



Capgemini BPO Uniquely Aligned with the Enterprise Agenda

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Capgemini BPO: Expanding the Business in a Dynamic Market

Business Analytics



Converting data into business Outcomes

CPG: Analytics in Supply Chain Accounting saves \$15M

IP Development



Accelerating time to value

Mfr: GPM + O2C delivers 99.99% error free collection

Platform strategy



Continuing to drive Growth

\$60M new platform business (H1)



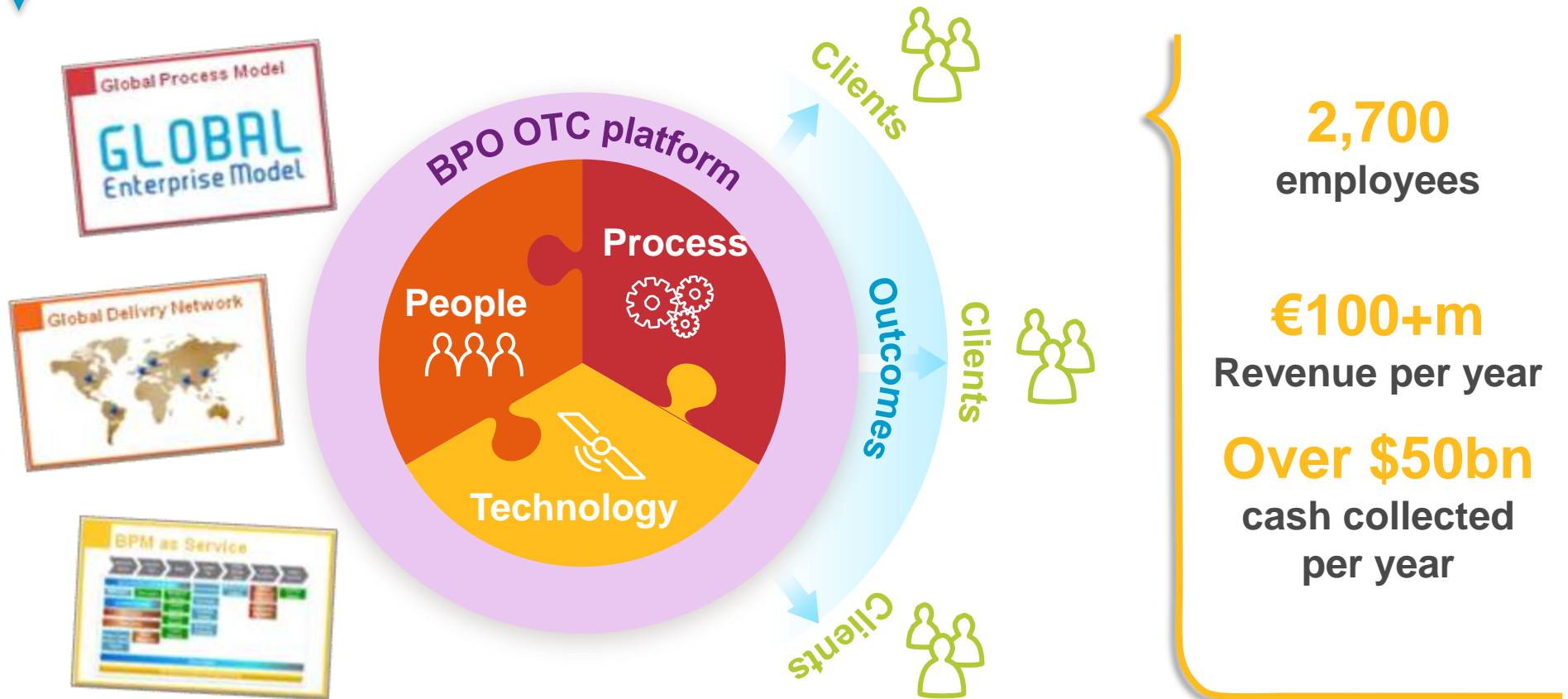
GLOBAL
Enterprise Model

WVA
Order2Cash
Business Process Innovation



Investing in the right assets in the fastest growing parts of the market

Building Platforms and Expanding IP : Order to Cash



Since VWA acquisition, replaced 3 incumbent F&A providers
and secured contracts worth over \$60M

