

Dramatically reduce your IT cost and  
unlock your growth potential



# A proven solution to raise IT performance

In our recent meetings with CIOs, we see a perceptible sense of urgency to tackle the perennial topic of how to reduce IT run costs, so that budgets and resources can be freed up for modernizing their legacy applications and building or integrating new ones.

This urgency stems from their need to be seen as a “Business Partner”, leading their business leverage of new digital technologies to stay competitive. Success in doing so implies they can truly be associated with future business-technology decisions.

If you are a CIO looking to transform your IT, **eAPM (economic Application Portfolio Management)** is Capgemini’s proven solution to put the right operational structure and practices in place to help you continuously reduce IT costs - save, so that you can increase the resources available for innovation - grow.

eAPM is focused on creating IT efficiency – raising the bar on the current IT performance overall so that business as usual is secured, time to market is improved and IT costs are continuously reduced.

## Our promise

# 32%

The average level of **achievable** savings p.a. we deliver to clients, based on their application spend



**We will dramatically lower your IT cost...**

Freeing up resources for innovation & modernization



**...While sustainably improving your IT performance**

By implementing an **Industrial Model** for IT

We target your current IT foundations – the portfolio, the operating model and the sourcing strategy - to systematically identify areas of performance improvement and cost reduction.

The end result is what we call the **Industrial Model for IT**.

Given the pace of change today, a transformation partner like Capgemini can help you accelerate and manage this change carefully to minimize any disruption to business.



**eAPM**<sup>®</sup>  
save.grow

# See your IT like never before

Five years of research and innovation to develop and operationalize the Industrial Model have helped us create assets you can use to speed up your transformation. At the heart of why eAPM delivers results we commit to is our intellectual property. It is supported by results from transformation programs we have delivered that have dramatically improved our clients' IT costs and time to market.

eAPM combines a proven assessment methodology and world class tooling to deliver a practical action plan to meet your objectives and a business case for transformation.

## Based on our assessment, underpinned by our benchmarks, we deliver a fact based transformation plan and business case

### Perfected over 40 client assessments

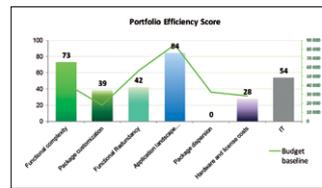
#### 39 key IT performance benchmarks

to measure your IT portfolio & organization efficiency and pinpoint areas for improvement



### eAPM can deliver in as little as 8 weeks:

#### What can you rationalize within your portfolio?



IT Portfolio Efficiency Benchmarks



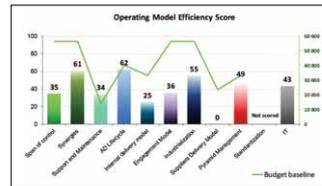
Rationalization Analysis

#### Specialized Operating Models

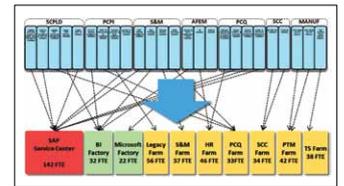
that you can implement quickly to increase operational excellence, so that you can secure business as usual at lower cost



#### What is the most effective operating model & where?



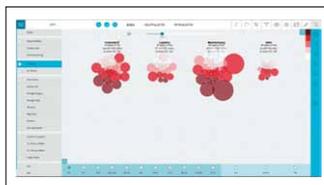
IT Organization Efficiency Benchmarks



Target Industrial Model Design

#### eAPM Tool & Financial Engine

to dynamically analyze your portfolio, identify actions to improve time to market & reduce cost. To connect actions to predicted savings so that you can prioritize actions



#### What is the transformation business case?



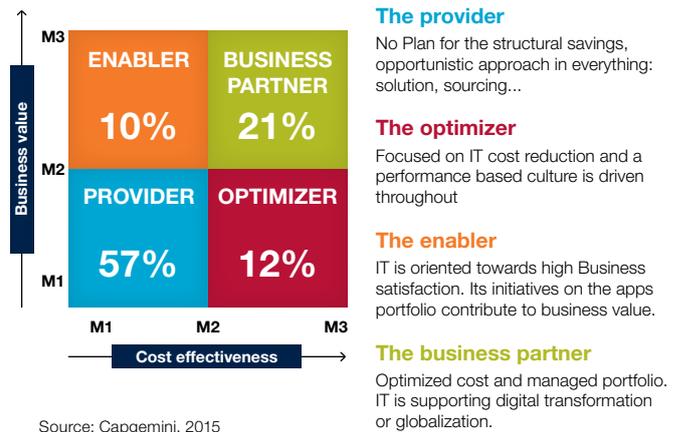
Action plan

Directions	Act's save	To be save	To be Realize	Max Potential	Estimated	% of total	Internal savings	Net
Oper of assets	25	80	34,765	5,653	253	28%	205	205
Support and Maintenance	31	83	34,765	620	162	28%	205	205
Internal delivery model	38	89	33,838	2,581	2,487	23%	526	526
Support and Maintenance	40	73	33,838	7,260	2,100	27%	366	366
Internal delivery model	38	88	9,707	493	370	100%	370	370
Support and Maintenance	40	84	33,838	2,644	2,168	28%	267	267
Internal delivery model	38	85	34,765	1,781	2,122	28%	334	334
Support and Maintenance	38	78	42,250	7,951	3,044	28%	318	318
Internal delivery model	38	78	42,250	7,951	3,044	28%	318	318
Support and Maintenance	38	78	42,250	7,951	3,044	28%	318	318
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# What focus on your IT foundations will bring you

In our recent study, we found that there are still a substantial number of IT organizations that are yet to achieve the position of “Business Partner” on our IT maturity quadrant. It essentially means that these IT organizations have not yet mastered the art of industrial delivery (continuously optimized cost and a well-managed portfolio) to secure their business as usual and consequently are unable to lead their digital transformation initiatives proactively and effectively.

In our view, industrialized delivery is a foundational step to reach the status of “Business Partner”. Not only will this free up budget and resources for innovation, but the results will also increase the credibility of IT teams with the business teams – easing the path to become a business partner.



## About Capgemini

With almost 145,000 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 and technology solutions that fit their needs and drive the results they want.

A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

The Ready2Series is a label from Capgemini, bringing a range of innovative, tried-and-tested products which we commit to implement quickly, affordably, and at low risk.

Learn more about us at

[www.capgemini.com/ready2series](http://www.capgemini.com/ready2series)

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