

Press Contact:
Sam Connatty
Tel.: +44 870 904 3601
E-mail: sam.connatty@capgemini.com

New alliance partner agreement sees Capgemini and Eneco Group join forces to accelerate innovation and digital transformation

Agreement set to benefit utilities sector as a whole with the development of new services and business models

Paris, 30 September, 2015 – [Capgemini](#), one of the world's foremost providers of consulting, technology and outsourcing services, today announced that it has signed a new alliance partner agreement with Eneco Group (Eneco, Stedin, Joulz, Ecofys), the leading Dutch sustainable energy Group dedicated to helping its clients to save, use, exchange or sell energy. The new agreement will extend Eneco and Capgemini's working relationship, currently focused on infrastructure services, to include collaboration on business innovation and digital transformation. The agreement will build upon Capgemini's worldwide sector knowledge and best practices in digital utilities transformation and Eneco's strategy centered on sustainability. It will see Capgemini and Eneco working together, to help enable both parties to offer innovative, new business services and to enter new markets.

This new agreement with Capgemini will help to see improvement, innovation and transformation of Eneco's current IT landscape, as well as to create joint technology exploration, joint Intellectual Property (IP) and business development. Preliminary and early focus areas will include: home energy management, electric vehicle charging, local energy generation and digital customer services.

Driven by its mission of sustainable energy for everyone, Eneco's success will depend on its ability to innovate and transform its current IT landscape and capabilities, in order to reduce total cost of ownership and create a launch platform for its future services. Joeri Kamp, CIO Eneco Group: *"Our customers are changing the way they use energy in their homes and for their businesses dramatically. Decentralised and renewable energy have become the standard. Our focus is on facilitating this transformation with agile products and services. To do this effectively we need to move forward in integrating IT solutions with our knowledge of sustainable energy and utilizing energy infrastructures in a way that hasn't been seen yet in the energy sector. We believe that the IT expertise of Capgemini, its worldwide network and its knowledge of our sector make it the organization to help us in achieving this."*

The new agreement intends also to drive industry wide innovation for utility organizations, as Eneco and Capgemini plan to make a number of newly developed energy services available to other industry players through Capgemini's [Utility to Energy Services](#) (u2es) transformation program, which is helping utility companies to transform into energy services companies.

“Today’s utility companies are facing a plethora of challenges including the need to offer new and innovative services to customers, as well as how to improve the overall cost of their operations,” explains Perry Stoneman, Utilities Global Sector Leader at Capgemini. *“We are excited to have established this agreement with Eneco who, as a leader in energy services and new business models, has recognized the industry challenges that it faces, and is embracing them through a significant transformational journey.”*

The Eneco alliance agreement is part of Capgemini’s u2es transformation program, which is focused on three key pillars to enable future growth and development:

- **Improving utility customer satisfaction and building new customer and strategic relationships:** applying the latest technologies to enable user friendly services on mobile, web and social media platforms to create a multichannel experience while optimizing cost to serve.
- **Enabling operational excellence:** to help increase profitability and operational efficiency in a market environment where utility companies need to remain competitive, through the use of managed services and business process outsourcing.
- **Creating new business models and new revenue streams** through the use of Capgemini’s Insights & Data global practice and Capgemini Consulting’s knowledge and capabilities, as well as its ability to leverage the Internet of Things and other emerging technologies through Capgemini’s Applied Innovation Exchange.¹

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.

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¹ The Applied Innovation Exchange (AIE) is Capgemini’s integral system that not only helps clients to discover innovation, but to be fully informed about both its value and associated risks; it enables clients to proactively plan for the various technology and business shifts which are confronting their business on a daily basis.