IP Acceleration program (IP-AP)

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People matter, results count.

Following the acquisitions of IBX, Skvader and Prosodie (2010/2011), Capgemini launched a Program to accelerate & transform on IP

Developing Capgemini IP Asset Portfolio is a Strategic Priority
- Growing Client demand for "pre-built" solutions
- Capgemini Strategy to grow value-added offerings share in Portfolio

IP Acceleration Program launched early 2012, starting with a Group-wide inventory of our IP Assets
- Over 300 valuable IP Assets identified, representing a total of over 300,000 person days of development

Group-wide taxonomy of IP assets established, distinguishing three families of IP assets: Products (Software / SaaS / Service Platforms), Accelerators (semi-finished solutions) & Tools.
- Products & Accelerators to drive non-linear IP revenues for Capgemini
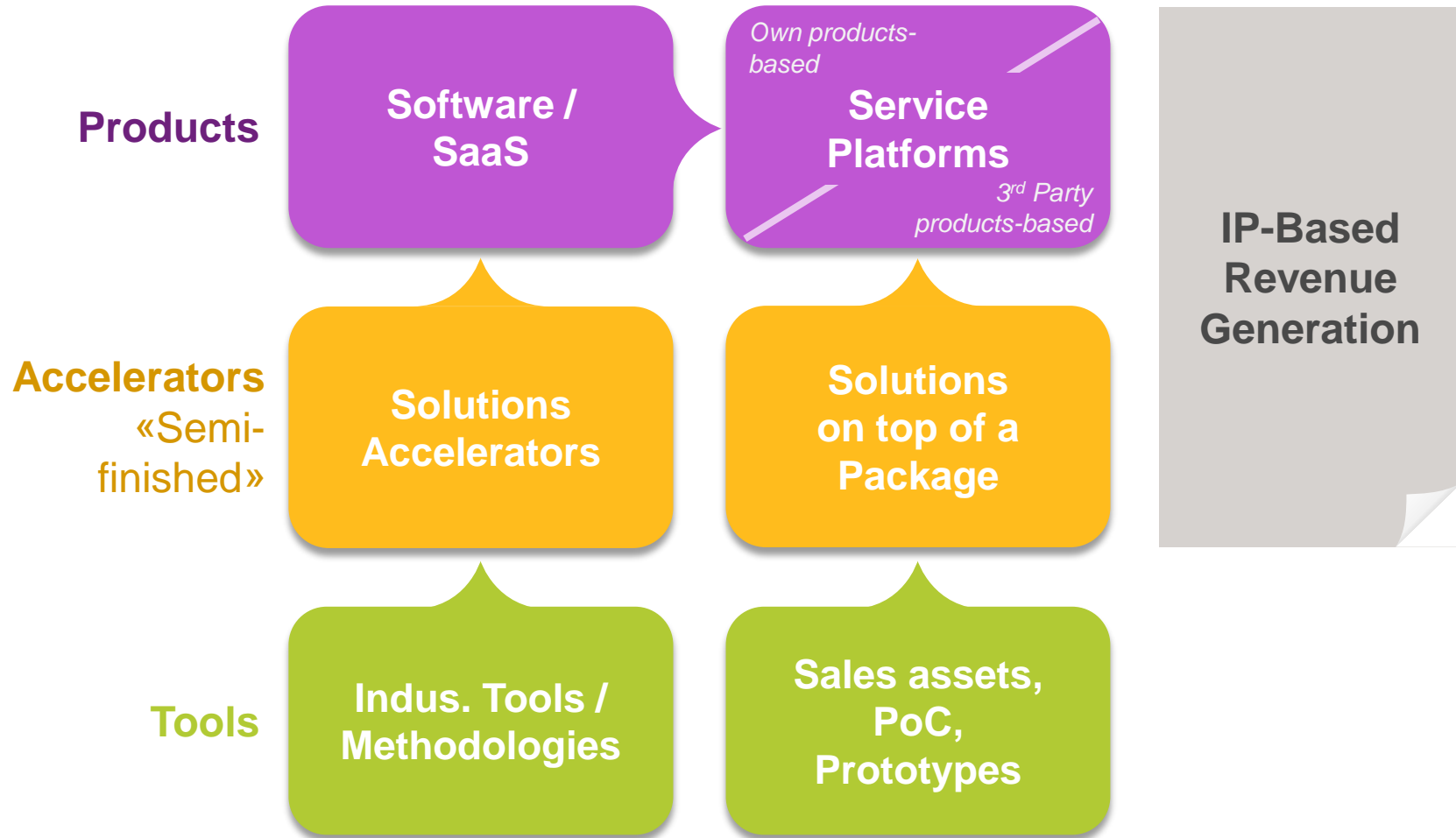- Tools to drive bottom-line improvement

