



Testing TLI: The Capgemini Group Testing Powerhouse

Michel de Meijer
Les Fontaines, 12-13 June

Testing – significant growth and leadership position

Revenue evolution



- Consistent strong growth
- Will beat **2012 target (640M€)**
- On track to achieve **1,000 M€ by 2015**

Consistent CM



- Testing's CM is **highly superior** to rest of Group

Headcount growth



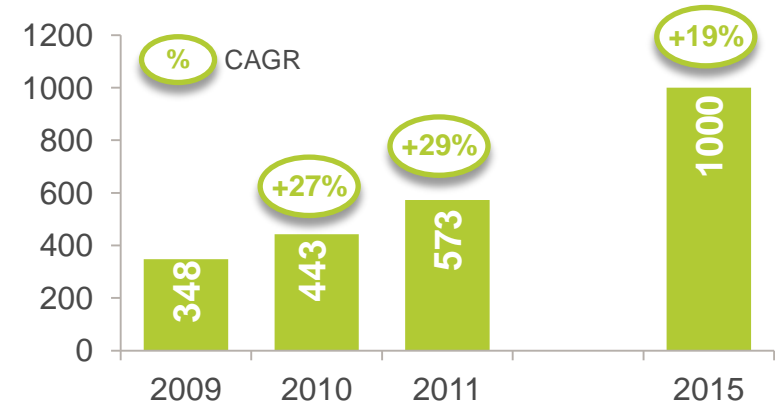
- From **6,400** at end of 2009
- To **9,500** at end of 2011

World leading in analysts rankings and assessments

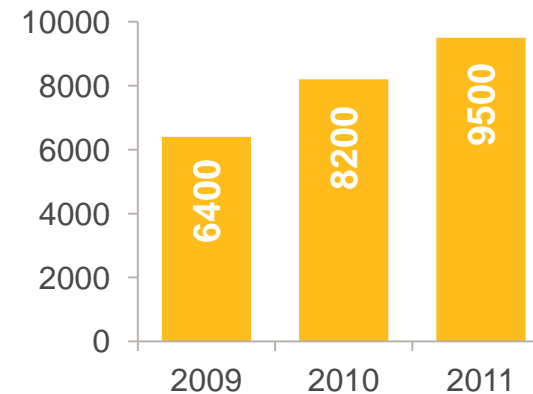


- Global ranking #1 : Ovum
- Leading position: NelsonHall (Global)
IDC (W Europe)

M€



Testing Headcount



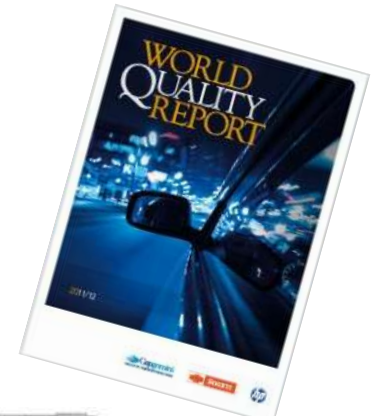
Capgemini Group - now entering a New Era of Testing

Portfolio of innovative testing services taking client to 'Beyond Testing' ...

- **Transformational MTS** - Testing as catalyst for broader IT transformation
 - Transforming client's mode of operations to create tangible business benefits
- **PointZERO®** - moving quality upstream for major impact
 - Shift Left concept becoming reality. Successful pilots with clients using root cause analysis
- **Test Data Management & Test Environment Management**
 - Critical for clients to manage complexity of platforms, systems, data sets
- **Mobile testing**
 - Specialist factories and accelerators for enterprise-wide apps and devices
- **Cloud-based services**
 - TPAAS & TAAS – redesigning cost models and flexibility
- **Integrated Quality Assurance** - more holistic view of quality
 - IV&V: Early adopters - US Federal clients (EAGLE II Contract) and now UK

Our own IP – e-pubs, apps and reports

New commercial models, outcome based and TCP-based pricing



A Journey of Transformation

everything everywhere™



Where are we now?

Building a real partnership

*everything
everywhere™*

Contract signed 29.6.11

- HR road show 1.7.11 – ‘out of the gate fast’ to gain employee buy-in

Transition (3 months + 3 months) - delivered on time and on budget

- Built a team of 340 testers on & offshore
- Consolidated number of 3rd party suppliers
- Knowledge Transfer of 400 apps

Run/Steady State Service (CMO)

- Flexed team to 410 due to high demand/ flexible capacity model
- Successfully undertaken over 600 Test Service requests with no KPI breaches

Transformation towards FMO [June 2016] – series of 8 interdependent work streams

- RBT - First serious steps towards improved risk-based testing
- Increased Offshore leverage (growing offshore ratio from 35% now up to 68%)
- Test Service Optimization (TPI®, TMap®)
- Accelerated Automation and Industrialization (new version of QC, SAP, Performance Centre)
- Metrics – getting hooks into reporting, real solid data capture,
- Test Estimation (TCP model)
- Shift Left – delivery mechanism – SPEG (CMMi)
- Non-functional testing

A major new win : ANZ Bank



The Deal: delivery and transformation of ANZ's key software testing and managed environment:

- 800 technology apps and more than 280 projects

A highly competitive pitch, we were successful because of

- Our wide-ranging financial services industry experience
- Our proven testing track record in
 - implementing large scale transition and consolidation testing programs
 - transformation-focused MTS using our unique worldwide delivery and sourcing model Rightshore®
- Our specialist expertise using its own structured testing frameworks: TMap® and TPI®



Consolidate all testers into one team

- Transferring over ANZ teams in Australia and India and replacing a further 40 different suppliers
- Providing clear accountability and a large, flexible and scalable resource pool

Contract: 5 years

Value :10 times the average MTS deal