OnePath
Software Licenses and Services with One Hand to Shake

Capgemini has built and is delivering game-changing Intellectual Property in the areas of implementation, Cloud infrastructure, and application management and has integrated this with SAP's License Maintenance. Capgemini's OnePath offering bundles these Capgemini services with the SAP license. OnePath can be fully leveraged by new and existing SAP customers and prospects. Each opportunity is a collaboration between the account, SAP, and Capgemin.i. Furthermore, we can provide OnePath as either an Opex or Capex Model. Our goal is to lead others in making it easy for a client to license, implement, and run SAP.

In today's economy, companies are challenged for funding to acquire the software they need to compete effectively. Who has the capital or resources for projects that require extensive up-front investment? How can an organization optimize their on-premise, cloud, &/or hybrid requirements? To help companies get the SAP software they need to improve business and meet their requirements without excessive spend now or later, Capgemini has created OnePath.

Capgemini's OnePath offerings can bundle virtually any SAP software with our services to uniquely match the client's requirements including a single monthly capital or operating expense payment across a multiyear term.

Capgemini

With Capgemini as a single source service provider managing your SAP solution, you will realize all of the operating benefits and competitive advantages you're looking for — hassle free, at a price you can readily afford, today and in the future.

We handle everything for you — it's easy.

Each column in the graphic below (Figure 1) represents a potential element of the Capgemini OnePath offering and how we can reduce complexity of the SAP solution. Capgemini's portfolio of 10 SAP licensing agreements and models is very unique and gives us the desired flexibility to meet and exceed an account's requirements. Our OnePath offering can extend to nearly all SAP software. We have a variety of industry leading practice solutions and accelerators used during the implementation, infrastructure and application management (See Figure 2 below). We can host in a public cloud, private cloud, or in your facilities on hardware you own. Our infrastructure service can aggregate services from third-party datacenters (such as AWS or Azure) and/or Capgemini's own datacenters run by our employees. We can deploy a fully functioning system on Day 1 of your implementation using our Capgemini Cloud Platform. We have a number of run options as well including per ticket, hours based, and SLA and our employees can run the software on behalf of the client for all major SAP solutions. Based on the collaboration with SAP and your team, we will define OnePath together.

In some cases, Capgemini will contractually commit to a client's business case for the entire SAP project.

Figure 1: Capgemini's OnePath Offerings:

OnePath has many potential benefits for SAP prospects and customers including:

	License	Implement	Infrastructure	Run	Operate
1. Financial and Cash Flow flexibility based on clients' financial needs	• Our OnePath offering can include nearly all SAP software products	Leading Practices for: • Oil & Gas, Energy Services, and Utilities	Offsite Public (Virtual Private) Cloud	Staff Augmentation	F&A BPO
	• OPEX and CAPEX Models available	• CPG, Food, Beverage, Durable Goods, and Cosmetics • Retail	Offsite Private Cloud		Procurement BPO
2. Reduced complexity by leveraging Capgemini's existing infrastructure, experience, and pre-configured solutions	• Capgemini has a portfolio of SAP licensing agreements which is very unique and gives us increased flexibility	• Wholesale Distribution • Pharma, Life Sciences and Medical Device • Manufacturing, Automotive Suppliers, and Mill Products • HANA, BOBJ, BW, Mobility, HCM, CRM, and Procurement	Offsite Traditional Outsourced Onsite Private Cloud Onsite at Client Datacenter	Full Application Management SAP License Maintenance Support Levels 1-3	HR BPO Afaria BPO
3. Rapid ROI due to reduced time to benefit based on rapid deployment and flexible cash flow	• Able to bundle SAP software with our services. • Able to sell software to any size enterprise. • Platinum Level Partner in PartnerEdge Channel Program. • Charter member of the Partner Managed Cloud Program.	• Certified Solutions with SAP • Each solution compatible with our Global Process Model • Each solution SaaS-capable	• Flexible delivery model using our Capgemini Cloud Platform business platform • Scalability via public or private Cloud, on-premise or off-premise • Certified Global SAP Cloud Services Partner	• Certified: Application Managed Services Partner (AMS), Run SAP Partner, and Support Center of Excellence • Flexible support options including per-ticket, hours-based, or SLA pricing	• "Platform-based" BPO • Drive hard dollar savings to fund the SAP implementation and lock in recurring, long-term savings

OnePath has many benefits for SAP customers including:

Financial/Cash Flow Flexibility: Client pays for all software, implementation, infrastructure, and application support on a recurring monthly basis. Our operating expense models can eliminate capital expenditures otherwise required for license purchase, service delivery infrastructure, and implementation. Preserving working capital reduces the need to tap into existing lines of credit, thereby avoiding risk to the enterprise credit ratings and potential increase in the cost of capital for the enterprise.

