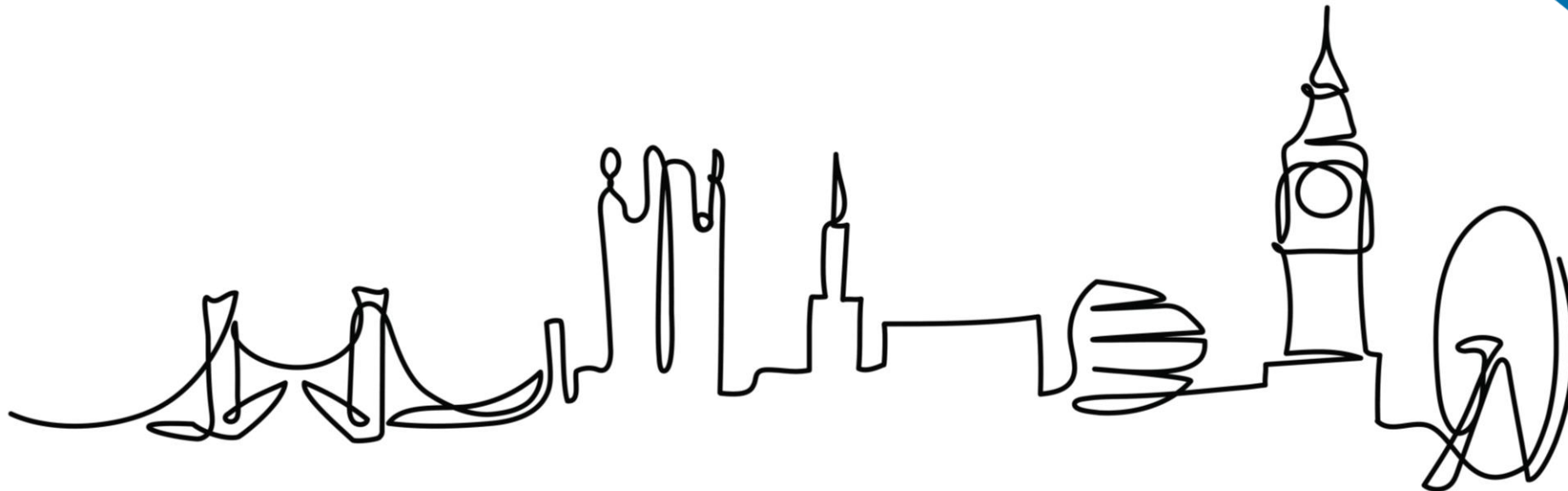




Partners and Ecosystems Portfolio

Fernando Alvarez
Group Head
of Strategic Initiatives,
Partners and Ecosystems

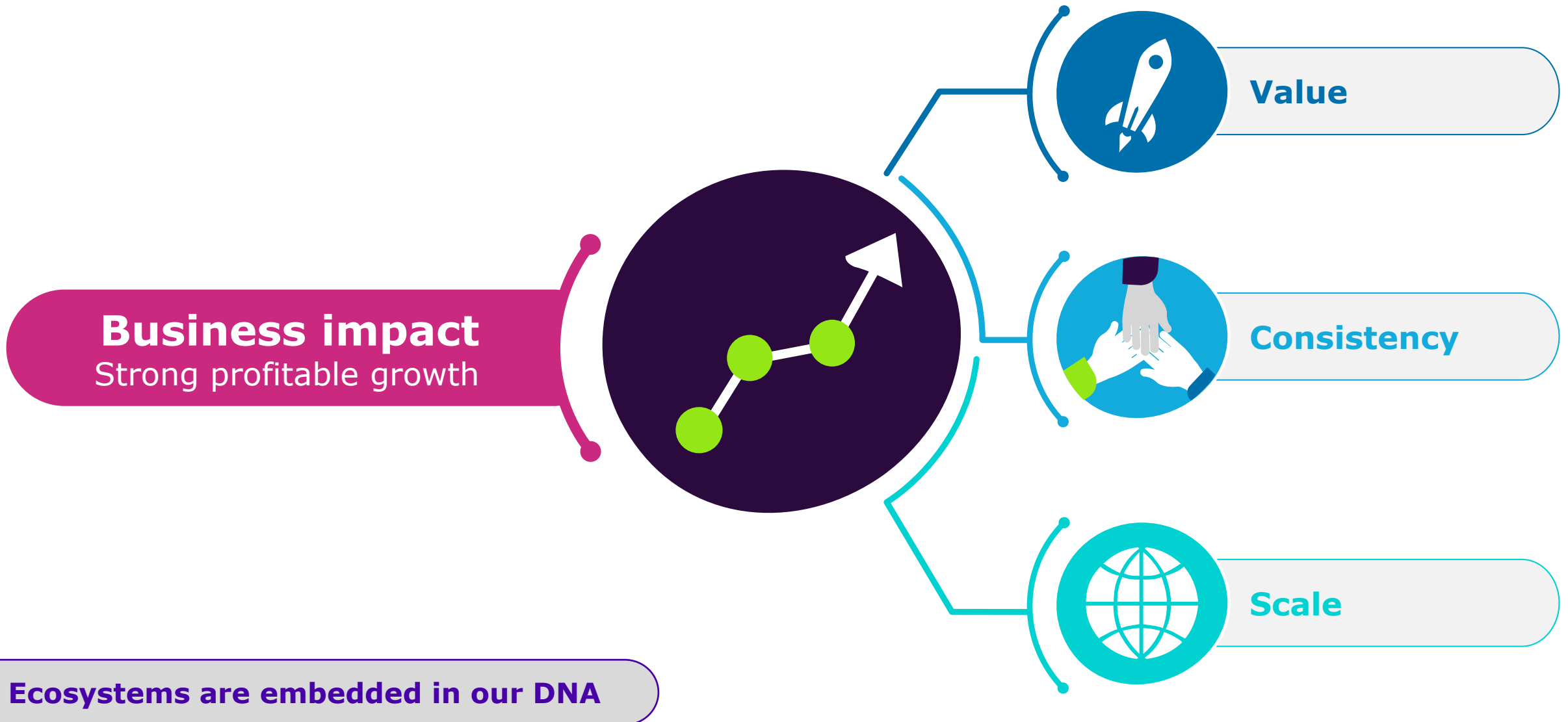


2018 Capital Markets Day
October 30, 2018 | London



Our partner ecosystem is a Key Asset for the Group

Key Objectives





We execute as a cohesive Group, focused on Global core partners and supported by an extensive ecosystem

Global Core Partners



4 Group Partner Lead Strategic Initiatives



Global Growth Partners

Solution Enabling Partners

Emerging Partners

Value Added Resell

Focus on innovation and scale

- 1. Build with partners** innovative new offerings and capabilities that fosters and accelerates our portfolio rotation
- 2. Infuse Artificial Intelligence** into partner based portfolio offers
- 3. Orchestrate compelling ecosystem of partners** and emerging partners
- 4. Create Partner Lead Strategic Initiatives** to accelerate scale and market position



SAP powers compelling industry centric initiatives



Capgemini and SAP – a leading global partnership:

- Leveraging S/4 HANA and Leonardo
- Co-development and co-innovation

To deliver:

- Fast Digital 4 Discrete Industries
- Fast Digital 4 Automotive (S/4 HANA Cloud)



Operationalizing digital transformation with AWS



Together with AWS we are responding to client demands at scale:

- Migrate critical systems
