Augmented Competitiveness
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Our augmented competitiveness program is the continuity of our previous Group initiatives.

Improving Delivery is still necessary but not sufficient anymore.
Augmented competitiveness, the new frontier to reach

A single Production Costs base reduction program doesn’t meet our clients agenda (price pressure, disruption in our environment with the SMAC) thus it should be augmented by Innovative delivery models establishment while improving the quality of service
Augmented competitiveness requires a more holistic approach
The Augmented Competitiveness program roadmap

Develop Partnerships

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

Eco-system

- Revisit our tools and technologies

Governance of delivery models

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

Industrialize Resources

- Accelerate productivity
- Implement service centers and factories
- Strengthen the Spend Control

Non-Labor Costs

- Continue TCO initiatives
- Foster globalization

Automation

- Accelerate E-2-E pyramid management
- Reduce Time-2-Market for strategic competencies

Labor Costs
The Augmented Competitiveness program status

**Levers**

**Labor Costs**

- End-to-End Pyramid and strong off-shore push (also for Senior roles): started for years
- Utilization & sub contractors disciplined management
- Important program of cost reduction in AppsOne

**Non-Labor Costs**

- Application Testing automation
- Technology consolidation with key partnerships
- Data centers strategy: intersection of future business needs, technology trends and business models

**Eco-system**

- Consolidation of Group Network launched
- Restructuration of our Global purchase function (10% suppliers: 90% of network spend, +500 suppliers)

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**Level of maturity**

**Well advanced**

- Application Testing automation
- Technology consolidation with key partnerships
- Data centers strategy: intersection of future business needs, technology trends and business models

**Advanced**

- Consolidation of Group Network launched
- Restructuration of our Global purchase function (10% suppliers: 90% of network spend, +500 suppliers)

**Emerging**

- End-to-End Pyramid and strong off-shore push (also for Senior roles): started for years
- Utilization & sub contractors disciplined management
- Important program of cost reduction in AppsOne
Some focus for the breakout sessions

- **Global Delivery**: One service delivered from multiple locations
- **Work Units**: Standardization & automation
- **NEXT Gen AM**: Offshore centric industrialization
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