On average, businesses today are allocating 40% of their IT budgets to cloud and cloud-related services through 2017, 22% of which is allocated to public cloud services. 80% of organizations will increase their cloud spending through 2017.

– Gartner, Forecast Overview: Public Cloud Services, Worldwide, 2016 Update

Big jump with enterprises going cloud first!

Enterprise Cloud Maturity 2016 vs. 2015

What’s in the minds of best CIOs/CTOs?

Cloud services levers

Security privacy

Business line Leaders

Chief Digital Officers

Cost reduction speed
Agility

SHADOW

IT
A leader in Cloud services
An end-to-end Cloud services portfolio – AAA

Helping our clients define, plan and deliver their journey to the Cloud

Transforming the applications portfolio

Infra & Apps together
Optimal workload/services allocation to public and private IaaS and Managed Services

"Cloud Choice is the umbrella name for our cloud services offerings"

Cloud & CyberSecurity service line leveraging all SBUs

1 portfolio of services – 1 ecosystem of partners – 1 aligned Go To Market
We help our customers to adopt a “cloud-first strategy”. We design a business intent driven cloud roadmap (top-down approach) to enable your digital transformation, not an Infra led cloud view (bottom-up approach).

CLOUD STRATEGY – ROADMAP – 4 areas

A. Digital business services/applications that need to be able to scale and to be transformed regularly

B. Big data solutions that are used today or that will be needed in the future (Hadoop, …)

C. The migration of existing on-premises apps to the cloud.

D. The acceleration in the adoption of SaaS from ERP and core systems to HR and Office

BUSINESS CASES

“Looking at Cloud Strategy through the lens Of Value”
Cloud services portfolio
Legacy Apps migration to the cloud – CCMF

Capgemini applications Cloud mass Migration Flow (CCMF)

Detail Plan & Design
- Analyse & plan migration in depth
- Design detailed architecture
- Collaborative Design

Migrate
- Provision Dev & Test Environments
- App code migration using accelerators & repeatable sprints
- Automation: High usage of accelerators

Run
- Testing & validation
- Data migration
- Deploy

Learn & Optimize
- Back Up
- Security
- Monitor

Specific migration: SAP, O365, DWH

Tools to assist
Use of repeatable, standardized patterns for sequencing of migration

CAPGEMINI
Legacy Apps Migration FACTORY
Tools Cloud patterns library Knowledge

- App code migration using accelerators & repeatable sprints
- Use of standardized deployment patterns
- Design detailed architecture
- Collaborative Design

Tools to assist
Use of repeatable, standardized patterns for sequencing of migration
End-to-End Capgemini Cloud Migration Flow (CCMF)

1400 Applications

300 Apps

Technical feasibility

Value feasibility

Objectives

- Strong drive to reduce datacenter footprint & IT costs
- Move as many applications to the cloud

Approach/Solution

- Conduct exhaustive application apps & data discovery
- Perform assessment, based upon agreed decision matrix
- Make destination recommendation, in line with organization’s cloud strategy & IT strategy
- Get buy-in from business and IT stakeholders
- Design application architecture (in the cloud), create the business case and plan the migration
- Provision cloud environments
- Participate in security and performance testing

Customer use case
One of the world’s largest beverage company

1 Capgemini Cloud Assessment 2 Capgemini Cloud Migration Factory

1400 Applications

1 Capgemini Cloud Assessment 2 Capgemini Cloud Migration Factory

CCA1

2 CCMF

CCMF2

Objectives

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1 Capgemini Cloud Assessment 2 Capgemini Cloud Migration Factory
Apps/services development & operations is changing
Develop your Services in the cloud

**Agile**
Focus on delivering business value

**DevOps**
Continuous integration & deployment. Automated builds, deployment & provisioning.

**PaaS**
Developer self-service platform with integrated tools
- Highly dynamic, elastic. Environment consistency. Always up.
- Full function PaaS
- Public PaaS

**Microservices**
Loosely coupled and fine-grained software facilitates quicker, more frequent deployments

**Containers**
Speed + higher degree of portability and re-use

Rapid iteration, test & deploy to production faster – accelerating Time to Market, test new concepts

Capture new business opportunities

Become nimble? …
Become a start-up?
Customer use case
One of the world’s largest bank

Objectives
- Enhance deployment capabilities to 50+ countries (different configurations)
- Enable quicker and more adaptable software release

Approach/Solution
- Adopt micro-services and Pivotal Cloud Foundry PaaS
- Adopt more DevOps practices for speed and ease of multi-country deployments

PCF – private, public cloud
Cloud services portfolio
Integrate your cloud Apps and generate new revenues developing an APIs business

Capgemini iPaaS is a secure open source platform on which “Applications” can be integrated quickly, consistently and cost effectively, in private or public cloud.

