

Fueling Business Innovation Through the Power of Cloud



Capgemini
Cloud
Choice
with
Microsoft

Capgemini understands the challenges and the impact of business transformation on enterprises implementing a cloud model.

Cloud adoption by enterprises is pervasive but the degree of implementation and results vary considerably. While most companies use some form of cloud technology, many do not have a solid foundation that will enable them to adapt to future business and technology changes. The business value of cloud is widely accepted but the lack of a clear strategy, security concerns, or implementation issues often prevent companies from fully realizing its potential.

Many CEOs and CIOs are asking how they can achieve sustainable business value with the cloud but be positioned to adjust to continuous innovation and competition. Leveraging their cloud investments to transform the business is at the forefront of their IT decisions.

Capgemini Cloud Choice with Microsoft offers the full potential of the cloud

Capgemini understands the challenges and the impact of business transformation on enterprises implementing a cloud model. Recognizing that companies vary widely in cloud adoption and maturity, Capgemini expanded its strategic partnership with Microsoft to address enterprises' needs. Yet it is more than the strength of the alliance between Capgemini and Microsoft that provides value to customers and drives digital transformation. Collaboration is a key factor. **Capgemini Cloud Choice with Microsoft** is a global initiative that integrates the capabilities of both companies with cloud services and cloud technology.

The expanded alliance combines Capgemini's robust business transformation expertise with Microsoft's Azure cloud platform and tools. The service offerings provide a comprehensive approach to the cloud from strategy to infrastructure to



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-Scott Guthrie
Executive VP
Cloud & Enterprise at Microsoft

business transformation. Leveraging the strengths of both companies establishes a foundation for sustainable business results and ongoing innovation for private, public, and hybrid cloud models.

A comprehensive portfolio for cloud implementation and management

Why move to the cloud? In a Capgemini survey,¹ Business Cloud: The State of Play Shifts Rapidly, decision makers emphasized the need for business transformation and innovation as key business drivers for moving to the cloud. It was evident that cloud adoption goes far beyond a desire to reduce costs. Agility, scalability, delivering new capabilities, and improving customer satisfaction were cited as priorities. Business and technical leaders also ranked reduced costs, faster time to market, and operational efficiencies as major components in implementing a cloud strategy. While many Systems Integrators focus on infrastructure, software, or cost cutting, Capgemini Cloud Choice with Microsoft provides a comprehensive approach to CXOs' business and technical requirements needed to achieve market leadership with the cloud.

Capgemini's Services Portfolio, bolstered by Microsoft technology, is part of the global partnership. The portfolio has eight offerings that include cloud strategy, infrastructure, and cybersecurity. The Infrastructure as a Service (IaaS) and Managed Platform Services offerings expedite cloud computing. They combine Capgemini's and Microsoft's cloud expertise to reduce the risk, security issues, and complexity enterprises can encounter when executing a cloud strategy. The services are based on Microsoft's Azure platform and support private, public, and hybrid approaches to the cloud.

Enterprises benefit from Capgemini and Microsoft collaborative solutions

Enterprises can leverage their current IT investments while driving their business forward with new cloud capabilities. Cloud Choice helps enterprises determine the optimal cloud computing strategy to meet their business and technical needs for efficiency, innovation, and agility. Capgemini and Microsoft can facilitate a private or public cloud. They can also bridge on-premise private cloud computing and a public cloud with hybrid virtual environments that enable enterprises to quickly respond to market trends.

The collaborative services and offerings provided by Capgemini and Microsoft address the specific issues enterprises may face with their choice of cloud computing ranging from management and security to cost controls. Each of the cloud strategies (private, public, or hybrid) has a cost-benefit ratio that Capgemini and Microsoft can help organizations evaluate. The solutions offered by the global initiative are designed to meet the unique requirements of the cloud approach an enterprise implements.

Capgemini hosted multi-tenant private cloud and OneShare are solutions that are the result of the collaboration between Capgemini and Microsoft. They enable organizations to achieve operational and market efficiencies with a cloud strategy tailored to both their IT and business needs. Capgemini hosted multi-tenant private cloud and OneShare address the security, regulatory compliance, cost, and complexity concerns enterprises have about developing and testing applications or replatforming workloads to the cloud. By utilizing the capabilities of the cloud, these solutions have a direct impact on enterprises attaining the competitive advantages of greater responsiveness and faster time to market.

Capgemini hosted multi-tenant private cloud is included in Capgemini's Infrastructure as a Service offering. It helps address many application management and development scenarios such as the application migration deployment platform or new applications needing cloud set up and management. Using Capgemini's Infrastructure Cloud Services self-service portal, Capgemini hosted multi-tenant private cloud simplifies and accelerates the migration of enterprise workloads in private clouds or enables hybrid cloud environments. Optimal workloads are allocated to the Microsoft Cloud in minutes rather than weeks or months.