IP Strategy high-level principles established:
- Products Developments efforts focused on a limited number of domains
- Active Group support to a Selected Portfolio of Accelerators, favoring re-use across BUs
- Comprehensive Management of elementary IP components (avoid duplication, re-assemble into new solutions)
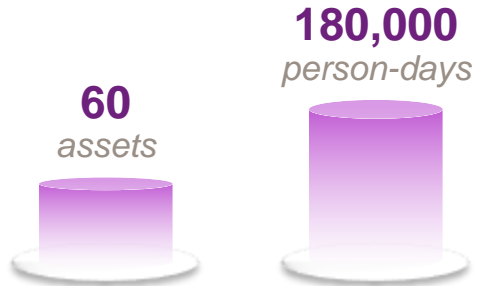
Capgemini IP Asset Taxonomy

Products

Software / SaaS

Own products-based

Service Platforms

3rd Party products-based

IP-Based Revenue Generation

Accelerators
«Semi-finished»

Solutions Accelerators

Solutions on top of a Package

Tools

Indus. Tools / Methodologies

Sales assets, PoC, Prototypes

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Capgemini IP Inventory: figures & examples

Products
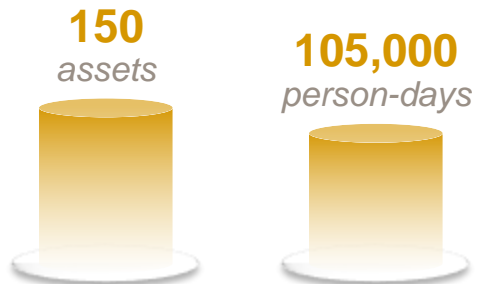
60 *assets*

180,000 *person-days*

Exemples

| Smart Metering (Skvader) | e-Procurement (IBX) |
| Payment (Prosodie) | Contact Centers (Prosodie) |

Accelerators «Semi-finished»

150 *assets*

105,000 *person-days*

Exemples

| SaaS Aggregation (Immediate) | Energy & Oil Industry (SAP-based) |
| SCM / Transport (Oracle-based) | Loan Management (Pega-based) |

Tools

110+ *assets*

15,000 *person-days*

Exemples

| Architecture Frameworks | ERP+ demo (SAP + Microsoft) |
| Test Case repositories | Process Librairies |

Products Illustration (1/2) : Pre-Payment Solution
Processing FNAC pre-paid products & transactions

Fnac chose Prosodie's "EasyPrepaid" Solution to enable its prepaid strategy, from its own gift card program to new prepaid products corners.

- **PPR group**

- **150 large stores in Europe**

- **Leader of cultural contents distribution**

- **Deployment of proprietary technology in FNAC PoS international network**

- **Centralized processing of all prepaid cards** (5M.+ transaction / year)

- **Connection to 3rd Party prepaid products systems**

fnac

Prosodie

Management of FNAC portfolio of prepaid products

- Fnac own gift card
- Multi-brand gift cards (Kadeos, Illicado, Best…)

- Music, games and cultural contents (iTunes, Canal+, Facebook, Zynga …)
- Gift boxes (Smartbox, Wonderbox…)

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Products Illustration (2/2) : Smart Metering Solution
Building on Success to Extend our Solution Portfolio