Reduced Complexity: The level of complexity is dramatically reduced by bundling software and services. This includes the entire lifecycle from installation through ongoing support and operations.

Lower Overall Cost and Quicker Time to Value: Value is generated more rapidly by leveraging Capgemini's existing infrastructure, experience, and business process leading practices via our accelerated solutions. In addition, without the traditional up-front investment, payback is much faster than traditional approaches. We can craft deals that pay for themselves. Typically, client receives a positive cash flow from project after being live for less than 4 months.

SAP Pinnacle Awards 2016 Winner

SAP Pinnacle Awards 2017 Winner

SAP Pinnacle Awards 2018 Winner

Capgemini's leadership in the SAP market has been recognized. We have recently won numerous SAP Pinnacle and Impact Awards for OnePath.

- All built on industry leading practices and business processes
- All contain Capgemini industry improvements that are tested, reviewed and certified by SAP
- All include industry reference models, solution templates, layouts, reports, test scenarios and scripts
- All are designed to bring rapid results and ROI
- All are highly scalable and will grow with the customer

CPGPath
for CP Food, Beverage, Durable Goods & Cosmetics Companies

RetailPath
for Retail Companies

DistributionPath
for Wholesale Distribution Companies

EnergyPath℠
for Oil & Gas Companies

READYUpstream
for Upstream Oil & Gas, Independent Exploration, and Production Companies

UtilityPath
for Generation, Transmission and Retail for Electricity, water and Gas Companies

LifeSciencesPath
for Pharma, Life Sciences and Med Device Companies

ChemPath
Chemical Companies

MFGPath
for Discrete, Repetitive, MTO Manufacturing and Mill Products Companies

AutoPath
for Automotive Suppliers and Aftermarket

HCM EDGE
HR LOB Solution for all Companies

CRM EDGE
CRM Solution for all Companies

Global SAP-Certified provider of Hosting Operations

Global SAP-Certified Provider of SAP HANA Operations

Local SAP-Certified Provider of Cloud and Infrastructure Operations

Global SAP-Certified provider of Application Operations for SAP Business Suite and SAP S/4HANA

Capgemini

Capgemini: A leading SAP implementation partner, a collaborator in your success

Capgemini is a world leader in enterprise resource planning and digital transformation. We're also an SAP Platinum Reseller Partner and an SAP Global Services Partner. We provide the expertise you need to make sure your SAP projects, migrations, and digital-transformation road maps deliver the results you want.

As a global SAP partner, Capgemini is one of the largest and most experienced SAP systems integrators. Our 17,500 SAP practitioners leverage Capgemini's four decades of SAP experience to serve 1,300 clients around the world. With more than 3,500 certified resources, we're number one in SAP S/4HANA certifications in Europe and number one in SAP certifications overall.

Our experts collaborate closely with you throughout your SAP journey. Focusing on your specific industry and your unique needs, we drive value and results through design, licensing, implementation, infrastructure, and application management. Capgemini works with you to make sure you can fully leverage SAP technology and become an intelligent enterprise. You benefit from our SAP centers of excellence, proven SAP implementation methodologies, and preconfigured SAP solutions.

SAP OnePath Solutions as an Operating Expense

You can take advantage of all the benefits of the SAP environment right now, yet eliminate up-front capital expenditures. Capgemini has partnered with SAP to package SAP solutions as a service that can include licensing, infrastructure, implementation, maintenance, and even application management and business process outsourcing. Complexity is dramatically reduced by the bundling of software and services, giving you 'one hand to shake' to get things done. Further, ROI is significantly accelerated, and most businesses can write off monthly fees as an operating expense. With Capgemini as your exclusive service provider, performing all aspects of an SAP solution deployment, you get the freedom to use SAP right now — without the traditional up-front investment in hardware or software. Perhaps best of all, this solution is still configured by Capgemini to meet your specific business needs.

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About CCMS

Migrate, operate and innovate every aspect of your business in the cloud.

Capgemini Cloud Platform brings together the right technology, processes and culture to help organizations of every size leverage the efficiency and agility of cloud. It is a portfolio of cloud services and accelerators in a single cloud management platform and is designed to support the crucial stages of every cloud journey, from build and migration, to managing application and infrastructure services in the new cloud environment, supported by extensive automation. It offers a trusted route to migrating traditional datacenters to the cloud and to developing innovative cloud-native solutions that drive digital transformation and allow you to take control of your journey to the cloud.

Click here for more information:
https://www.capgemini.com/resources/capgemini-cloud-platform-brochure/

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 over 200,000 team members in more than 40 countries. The Group reported 2018 global revenues of EUR 13.2 billion.

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People matter, results count.