Analytics Offerings aligned to Executive Agenda

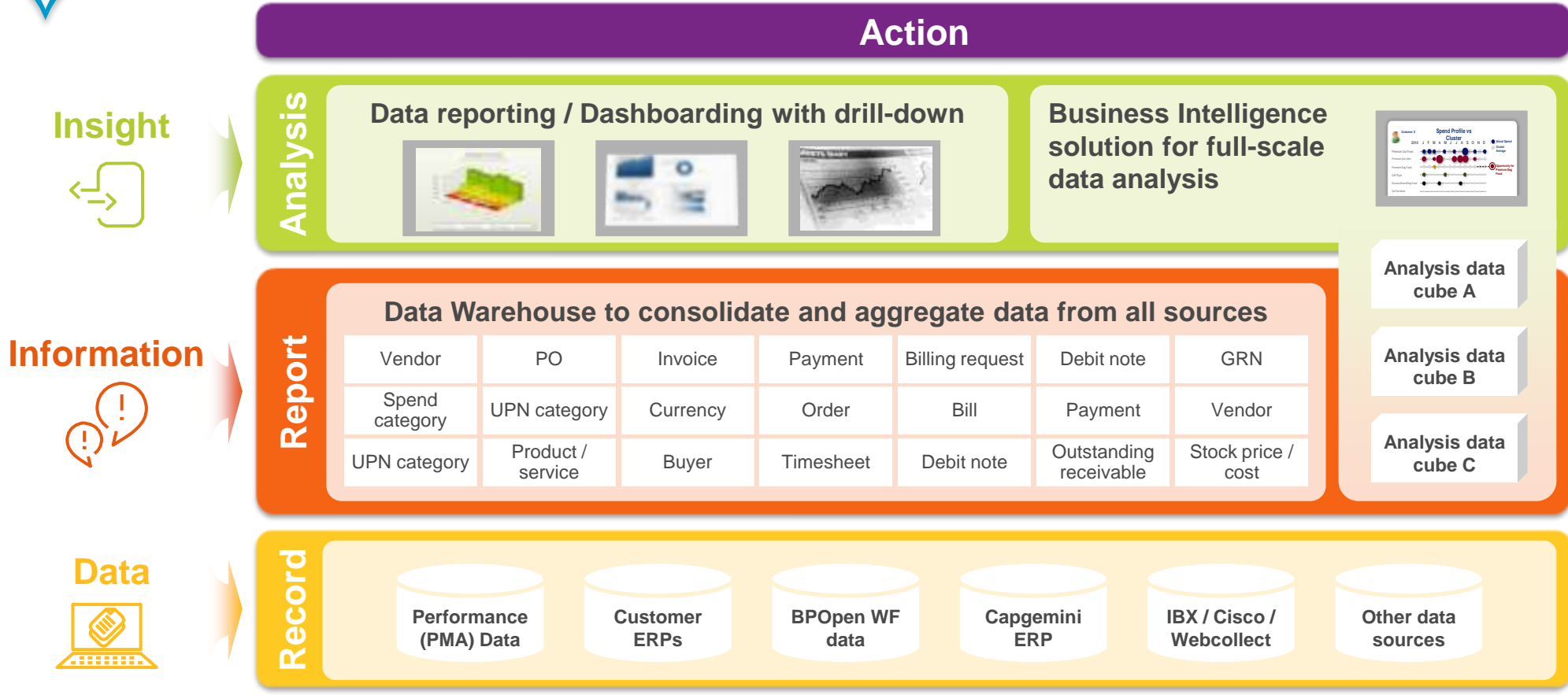


Duplicate Payment Recovery for a world leading CPG brand

- Identified probable combinations of duplicate invoices
- Analyzed data with 30 different parameters
- Implemented recovery process

Particulars	Europe	NA
Period of coverage	2008-2011	2008-2011
Number of duplicate payments identified	418	1159
Value of potential duplicates identified	€ 1.5m	\$2.4m
Estimated final recovery	80%	80%

Building an **end-to-end** delivery platform for Business Insight and Analytics (Big Data for BPO)



Leveraging value for the client in processing millions of transactions per year

Analytics in Supply Chain Accounting for one of the largest global CPG companies in the world

Challenge

Complex supply Chain

- 120 factories
- 60 warehouses
- 4 hubs
- 15 product categories
- 3000 active SKUs

Planners focus on fill rate & inventory availability rather than wastages

Solution

Identify

Stocks lying in warehouse without any sales

Analyze

Reason for slow and non moving stocks

Action

Salvage waste by resolving underlying cause

Outcome

€15 million more cash

Optimized warehouse space

Reduced truck detention

Capgemini knowledge and management of client's end-to-end process is the key factor for analyzing and preventing waste