



Transform your core business operations to rapidly adapt to the constantly changing market, in a cost-effective and disruption-free manner, with Unit4 Business World and Capgemini's transformation excellence.

Many organizations across a wide range of sectors struggle to optimize their back-office business impact and – as a result – face a variety of challenges including:

- Rising operational costs and growing inefficiencies
- Limited or no business growth
- Little or no resources or budget to innovate
- Reactionary approach to market swings
- Costly and clumsy integration of acquisitions.

Forward-thinking organizations can address these challenges by collaborating with a pre-eminent Business Process Outsourcing (BPO) player like Capgemini and software expert like Unit4 – developer of Unit4 Business World, the market-leading Cloud ERP solution. The result is streamlined key processes that enable organizations to refocus on what they do best.



*BPO is what drew us to Capgemini ... but our relationship has expanded way beyond outsourced BPO to systems hostings, applications support and consulting."*

**Jeff Rutherford,**  
Ferro CFO

## The Combined Value of Unit4 Business World and Capgemini

Your business can enjoy the immediate benefits of an optimized operations management function, increased agility and boosted market potential by exploiting the combined value of Unit4 Business World and Capgemini. The strength of this partnership lies in our ability to design and develop resources to enable you to continuously adapt

and evolve your core processes as part of our BPO solutions built for change. This optimized mix of people and technology brings you the optimum environment for cost, flexibility and skills management, creating value in the following areas:



*We have achieved competitive advantage from this transformation – cost efficiency and the ability to have scalable growth safely and efficiently – on a world-wide scale."*

**Robert Weltevreden,**  
Head of Finance Services, Syngenta

### Cost and Simplicity

**Typical savings of at least 20%-30% in back-office processes**

- Reduced investment costs – opex over capex
- Standardization across the organization
- Lowest cost of service
- Lower vendor management workload; integrated services

### Agility

**Month-end closing and reporting time reduced by 80%**

- Adapt fast to changing conditions, scale up or down
- Increased control and visibility over processes in new ventures – or soon-to-be divested units

### Trouble-free IT

**Up to 50% reduction in 4-year TCO**

- Fewer interruptions due to upgrades
- Lower risk of technology disruption
- Shorter time for ERP implementation
- An easy, controlled way to leverage next-generation ERP cloud architecture

### Insight and Control

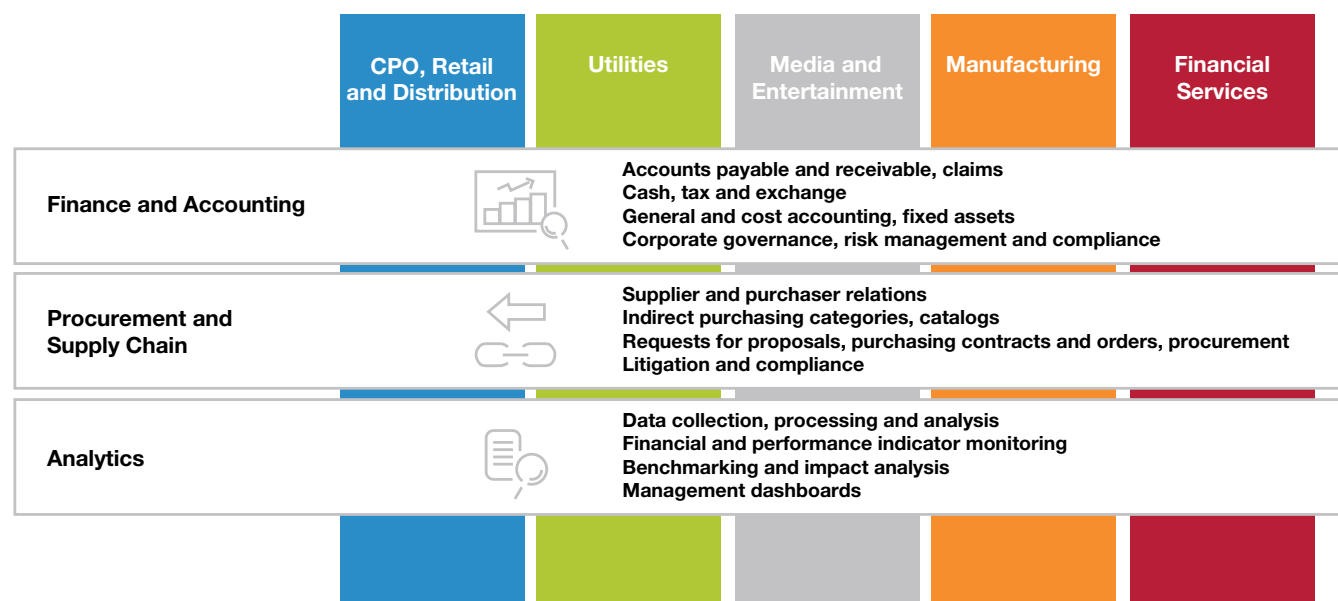
**An average of 20% improvement in compliance metrics**