- Accelerate a hybrid cloud journey, especially in Europe
- Accelerate data center modernization
- Infusing and embedding AI and ML tools
- Leveraging the wider AWS ecosystem



Applications Modernization with Microsoft

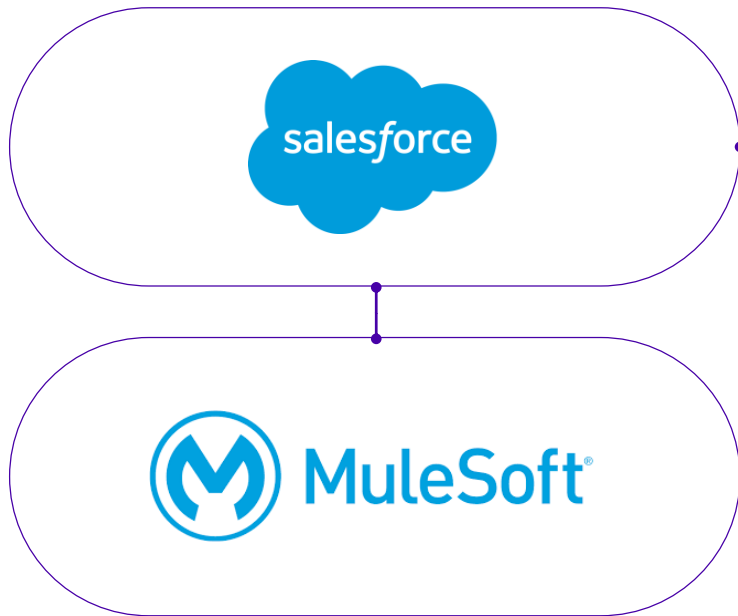


Microsoft and Capgemini driving Cloud Transformation at scale:

- Applications Portfolio Modernization
- Cloud Native/App Development
- Mass Migration/DC Transformation
- Spotlight on Cloud Native Applications
- Analytics & Artificial Intelligence



Transforming customer experiences with Salesforce



Salesforce helps our clients to create experiences that deliver rapid, sustainable value to their customers:

- Customer Strategy, Experience Design, Experience Enablement, Experience Performance management and Commerce
- Developing differentiating expertise and experience towards data driven customer platforms powered by AI
- Leveraging key acquisitions: **IDEAN, Lyons CG, Itelios** as well as **LiquidHub**



People matter, results count.



About Capgemini

A global leader in consulting, technology services and digital transformation, Capgemini is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. It is a multicultural company of 200,000 team members in over 40 countries. The Group reported 2017 global revenues of EUR 12.8 billion.

Learn more about us at
www.capgemini.com

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