

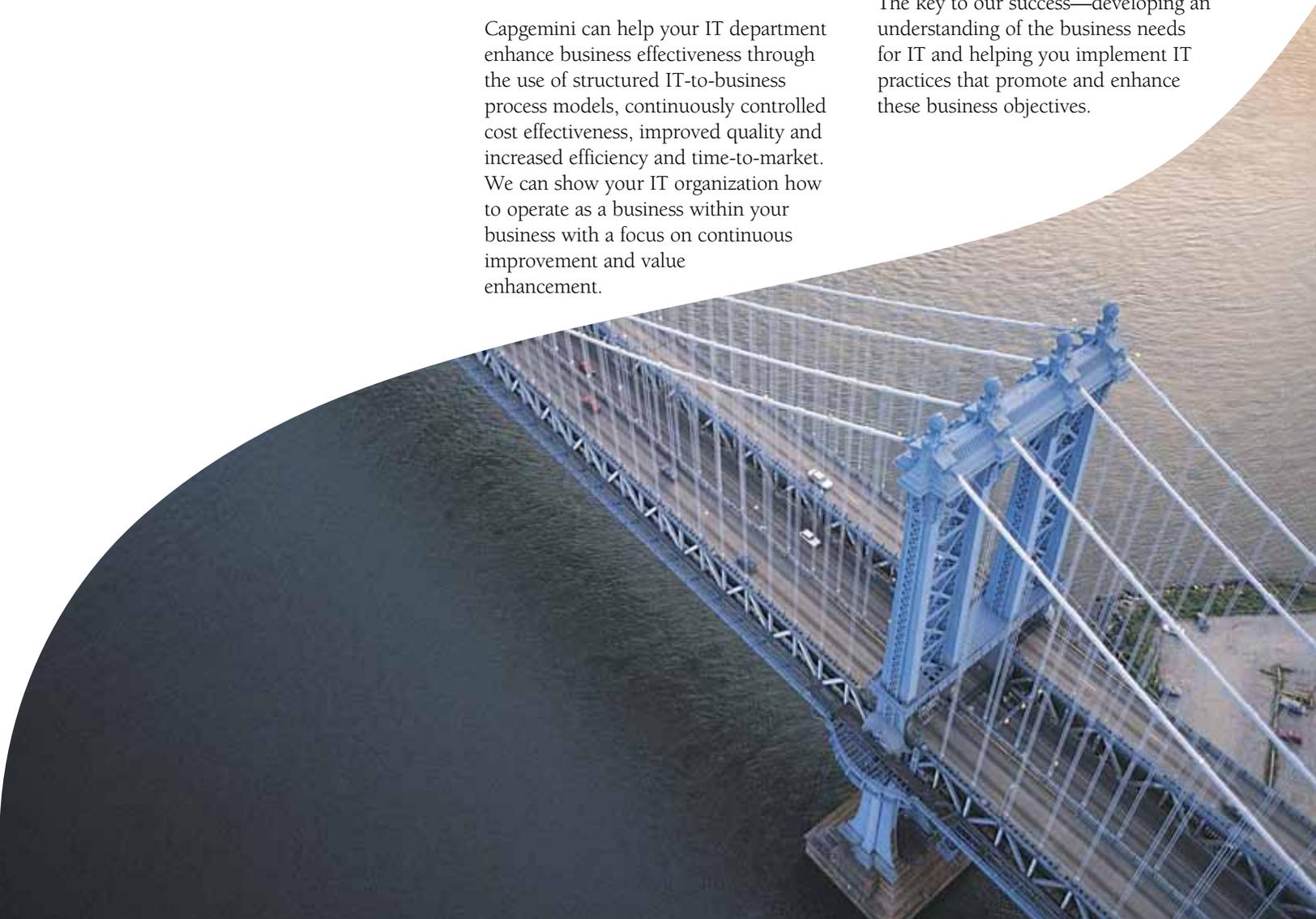
IT Alignment Services

Enabling the creation of business value through IT

IT organizations in the financial services industry face constant pressure to align IT services with business objectives, add more value and improve service levels. Achieving this represents a significant challenge due to the constant change and complexity of the financial markets.

Capgemini can help your IT department enhance business effectiveness through the use of structured IT-to-business process models, continuously controlled cost effectiveness, improved quality and increased efficiency and time-to-market. We can show your IT organization how to operate as a business within your business with a focus on continuous improvement and value enhancement.

Our consultants have a wide range of expertise in IT strategy domains and can work with your leadership, stakeholders and employees to understand your firm's objectives and provide quantifiable and measurable solutions tailored to precisely meet your firm's unique needs. The key to our success—developing an understanding of the business needs for IT and helping you implement IT practices that promote and enhance these business objectives.



Capgemini's IT Alignment Services lets your organization create business opportunities by defining an implementation plan which translates your IT strategy into definable actions.

Major Implication Areas of IT Strategy

We have defined five major implication areas of the IT strategy for financial services firms which are aligned with models for business and IT excellence:

- **Business contribution:** how does IT generate added value for the business?
- **Alliance development:** how can IT balance internal and external competencies?
- **Competence development:** how are IT objectives translated into personal objectives?
- **Organization development:** how will your organization achieve efficiency and excellence?
- **IT architecture:** how can your IT architecture keep up with changing business requirements?

IT Alignment Service Approach

Our approach to alignment services covers all activities needed to identify, establish and manage alignment between IT and business. We break down a roadmap into several steps with specific tools to assist your firm in the definition-making process. Built upon a set of tools and approaches, our services help you define the relationship between your company's IT strategy and its strategic, enabling and delivery-oriented measures.

Putting the Approach into Practice

Capgemini can organize a number of well-prepared workshops to develop a transformation plan based on your IT strategy. The plan results in focused activities among IT stakeholders.

Our Vision on Alignment

Our vision on alignment is based on surveys Capgemini conducted in North America and Europe where we found most solid enterprises have an IT strategy but fail to put it into practice. Our IT Alignment Service provides a response for IT organizations that need to re-align with changing businesses. Our services can help financial services firms:

- Translate strategy into concrete actions on a tactical and operational level
- Align team and personal objectives
- Align internal and external resources

Finally, Capgemini believes IT alignment is the foundation for IT governance excellence and the cornerstone of an efficient and effective management control system for IT.

Our Offering

Thanks to our proven capabilities in IT strategy alignment and financial services domains, Capgemini can deliver consistent, comprehensive and coherent solutions for IT management while supporting your organization in the alignment of IT on a tactical and operational level. We can help your firm with the IT strategy translation process while setting up a complete management control system to achieve your firm's IT strategy objectives.

Proven Experience

Capgemini has global experience in both IT strategy alignment and the financial services industry and is well positioned to be your preferred partner. Our focus is to build long-term success by integrating your organization and working with your staff as one team which focuses on creating added value for your firm.

For more information, contact us at financialservices@capgemini.com.



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. Capgemini utilizes a global delivery model called Rightshore® which aims to offer the right resources in the right location at competitive cost, helping businesses thrive through the power of collaboration.

Capgemini employs approximately 92,000 people worldwide and reported 2008 global revenues of 8.7 billion euros.

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