- More control and visibility of risks and costs
- Insights to better understand your customer
- Easier to flex with localized compliance requirements



## BPO Built for Multiple Processes and Industries

Your business needs can be met by personalizing and configuring Capgemini's BPO services. We can deliver either a purely BPO-centric service portfolio, or manage your entire application and infrastructure aspects in a "stack" configuration. Our service portfolio covers every angle, including:



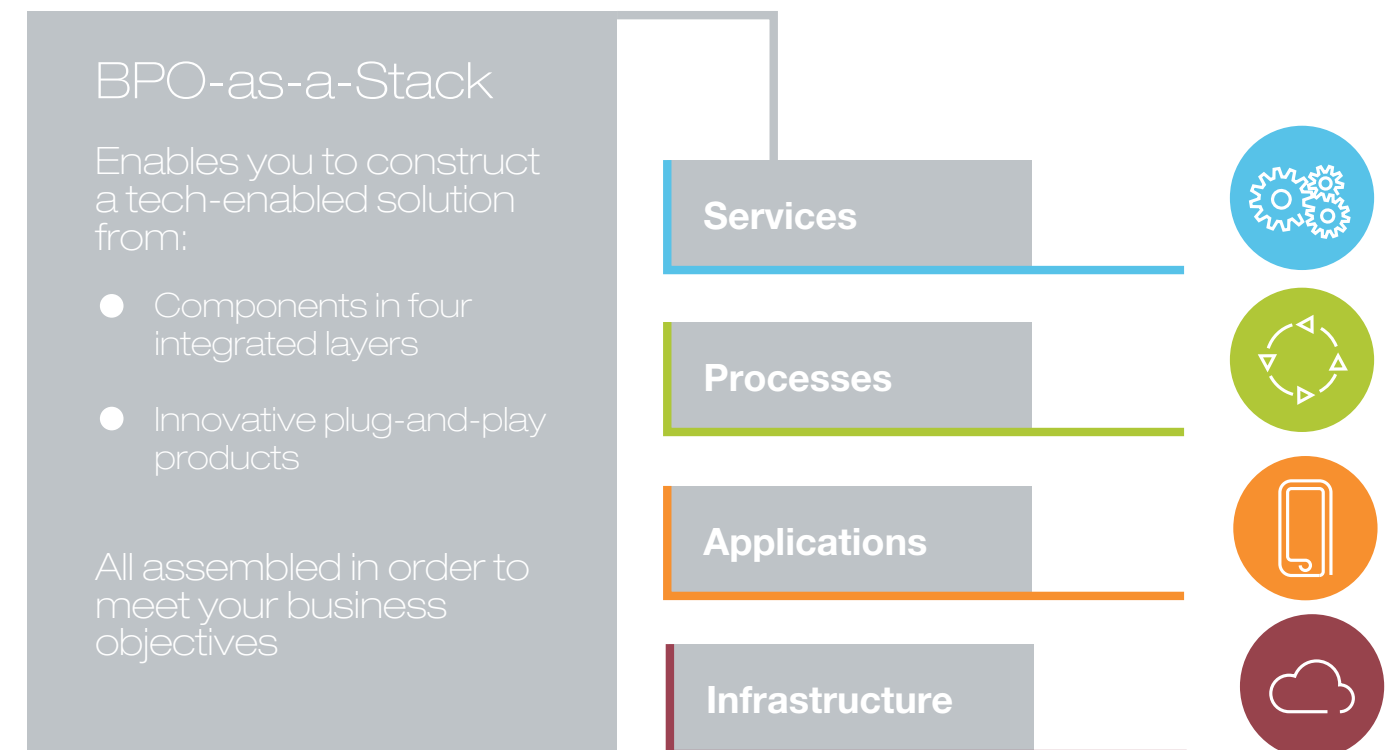
## BPO-as-a-Stack with Unit4 Business World

