

Capgemini's Supplier Relationship Management

Mining value from your Supply Chain

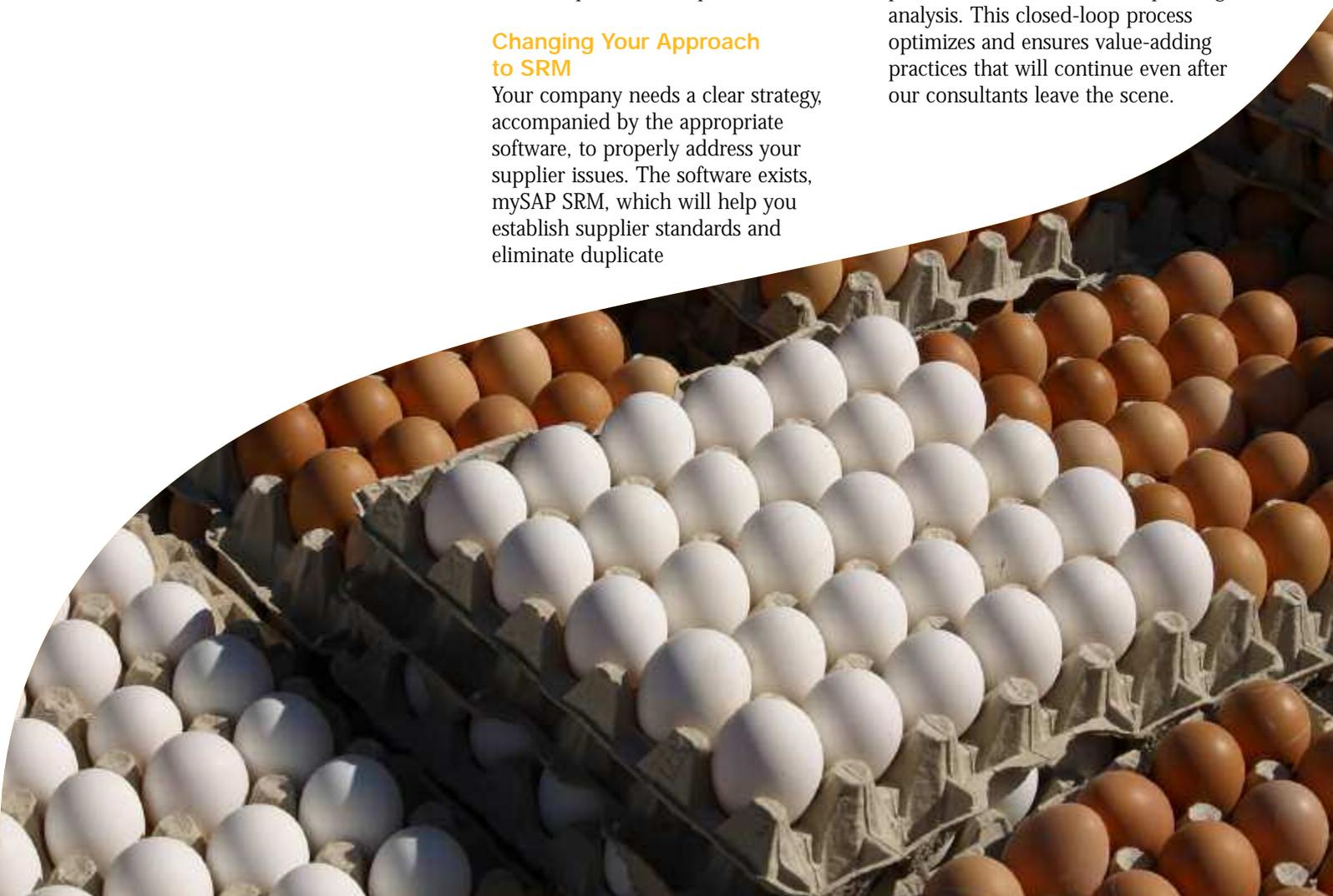
Globalization has created increasingly complex supply chain challenges. With so many suppliers spanning so many countries it's difficult to control, much less derive value from, procurement procedures. Compound this problem with maverick spending instances, high SG&A costs born from inefficiencies, not to mention Sarbanes-Oxley regulations and we've contracted quite a headache. But Capgemini, working together with SAP, has the remedy to not only control these problems but also to help you realize value through standard procurement practices.

