

Capgemini  invent

konexus
CONSULTING GROUP

CAPGEMINI INVENT AND KONEXUS JOIN FORCES

A hand holding a glowing white lightning bolt shape against a blue background with bokeh lights.

CAPGEMINI INVENT
AND KONEXUS
JOIN FORCES.

WE OFFER SOLUTIONS FROM
STRATEGY TO IMPLEMENTATION
FOR TODAY'S PROBLEMS...

...AND OFFER DIGITAL SOLUTIONS
FOR TOMORROW'S CHANGES.



*KONEXUS and Capgemini Invent join forces to become the **leading player in the Energy & Utilities** transformation consulting domain.*

*In the light of the ongoing disruption of the Energy & Utilities sector, we combine a **unique set of industry and end-to-end digital transformation expertise.***

*By this, we offer a unique range of competencies in the market and are the preferred partner for **scaling innovation & technology** for our clients in the fields of Core Energy Transformation, Smart Infrastructure and Urban Mobility.*

CONTENT

Market Challenges & Opportunities

The energy market faces major challenges as a result of the energy transformation, the Intensification of competition, an increasingly digital world and the associated progressive expansion of intelligent infrastructure.

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What we offer

Together we combine a unique expertise for the energy industry: end-to-end solutions from strategy to conceptual design and concrete implementation. Digital transformation with implementation guarantee!

Thought Leadership & References

More than 600 clients from the energy sector on a national and international level rely on our over 650 experts across the world with extensive experience in the energy and utilities industry.

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Market Challenges & Opportunities

1

LEADING PLAYERS OF THE ENERGY AND UTILITIES SECTOR FACE THE CHALLENGE OF ONGOING DISRUPTION...

	Challenges	Key Questions
Performance	Revenues and margin under increasing pressure	How can efficiency be sustainably improved across all areas?
Innovation	Innovative product offers and new competition entering the market from outside the industry	How can we develop and test digital products and services agilely?
IT & Technology	Increasing demands on systems and technologies	How can IT become faster, more open and more efficient?
Human Resources	Transforming demands on employees and organizations	How is demographic and cultural change organized?

...REQUIRING EXCELLENT STRATEGIES, PROCESSES
AND STRUCTURES, BUT ALSO DEDICATED,
DIGITAL SOLUTIONS





2

What we offer

WITH OUR JOINT SOLUTION APPROACHES WE SUPPORT...

	Strategy & Optimization	Conceptualization	Transformation
Performance	Development of corporate and business segment strategies	Optimization of structures, processes and governance concepts	End-to-End automation of all business processes
Innovation	Customer centric identification of new business areas and products	Initiator and companion of innovations and MVPs	Realization up to market-ready and support in scaling in the market
IT & Technology	Development of digital, technology and IT strategies	Design of technology, IT, cloud and platform architecture as well as IT organization and governance	Implementation of new digital architecture and introduction and migration of IT systems
Human Resources	Definition of employee strategies for digital repositioning	Concepts for cultural change and entrepreneurial thinking	Hands-on support during cultural transformation & change

...COMPANIES ALONG THEIR ENTIRE TRANSFORMATION JOURNEY

Solutions to exploit future opportunities



5G and Smart Infrastructure

Development of use cases and the technical architecture up to implementation



Connected Home

Definition of strategies for smart meter usage, data-based business and solutions around „home“



Urban Mobility

Definition, implementation and scaling of urban and e-mobility concepts



Thought Leadership & References

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WE TRANSLATE OUR JOINT INDUSTRY EXPERTISE,
GATHERED INSIGHTS AND DATA INTO TARGETED...



Benchmarks for
relevant functions
of the energy industry



Internal and
cross-industry
best practices



Market Insights
through extensive
project track record



Development
of **prototypes** for
new systems and services



Accelerators for
the agile conception
of new business models

...INNOVATIVE ASSETS FOR OUR CLIENTS

Market expertise & experience



Access to experts and best practices from hundreds of relevant projects (several thousand datasets)

We are the market leader in advising the energy industry in DACH on how to generate growth through market changes, regulation and lessons from more advanced digital sectors



Customer centric design



Customer-centric design and „digital first“, as a core competence

using storytelling methods, graphics and technologies to connect people, communicate and ultimately make products and services sustainably valuable for the customer



Innovation strategy and implementation



Global innovation expertise and a broad innovation network

Access to a unique network of accelerators, incubators, our Applied Innovation Exchange and external partners to develop new business models, products and services and generate innovation



Digital transformation



10-year partnership between Capgemini Invent and the MIT Center for Digital Business to develop insights into valuable and sustainable digital transformation

Regular publication of the Digital Transformation Review as „Leader’s Playbook“ for digital transformation



AS PIONEERS IN BUSINESS AND TECHNOLOGY INNOVATION...