The concept of BPO-as-a-Stack was developed as a response to Capgemini's real-world experience in the marketplace. The Unit4 Business World ERP forms a powerful element of the applications layer of the "as-a-stack" approach, replacing and streamlining legacy ERPs. Your business can benefit from this new, highly integrated approach, which delivers consistent quality of service from disparate components.



*We were impressed by Capgemini's collaborative approach and their cultural fit with our business. Capgemini's capabilities in managing multiprocess projects – especially in F&A and tax – were also key factors for us.*

**Gustavo Guimarães,**  
Algar Agro CFO



## The Virtual Company with Unit4 Business World

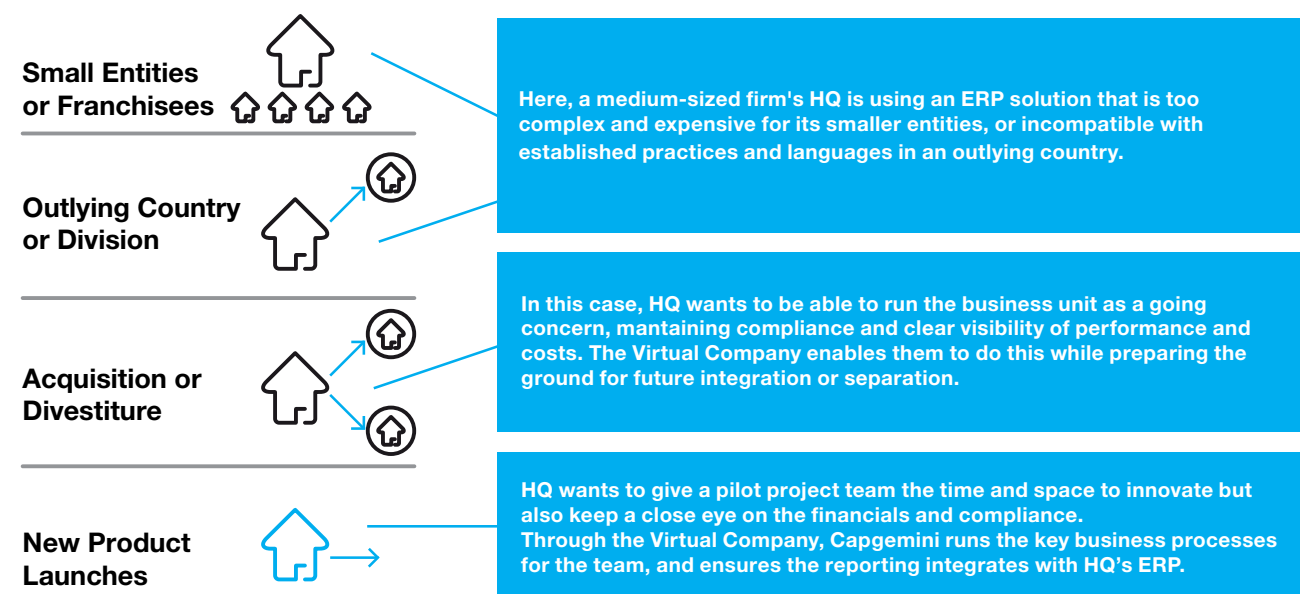
The Virtual Company configuration of “as-a-stack” is an integrated platform to help you achieve a secure, fast start-up of back-office operations – supporting innovation, new business launches, mergers and acquisitions, and new product and market launches.

