td>
<td>Reporting &amp; Analysis supporting S&amp;OP and business decisions</td>
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## People Supply Chain Business Governance

- Mobility Management
- IT support
How automation will play in competitiveness (1/2)

1. Roll out of existing systems: VVM, shared services, portals

2. Focus today: design and then roll out

3. For the future
How automation will play in competitiveness (2/2)

**BUILD**
- Code quality check
- Code remediation
- Code generation
- Repetitive tasks
- Test data set generation
- Test case generation

**RUN**
- Analytics on events
- Correlation of events
- Predictability of events

**Machines**
- **Autonomics**
- **Cognitive**
- **Artificial intelligence**
Extreme agile – DevOps

This is the new AD approach

- Shorter lifecycles
- Enhanced Productivity
- Requires adequate platforms

Plan → Code → Build → Test → Release → Deploy → Operate

DevOps

Continuous Delivery

Continuous Integration

Agile Development
Pilot Virtual Testing Factory applies three key competitiveness levers to Client Engagements.

- Non labor environment
- People
- Tools

- Governance & Productivity
  - Forecasts
  - Measurement
  - Business case
  - Work unit

- Automation
  - Lifecycle
  - Baseline
  - Offshore leverage

- CATALOG

Engagements

Virtualization layer

Testing Specialized Plants