Smart Energy Service Platform
Solution for Electricity & Gas Provider

A unique experience of managing the roll-out and operations of 16.7 million electric & and gas meters worldwide

Smart Water Service Platform
A New Solution for Water Utilities

- Water Utilities Smart metering needs differ from those of Electric Utilities
- Capgemini designed and built a Water-Utility specific platform leveraging SESP experience
- Commercial launch occurred in Q1 2012
- Good review from analysts, active discussions with several prospects in several countries

Deployment
Manage stocks, work orders, meter tracking and communication to consumers regarding deployment of new meters, radio modules, radio networks elements

Maintenance
Organize and manage field operations regarding maintenance for meter, radio network elements replacement, repeaters displacement and setting modifications to concentrators

SWS Platform

Supervision
Supervise radio collection with alerts management, incidents management and automated field orders generation functions

Collection
Collect readings and date through walk-by, drive-by and fixed network

Alert indications

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Accelerator Illustration: EnergyPath
SAP All-in-One Solution for Energy Services & Drilling Companies

What is EnergyPath?

- EnergyPath is Capgemini's SAP-certified All-in-One ERP solution that enables Drilling and Energy Services companies to streamline operations, providing greater visibility and control of core business processes.

- In some cases, the solution can be deployed in as little as 100 working days, providing optimal innovation, acceleration, and value.

Industry Specific Layer (Capgemini IP)
- Ad-hoc reports and analytics
- Mobility features
- Industry-specific transactions
- Improved user interface (Share point front end)
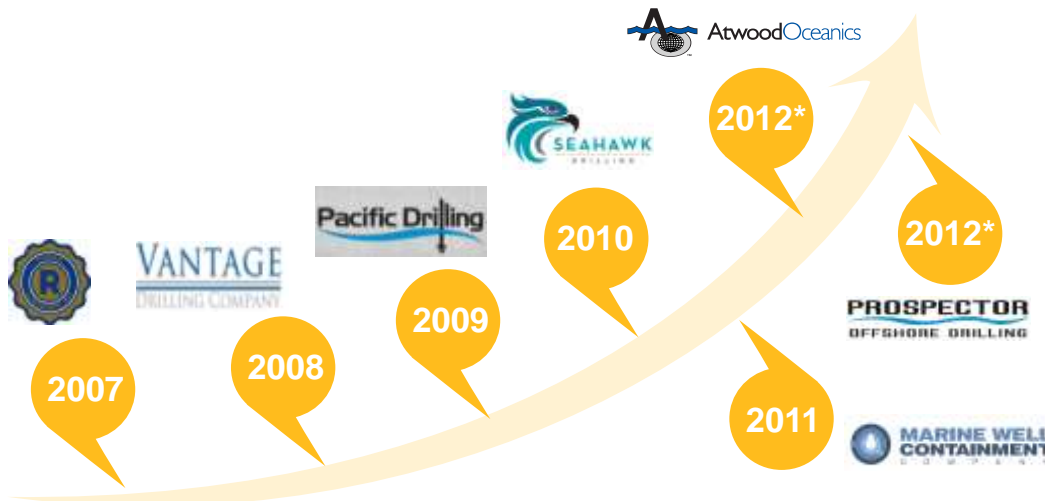
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SAP Generic Products
(ECC 6.0, BI ,SRM….)

+

Technology Management
Integration, data conversion, AM, IM, Security, Reports

=

ENERGY PATH

- Speed to value
- Pre-integrated
- Pre-configured

AtwoodOceanics

2012*

SEAHAWK

2010

Pacific Drilling

2009

VANTAGE DRILLING COMPANY

2008

2007

2012*

PROSPECTOR OFFSHORE DRILLING

2011

MARINE WELL CONTAINMENT

How was EnergyPath developed?

- The EnergyPath solution was built over the past last six years, based on leading practices and processes we've refined during multiple implementations with Energy Services & Drilling companies

- During each implementation, we've improved the solution by adding additional functionality (Capgemini IP)

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