

**Strategic Partner  
of leading companies**

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Group Executive Board  
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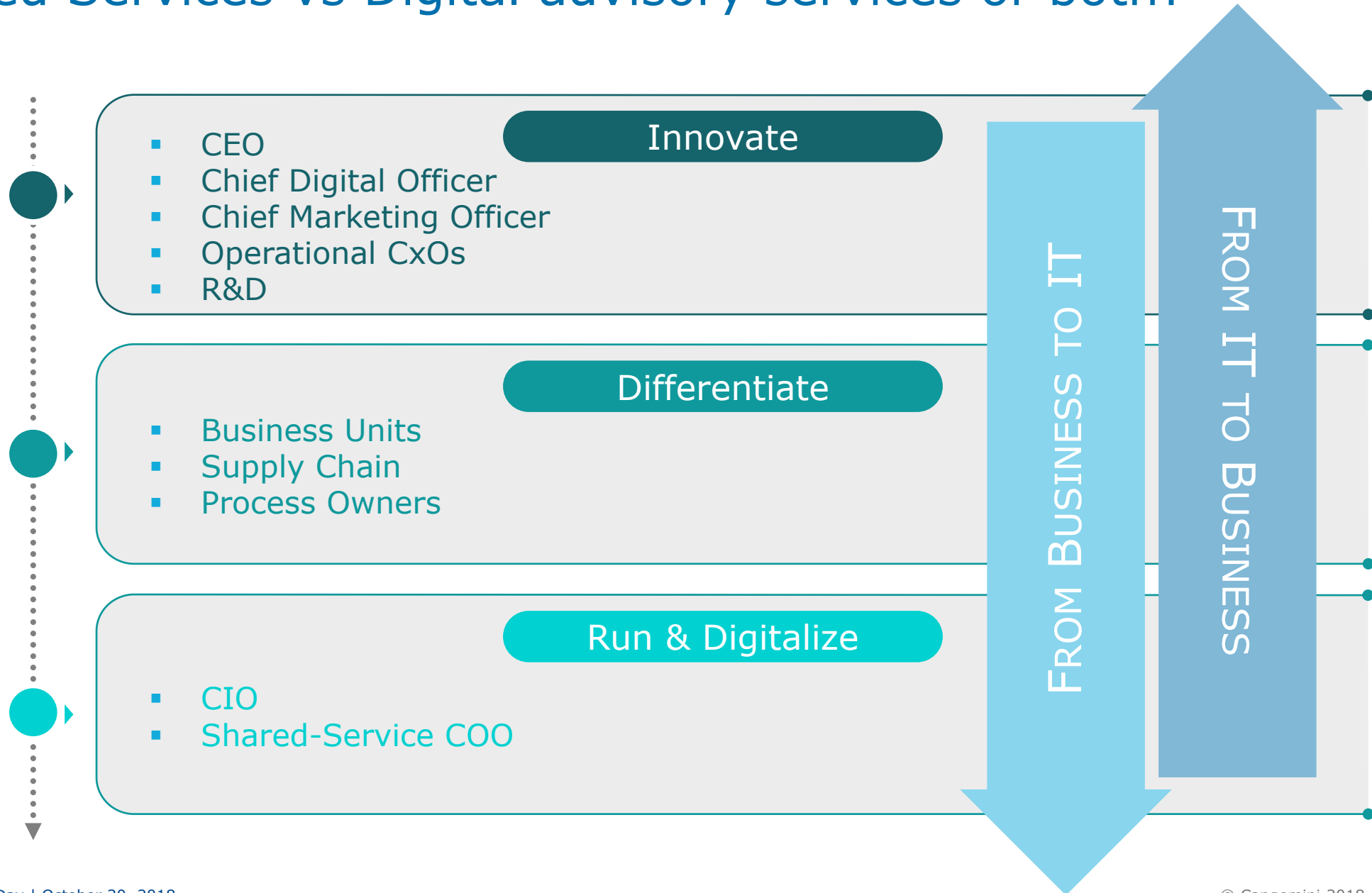
CEO Europe



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# Managed Services vs Digital advisory services or both?