¹ Business Cloud: The State of Play Shifts Rapidly, November 2012

By using Capgemini hosted multi-tenant private cloud, enterprises can increase their ability to keep pace with market changes by implementing new applications and repeatable services without incurring prohibitive costs and delays.

OneShare is a new Software as a Service solution that accelerates application development and testing on the Azure platform. This self-service cloud offering also provides real-time monitoring of project status, resource usage, and costs. The scalability and productivity gained with OneShare give organizations a competitive edge by using cloud capabilities to significantly reduce development and testing cycles.

Accelerating innovation

Cloud is an enabler for innovation but enterprises can often use assistance to apply state-of-the-art solutions. In addition to cloud services, Capgemini's Applied Innovation Exchange (AIE) accelerates innovation. It is a design and delivery model that facilitates the discovery of emerging technologies, potential impacts, and prototype and architecture development. Ideas culminate in sustainable innovations using frameworks, methodologies, labs, innovation centers, workshops, and access to experts. AIE enables companies to rapidly and cost effectively develop and implement business solutions that would have been unfeasible with traditional IT systems. AIE combined with Capgemini Cloud Choice with Microsoft results in an enterprise that is transformative and able to successfully navigate a changing competitive landscape.

Additional cloud offerings will continue to be developed through the collaboration between Capgemini and Microsoft. *"This is an exciting new step in our global strategic partnership with Microsoft, where we have long pioneered the adoption of cloud,"* stated Lanny Cohen, Global CTO of the Capgemini Group. *"The benefits of flexible, as-a-service computing power have changed the market dynamics of every industry, but the key is being able to exploit them."*

Cloud solutions developed specifically for vertical industries

In addition to horizontal cloud offerings such as Infrastructure as a Service and Software as a Service, Capgemini and Microsoft are working together to develop sector based solutions designed for industries including financial services, insurance, and retail. The vertical industry solutions encompass private, public, and hybrid cloud models using the Microsoft platform. These types of sector specific solutions offer speed to market and reduce total cost of ownership. The new cloud-based industry solutions intend to deliver personalized and responsive customer experiences not possible with legacy systems.

Benefits for Independent Software Vendors and Start-ups

According to Scott Guthrie, Executive VP, Cloud & Enterprise at Microsoft, *"We are excited to extend our partnership with Capgemini, a leading global systems integrator, to help customers accelerate their business agility, productivity and efficiency."*

As part of the expanded partnership, Capgemini and Microsoft will align with their respective Independent Software Vendor (ISV) partner networks to deliver integrated cloud solutions. New ventures and start-ups such as those in the Microsoft Venture program may also benefit from the partnership. These companies will become a focal point for incorporating cloud technologies into the Capgemini Services Portfolio. The partner networks along with the new companies will extend the coverage and expertise for organizations to deploy cloud solutions.

Capturing the power of the cloud with the Capgemini and Microsoft partnership

Enterprises benefit from the expanded partnership between Capgemini and Microsoft and the integration of cloud solutions. As the responsibility for business and IT decisions continues to merge, the advantages of cloud encompass their mutual requirements including:

- Cost savings (infrastructure and technology management costs, efficiencies, and ease of management)
- Flexibility to scale operations; deployment option choices



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Global CTO of the Capgemini Group.

- Time to market
- Minimal maintenance
- Increase in IT innovation investment vs. maintaining existing infrastructure

Capgemini Cloud Choice with Microsoft combines the strength of the alliance with integrated cloud expertise. The result is a global partnership that fuels business innovation through the power of the cloud. Enterprises no longer have to devote their resources to maintaining an IT strategy that does not meet their business requirements or market demands. They can now capitalize on the full potential of the cloud.

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Learn more about how the Capgemini Cloud Choice with Microsoft initiative can assist with your cloud strategy at www.capgemini.com/microsoft

About Capgemini and Sogeti

With more than 180,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2015 global revenues of EUR 11.9 billion. Together with its clients, Capgemini creates and delivers business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

Sogeti is a leading provider of technology and software testing, specializing in Application, Infrastructure and Engineering Services. Sogeti offers cutting-edge solutions around Testing, Business Intelligence & Analytics, Mobile, Cloud and Cyber Security. Sogeti brings together more than 23,000 professionals in 15 countries and has a strong local presence in over 100 locations in Europe, USA and India. Sogeti is a wholly-owned subsidiary of Cap Gemini S.A., listed on the Paris Stock Exchange.

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