By incorporating the leading ERP capabilities of Unit4 Business World, the Virtual Company offers you a preconfigured back

office in the Cloud. The platform also provides you with a built-in governance, risk and compliance service, to assure governance without compromising innovation.



The kind of Virtual Company solution you can build depends on the specific requirements and needs of your business. Examples of areas in which the Virtual Company can be most beneficial include:

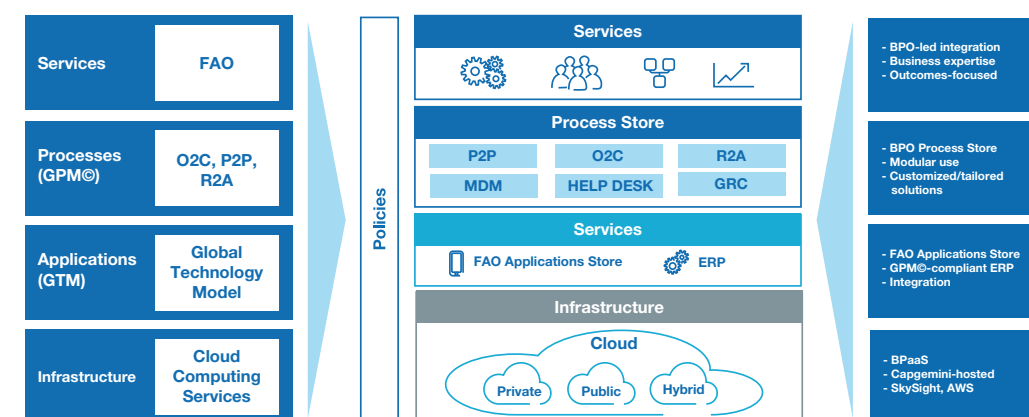


## FAO-as-a-Stack with Unit4 Business World

Your business can achieve the right results for your shareholders through applying the “as-a-stack” methodology to Finance and Accounting. FAO-as-a-Stack is the optimum configuration of Finance and Accounting operations, encompassing people, processes and technology.

new levels of service capability. Unit4 Business World Delivery, Process and Data Models add to the strength and flexibility of FAO-as-a-Stack, and serve as a vital lever in FAO-as-a-Stack solutions developed for companies seeking increased operational agility.

In a rapidly changing commercial landscape, your business can gain competitive advantage from



*Capgemini has helped us to streamline costs and centralize our back-office operations. We look forward continuing our work with Capgemini in supporting our growth strategy.”*

**Maurício Lemos,**  
Algar Corporate Solutions Center (CSC) Director

## The BPO-as-a-Stack partnership

Your organization can become more agile in disruptive environments through Unit4's scalable and unified Cloud-based business management suite. This joint solution combines Unit4's Cloud-based business applications and Capgemini's leading services, which can seamlessly integrate

with the parent company's organization and technology. The solution enables your company to run its end-to-end Finance and Accounting business processes in the BPO model, improve overall business agility, provide access to real-time information and increase process efficiency.

## Getting started

You know what it takes to deliver a great customer experience. An outmoded back office shouldn't stand in your way. Capgemini and Unit4 Business World offer a proven fast track to modernizing your IT infrastructure and free up your time and budget

to focus on your customers. Speak with one of our experts to discover the innovative possibilities we can explore for your business.



Contact details:

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## About Capgemini

Now with 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 2014 global revenues of EUR 10.573 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.

Learn more about us at

[www.capgemini.com](http://www.capgemini.com)

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