Changing Your Approach to SRM

Your company needs a clear strategy, accompanied by the appropriate software, to properly address your supplier issues. The software exists, mySAP SRM, which will help you establish supplier standards and eliminate duplicate

effort, among many other things, but how can you ensure both a proper implementation and a full return on investment? This is where Capgemini steps in.

Capgemini takes a holistic, all-encompassing approach to implementing mySAP SRM. We create a stream broken into four main blocks: Strategic Sourcing, Contract and Supplier Management, Purchasing and Accounts Payable. Into each block of this continuous loop we feed Procurement Intelligence such as key performance indicators and spending analysis. This closed-loop process optimizes and ensures value-adding practices that will continue even after our consultants leave the scene.



After assessing your company's current spending performance and supply base, as well as the "as is" purchase-to-pay processes, we will identify the improvement opportunities and areas of business value resulting from a mySAP SRM implementation. We'll use the assessment to create a "big picture" roadmap, prioritizing mySAP components. The map will facilitate a quick implementation, resulting in a swift realization of return on investment.

The Capgemini Difference

Capgemini, as certified SAP SRM partner, brings a depth and breadth of knowledge and experience in the SRM arena to the table, along with 500+ dedicated sourcing and e-procurement practitioners. Our global presence, coupled with our experience in the field, means we cover all the bases. In addition to our Accelerated Solutions Environment® (ASE) methodology, we also have SRM solution centers that specialize in identifying value-adding opportunities. Capgemini also conducts an annual global SRM study so our knowledge is always pertinent. Our companies have also launched the Capgemini Sourcing powered by mySAP SRM solution. This solution combines the robustness of Capgemini's sourcing methodology with the eSourcing capability of SAP's SRM application. Our track record demonstrates how savings can be realized; allaying companies' concerns about the value of improving procurement procedures.

SOA/ESA and the Future

Service-Oriented Architecture (SOA), or Enterprise Services Architecture (ESA) as SAP terms it, has begun to sweep through the business world. This concept will end business as usual, forcing companies to re-evaluate their processes. Most, if not all SAP customers will be profoundly impacted by SOA. Netweaver, a key component in SAP's ESA scheme, powers most SAP programs.

As an industry recognized leader in architecture and integration, Capgemini has the capabilities and knowledge across a wide variety of tools and applications to help you transition to a Service-Oriented Architecture based on NetWeaver/ESA. Our architecture and integration capabilities are supported by our world-class Integration Architecture Framework (IAF) architecture approach and Integration Express delivery framework. Integration Express is a web-enabled collection of templates, utilities, processes, and reusable frameworks that can be leveraged by project teams. Integration Express has been assembled from our experience in delivering systems integration projects around the world.

Capgemini and SAP

Capgemini has collaborated with SAP for more than 15 years, implementing more than 3,500 SAP projects for more than 1,700 clients in all major industry sectors across the globe.

This partnership helps our clients implement customized, highly-functional solutions that add value to the enterprise. Capgemini's SAP consultants have an average of eight plus years experience with cross-industry SAP solutions. Using our five-phase approach, starting with our RapidStart program, they skillfully implement such solutions as NetWeaver, CRM, mySAP ERP, Manufacturing Ready-to-Run and FastPharma. Our Rightshore™ program dedicates 23 centers spanning 15 countries to supporting SAP projects, ensuring the quality of the client's investment while reducing their total cost of ownership.

Capgemini has been the first, and often only, implementation partner for many of SAP's strategic initiatives. SAP has designated Capgemini as a Leading Global Integration Partner since 1993 and we were the first to create a NetWeaver roadmap. Our partnership will be even more important as Service Oriented Architecture becomes an increasingly integral part of the business process.



About Capgemini and the Collaborative Business Experience

Capgemini, one of the world's foremost providers of Consulting, Technology and Outsourcing services, has a unique way of working with its clients, called the Collaborative Business Experience.

Backed by over three decades of industry and service experience, the Collaborative Business Experience is designed to help our clients achieve better, faster, more sustainable results through seamless access to our network of world-leading technology partners and

collaboration-focused methods and tools. Through commitment to mutual success and the achievement of tangible value, we help businesses implement growth strategies, leverage technology, and thrive through the power of collaboration.

Capgemini employs approximately 61,000 people worldwide and reported 2005 global revenues of 6,954 million euros.

More information about our services, offices and research is available at www.capgemini.com.

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