Managed Services as-a-Stack
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People matter, results count.

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Cloud and growing demand for 'BPaaS' are key trends in our industry

Digital Transformation

Growing demand for **'SaaS' & 'BPaaS'** solutions

Need for easier **acquisition integration**

Businesses recognize **THE POTENTIAL** OF TECHNOLOGY TRENDS **to deliver growth**

CLOUD enables top line growth

Increased focus on **business outcomes and transformation capability**

Demand for **End to End Transformation**

SMACT (social, mobile, analytics, cloud, internet of things) are driving innovation

Business Agility, Emerging Markets

Growing demand for **Robotic Process Automation**

Contract Renewals Growth driver

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Our Technology-Enabled Stack Delivers Growth in 4 Steps

Managed Services
AS-A-STACK

allows you to construct
a tech-enabled solution
from:

- **Components in four integrated layers**

- **Innovative plug-and-play products**

All assembled to order to meet your business outcomes

Services

Processes

Applications

Infrastructure

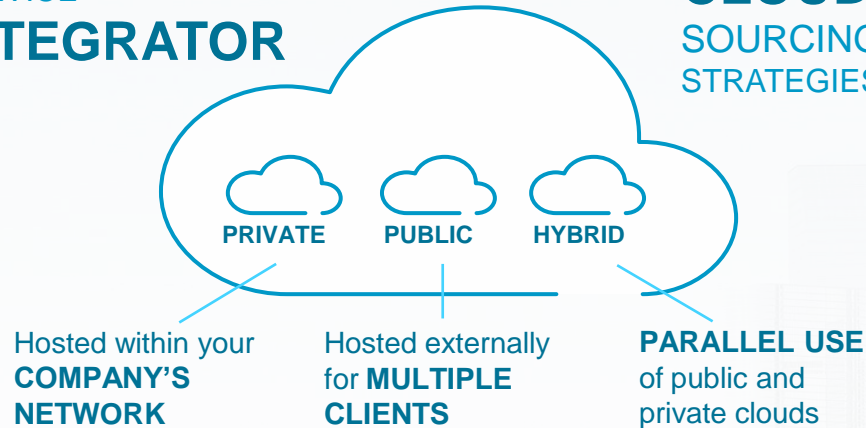**YOUR OPTIMAL SOLUTION**
starts with infrastructure options

- **Removes the burden of legacy**
- **Future-proofed**
- **Scalable by design**

SERVICE
INTEGRATOR

CLOUD
SOURCING
STRATEGIES

PRIVATE   PUBLIC   HYBRID

Hosted within your **COMPANY'S NETWORK**

Hosted externally for **MULTIPLE CLIENTS**

PARALLEL USE of public and private clouds

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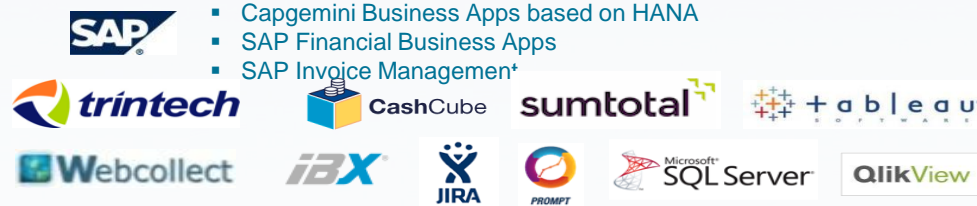CONSULTING.TECHNOLOGY.OUTSOURCING

Step 2: Select Powerful Applications

Add **PLUG-AND-PLAY** software

- Growing catalog of world-class apps
- Optimum combinations
- Rapid deployment at lowest cost

Business App Hub

SAP
- Capgemini Business Apps based on HANA
- SAP Financial Business Apps
- SAP Invoice Management+

trintech CashCube sumtotal +tableau SOFTWARE

Webcollect iBX JIRA PROMPT Microsoft SQL Server QlikView

ERP

SAP
- SAP Simple Finance
- SAP Financial Shared Service Centers (FSSC)
- SAP Hana Suite

ORACLE
- Oracle Fusion Financials
- Oracle Fusion HCM & Taleo

NETSUITE ONE SYSTEM. NO LIMITS.
- NetSuite ERP

Guidewire
- Insurance Claims

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Step 3: Adopt World-Class Processes

