

Capgemini introduces SAP Lifecycle

A revolutionary SAP service concept unlocks the power of the new SAP world and assures continuous improvement at predictable, industrial cost

Business common sense: a managed service for SAP

It has long been recognized that the cost of delivering SAP services needs to be brought under control and that the market wants SAP upgrades and enrichments to be easier and less disruptive to business operations. In short, businesses are looking for lower cost, predictability, and flexibility.

SAP Lifecycle services from Capgemini are designed to satisfy these demands. With SAP Lifecycle, we have introduced a new and special way to deliver SAP business functionality to our clients. We have replaced the old “one-shot implement and pay” approach with a “subscribe to improve non-stop” service. It is designed to give our clients control over the cost and scope of their SAP

implementation. Imagine your SAP system being always up-to-date!

Cut your costs, not your potential

An investment in SAP can transform your business by enabling you to achieve strategic objectives with real, sustainable value derived from better processes and systems. Businesses appreciate the power of SAP solutions, but they also need their providers to reduce the total cost of ownership of IT and show a real return on investment. Increasingly, they want to fund improvements in functionality through savings in AM costs and get predictability by moving spend from Capex to Opex.



“Together with the team at Capgemini, we have certainly reached a new milestone with the extension of this contract. This is a result of hard work, an increasingly sustainable relationship, and a definite belief that teamwork will result in a win-win situation for us both. The deal will also significantly reduce our TCO”

Jens Burgers
CIO at Maxeda

SAP’s response to these challenges is a change of approach towards value-centric services with the implementation of ECC 6.0 together with SAP Business Suite 7. This platform enables organizations to continuously improve and innovate by implementing new software components paired with predictable, packaged services. This strategy is simple and business-focused, so why should it be seen as a complex, technical, and expensive challenge to implement?

To deliver that simplicity and business focus, Capgemini has developed its SAP Lifecycle solution. SAP Lifecycle is part of Capgemini’s revolutionary “Application Lifecycle Services” approach which is designed to deliver productivity, flexibility, and business impact. These managed services cover the full application lifecycle and are built around the notion of value-driven and continuous rationalization.

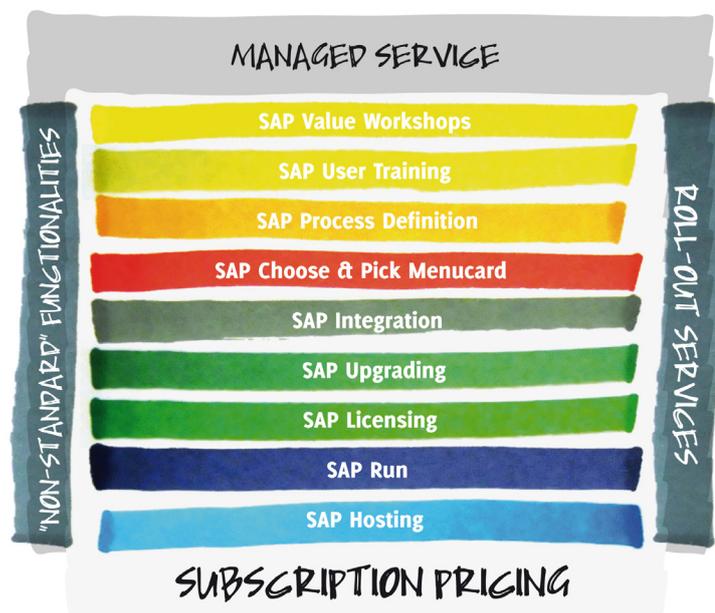
What is SAP Lifecycle?

SAP Lifecycle is a multi-year managed service, where:

- we regularly work with our clients in “value shops” (business-technology workshops), to identify the roadmap towards new business solutions;
- we redefine business processes to align with standardized best practices in SAP for the chosen scope and functionalities;
- we provide a tailored business functional upgrade choosing from a menu card with 300+ functionalities bundled in 30 services, all out-of-the-box and menu-priced;
- we train end-users to get the maximum out of the newly-chosen functionalities and redefined processes;
- we upgrade the current SAP landscape from SAP 4.7 or lower, towards ECC 6.0 and Business Suite 7, using an industrialized method and our Indian SAP Upgrade factory;



SAP LIFECYCLE



- we integrate the upgraded and enriched SAP systems within the targeted production environment;
- we run the SAP landscape for five years and continue to evolve it, allowing scope and service to be flexed in response to business demand;
- we offer, optionally, the SAP hosting, running the SAP systems on Capgemini hardware – thus eliminating the need for a specialized datacenter;
- we offer, optionally, SAP Licensing, providing the advantages of one-stop shopping and fully transparent cost;
- we do all of this at an annual subscription price for the entire bundle, to be adapted only for changes in scope and number of seats.