# Client compelling cases

**Leverage an Application Maintenance & Core IT contracts to become a Digital partner**

A global leader in Retail  
A global leader in Automotive

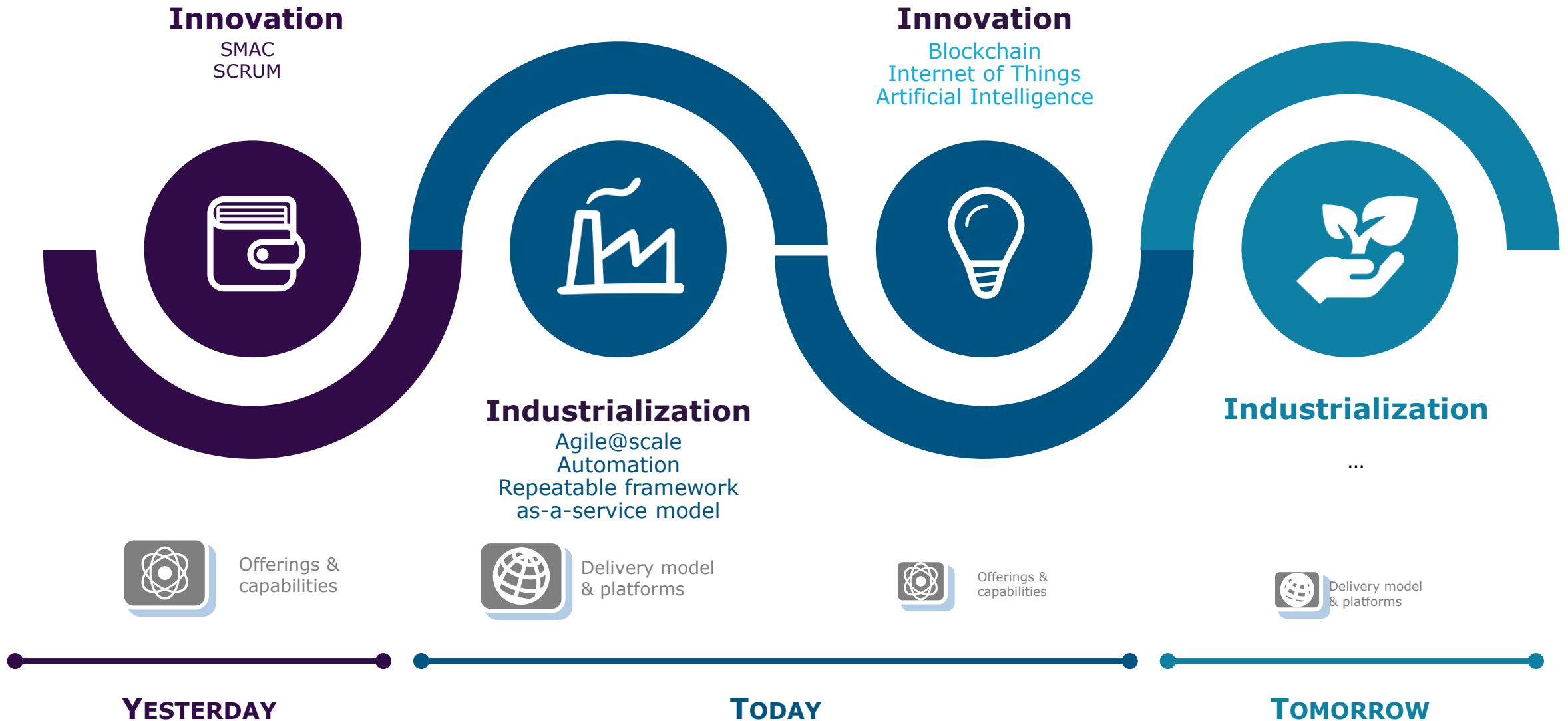
**Leverage a Digital advisory position to win Application Maintenance & Core IT contracts**

A global leader in Luxury  
A leader in Utilities

**Digital at Scale  
requires concurrent  
transformation and  
integration of  
the « innovation »  
and the « legacy »  
at clients**



# The « new » of yesterday is the « legacy » of today





People matter, results count.

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