Using APIs to enable new revenue streams and compete with FinTechs.
We help them build out Banking as a service to generate revenue through APIs

**BUSINESS ISSUE**
- One of the largest banks in NA has decided to launch a separate channel for API interactions
- Focus is on monetization of these revenue streams by offering API based banking services
- Business wants a Try– Test– Adapt framework with a premium on Agility

**CAPGEMINI SOLUTION**
- Leveraged Capgemini’s iPaaS cloud integration services platform
- Helped set up Agile and Behavioral driven Development practices for product teams to work effectively and build out automation from the start

**BENEFITS**
- Integrated fully functional API management framework that is the backbone of the Banking as a service initiative
- Automated Provisioning and Analytical usage of API features used drive Release backlog and feature prioritization

**Using APIs to enable new revenue streams and compete with FinTechs**
Most of our customers implement an hybrid cloud strategy we provide CLOUD INTEGRATION, AUTOMATION services & CLOUD MANAGEMENT services

Hybrid cloud managed services and AUTOMATION

Sandbox, Simple VM, n-tiers service DB as a service, Alfresco as a service, Sharepoint as a service…
Customer use case: One of European's largest bank

Objectives
- Implementing a **private cloud** with a catalogue of services
- Leverage public cloud
- Migration of 55% of the Bank’s applications onto its new target IaaS.
- Redesign its IT Operating Model (ITOM) to facilitate the new ways of working

Benefits
- Increased proportion of self service catalog requests from <15% to >25% in less than a year – reducing the number of calls received by the IT team
- Increased adoption of public cloud to 5% in one year and to 25% in three years.
- Operational cost savings of ~€500m over 5 years

Approach/Solution
- Software Defined Data Center architecture
- Catalogue of services
- Services orchestration, automatic provisioning
- Public cloud implementation
- Cloud managed services
- Mass Apps migration
Cybersecurity services portfolio

Our missions:
Win standalone cybersecurity services projects and provide cybersecurity services as a key differentiator of:
- Infrastructure/Apps/Cloud-based projects
- Digital projects: DCX, Digital operations, Digital back office

Positioning:
100% services but with a deep know-how of security products (ELITE R&D team testing security products + an ITSEF*)^
Cybersecurity services portfolio

3 families of Cybersecurity Services

1 Cybersecurity framework

Gartner >“Operational Technology (OT): industrial systems and manufacturing IT systems

50% standalone projects/50% security solutions integrated with larger Capgemini projects (growing faster)
IAM as-a-service >> Capgemini IDaaS
How to Balance Digital Transformation and User Security?

NEW OFFER: presented during RSA Exhibition in SF (March 16)
addressing IAM challenges and new customers’ needs

IAM and SOC are the foundations of security

Only 51% of traditional IAM projects are successful

New Customers’ needs:

- Access data & Apps from any devices through any IT deployments
  (traditional DC, private, public cloud)
  
  For 85% of organizations; access to cloud services is critical

- Better user experience (authentication)
  
  84% ask for adaptative access  [21% are equipped in Europe]

- Manage different types of digital ID: employees (normal & IT admin), partners, consumers
  
  62%: extension to consumers is important  [26% are equipped in Europe]
1st Advanced Data Analysis Security Operation Center

Dedicated SOCs or Managed SOCs

Design & Build Managed Security Services

7 multi-tenant operated from France, UK, Luxemburg *2, Spain, Belgium

Gain complete visibility of your IT and security system to detect, analyze and react to cyber attacks.

On-prem Data Centre/private cloud + public Cloud

Detect and analyze even the most advanced attacks before they can impact the business.

Response: Take targeted action on the most important incidents.

3rd Generation

Security Operations Centre (SOC) capability
About Capgemini

With more than 180,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2015 global revenues of EUR 11.9 billion. Together with its clients, Capgemini creates and delivers business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

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