Our Global Process Model©
delivers a complete range of best practice in:
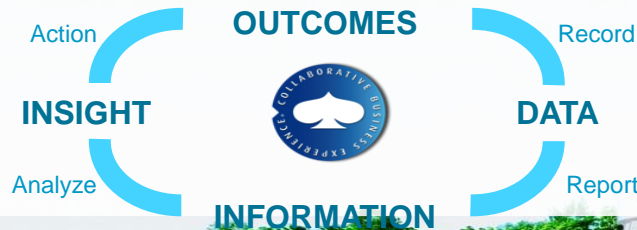
- **Data recording**
- **Analysis**
- **Action insights**

Service Lines

Finance and Accounting (FAO)	**Supply Chain Management (SCM)**
Human Resources (HRO)	**Analytics**
Procurement (S2C)	**Governance Risk and Compliance (GRC)**

WE COVER ALL ASPECTS OF SERVICE
from recording the data through analysis
and insights to action

Action

OUTCOMES

Record

INSIGHT

DATA

Analyze

Report

INFORMATION

BENEFITS:
- **Greater speed to value**
- **Cuts transition risk**
- **Ongoing performance analysis**

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SERVICES TAILORED TO YOUR BUSINESS,
delivered from an optimal mix of:

- **People**
- **Skills**
- **Processes**
- **Locations**

" ***Capgemini*** *forms a close, long-term relationship with clients"*

STEVENAGE ● ● AMSTERDAM
● MUNICH
PALESTINE ● ● LYON
● TORONTO
SARASOTA
● STOCKHOLM
● KATOWICE
● KRAKOW
● NANHAI
● CAMPINAS
GUATEMALA CITY ●
● KOLKATA
MUMBAI ● ● CHENNAI
BANGALORE
GURGAON
● BLUMENAU
● ADELAIDE
SANTIAGO de CHILE ●
● TRICHY
● SALEM

Global Enterprise Model

One example is TGIF where we partner with Netsuite to deliver a Stack Solution

TGI FRIDAYS

Establish new operating platform for independent business.

OUR SOLUTION

4 • F&A delivered from Capgemini Global Delivery Network (Bangalore, Sarasota)

3 • Configured in line with Global Process Model for core F&A processes

2 • Netsuite replaced legacy ERP
• Augmented with business specific Apps
• Tools from BPO Apps Hub deployed

1 • Private & Netsuite hosted solution
• AM by Capgemini

P2P	C2C Including Royalties	R2A Including Joint Venture accounting

Apps Hub

ERP

NETSUITE   trintech **BPO Connect**
Webcollect **Mulesoft**

CITRIX   HYBRID
PRIVATE

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Netsuite World's #1 Cloud Solution

Background

- **Publicly traded on NYSE: "N"**
- **3700+ employees**
- **$556.3M revenue in FY14**
- **$164.8M revenue in Q1 FY15**

Performance

- **Used by 24,000+ organizations**
- **Fastest growing top 10 FMS WW**
- **Used across 100+ countries**

#1 Cloud ERP Suite

Girl Scouts · P&G · ROKU · GROUPON · GoPro · box · SCHOOL OF ROCK · Qlik

ALTON LANE · LYTRO · Johnson&Johnson · Guitar Center · splunk> · solarwinds · QUALYS

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Netsuite partner with Capgemini to deliver innovation

- Looking at innovative models to expand our partnership in Europe

- Partner awards 2014 & 2015

- Partnership launched in 2013

- Collaborative and Committed
- Innovative solutions
  - 1st BPO Stack Deal
  - TGIF,
  - Dominos,
  - State of Texas
  - Unilever/Brazil Tax Platform
- Client centric approach
- Focused on driving business benefit

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Together we deliver World Class Outcomes at Lowest Total Cost of Service

- Speed to value
  - Proven Agile technology
  - Accessibility
  - Inbuilt Flexibility
  - Embedded BI for all
  - Commerce Ready
- A flexible stack enables top line growth, beyond the cost reduction imperative

- Consumption based costing

- Integrated SaaS & BPaaS mitigates the implementation risk

- One SPOC for the full service provided

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