For our clients, SAP Lifecycle delivers a managed service with predetermined roadmap and pricing model that assures predictable cost and return on investment. It is customizable for various sectors and domains and offers an easy road to the new SAP world of Business Suite 7, combining business and technical logic.

SAP Lifecycle is a revolutionary service concept introduced in over 20 geographies.

Why choose Capgemini?

As certified Global RUN SAP partners and Global SAP AMS Providers and with 10,000 practitioners, Capgemini is one of the largest SAP System Integrators. With 43 years of cross-discipline experience, we value the privilege of becoming your SAP Lifecycle partner. In short, we are passionate about working with our clients to improve their potential while reducing their costs.

Because our partnership with SAP is deep and broad, we collaborate regularly on solutions and initiatives. For example, we developed the first

NetWeaver roadmap six months before SAP introduced the concept to the market. Our work has been cited by SAP as an Enterprise SOA showcase. And we worked closely with SAP to build out its next generation of architecture and Enterprise Architecture Framework. Our SAP Run services are SAP Certified. In 2010, we have officially been nominated for four Pinnacle awards.

SAP Lifecycle has been developed as a next generation delivery model that is part of a consistent set of Lifecycle solutions. It comes with our commitment to provide you with a service that is:

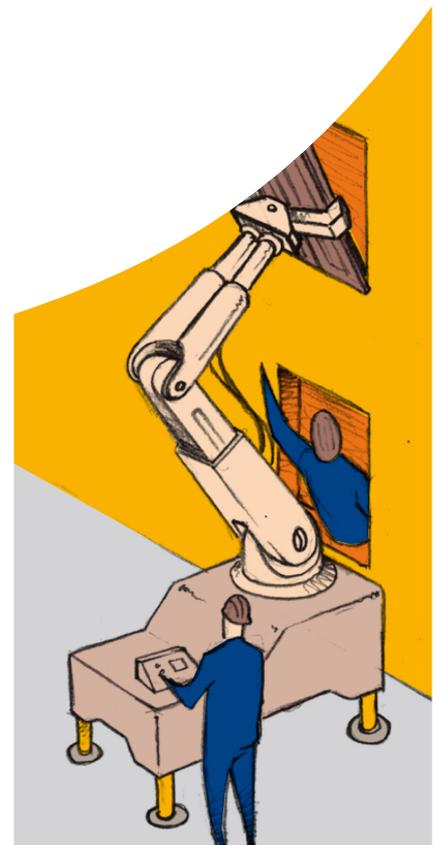
- Most Productive
- Most Flexible
- Most Impactful

Contact us to have a discussion about maximizing the value of your current SAP landscape through efficient application lifecycle services and moving to a subscription service that is simple, flexible, and tailored according to your choices.

For more information about how Capgemini's SAP Lifecycle can help you to cut your costs and realize your potential, please contact: saplifecycle@capgemini.com

“We needed to replace earlier-generation SAP facilities with a new enterprise-wide system. The use of expert offshore resources from Capgemini's Advanced Development Centers in Mumbai and Bangalore was a key success factor in successful delivery and implementation of the new system. Ongoing application management and delivery of enhancements has been cost-effective, based on industrial-strength processes. We are satisfied with the high quality of service that we have received in what is a fast-changing business environment.”

Graeme Smith
Project Manager,
Global SAP at Subsea 7





About Capgemini

Capgemini, one of the world's foremost providers of consulting, technology and outsourcing services, enables its clients to transform and perform through technologies. Capgemini provides its clients with insights and capabilities that boost their freedom to achieve superior results through a unique way of working, the Collaborative Business Experience™. The Group relies on its global delivery model called Rightshore®, which aims

to get the right balance of the best talent from multiple locations, working as one team to create and deliver the optimum solution for clients.

Present in more than 30 countries, Capgemini reported 2009 global revenues of EUR 8.4 billion and employs 90,000 people worldwide.

More information is available at:

www.capgemini.com

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