World Energy Markets Observatory

Annual Report on the World's Electricity and Gas Markets



Insights Driven Energy Solutions

Presentation of our data competence in the industry



Workforce Management in E&U

Introduction of Workforce Management Systems



Retail B2C Benchmarking

Analysis of cost levers to increase profitability



5G in the Industry

Applications for the new technology in the industries



Automation and Employees

Upskilling your people for the age of the machine



Intelligent Automation

Analysis of benefit of intelligent automation in the energy and utilities industry

...WE SHAPE THE FUTURE OF THE ENERGY AND UTILITIES INDUSTRY



Digital business organization

Digital management and steering of the organization



Transformation of Customer Service into a Sales Organization

Optimization of customer service organization to increase sales



Using the Power of Innovation to Secure the Future

Maintaining competitiveness through innovation



Digital Roadmap – on the Path to an Energy Supplier 4.0

How to become a truly digital organization



Smart Collection

Customer-oriented minimization of receivables



High Performance Organization

Increase of efficiency in all business processes



Development of E-Mobility Offers

New business models in the e-mobility environment

JOINTLY WE FACILITATE THE DIGITAL TRANSFORMATION OF...

We support our clients...

People & Organization

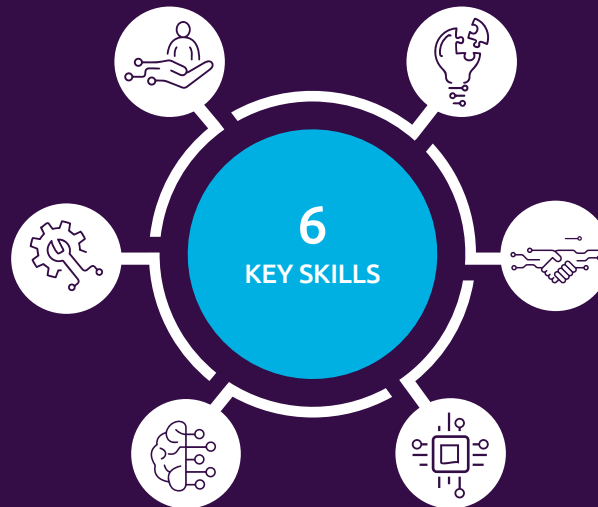
...master transformation, and prepare for the future of work, by developing the culture, workforce and skills they need for holistic business success in the digital age.

Operations Transformation

...create smarter businesses by reinventing their supply chain, asset management and operational processes, to ultimately increase productivity and reduce time to market.

Insights Driven Enterprise

...utilize advanced data analytics, AI and automation technologies to drive financial excellence and enable strategic and real-time business decision-making.



Innovation & Strategy

...envision change across organizations, helping to imagine, design and build the products, services, and business models of the future.

Customer Engagement

...deliver value at every interaction, transforming the relationships companies have with customers to drive business transformation.

Future of Technology

...capture the possibilities of emerging technology by creating tailored solutions for every type of business and sector.

...OUR CLIENTS ALONG THE ENTIRE VALUE CHAIN



Energy Suppliers



Big City Utilities



Housing Industry



**Shared-Service
Companies**



**Cross-Sectoral
Companies**



**Mobility
Providers**



ABOUT CAPGEMINI INVENT

As the digital innovation, consulting and transformation brand of the Capgemini Group, Capgemini Invent helps CxOs envision and build what's next for their organizations. Located in more than 30 offices and 22 creative studios around the world, its 6,000+ strong team combines strategy, technology, data science and creative design with deep industry expertise and insights, to develop new digital solutions and business models of the future.

Capgemini Invent is an integral part of Capgemini, a global leader in consulting, technology services and digital transformation. The Group 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.

People matter, results count.

Visit us at

www.capgemini.com/invent

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