

Why choose Capgemini for SAP?

**Consumer Products and Retail
(CP&R)**



The challenge

For the Consumer Products and Retail (CP&R) sectors, speed and agility aren't optional 'nice-to-haves' – they're critical to survival. Consumer trends can – in this digital, connected age especially – change rapidly, and long-established brands and products lines can find themselves disrupted overnight. CP&R companies need to have their fingers on the consumer pulse and be able to react quickly.

The old ERP model – with its long development cycles and high element of risk – no longer supports the needs of today's CP&R businesses. ERP was created to help companies standardise processes, store information and make things easier across the enterprise. The downside has been dependent on a central system that over the years has grown complex and been hugely customised, so that the unravelling of it now seems like an impossible undertaking.

CP&R companies need to protect what's important while simplifying years of built-up complexity. They need to be designing for continuous, ongoing, rapid change while setting themselves up to deliver sustainable business value.

S/4HANA forms the digital core customers have been looking for to fulfill their digital transformation ambitions. It aims at digitalisation of products and services. The drive the agility, flexibility and future-readiness they need, CP&R companies running SAP need to make the step change to the digital core. Capgemini can get you there.

- Supply Chain
 - Procurement
 - Logistics
 - Planning
 - Manufacturing
 - Quality management
- Trade promotion management
- Personalisation and customisation of products for the market of one
- Product and customer profitability analysis to improve informed decisions
- Expanding into new markets & supporting merger and acquisition activity

Change that works

Modern, successful businesses want technology, and particularly enterprise wide systems, to empower change - whether that's creating new business models, gaining insights from the huge data repositories that large companies have accumulated or provide end-to-end visibility of operations.

Driving change in a way that future-proofs the business is critical. But it's a significant undertaking, and it's not without risk. A recent study of SAP projects by Resulting IT discovered that 52% did not achieve their business objectives and 64% did not deliver to the original plan.

Now more than ever businesses need to be able to spread risk, minimise business impact and continually deliver value, while always retaining the ability to change direction.



Moving to an agile future

We're helping CP&R companies integrate the supply chain around the customer and the consumer with real time visibility and adaptability. Our matchless BPO capability means we can help companies strengthen demand forecasting, signalling and logistics. Flexibility and agility aren't just important for managing stock and planning but for being able to deliver and track marketing campaigns.

With S/4 HANA, Capgemini is accelerating agility, innovation and success for the CP&R sector.

You can trust Capgemini to get the job done.



The Capgemini Renewable Enterprise

We take our role as trusted partners seriously – we've earned the trust of thousands of companies worldwide by getting the job done.

Companies recognise that things need to change and they cannot repeat the mistakes of the past. But transformation is hard: companies don't know where to start, wonder whether they have the capabilities to succeed and don't want to bite off more than they can chew.

Our work with the MIT Centre for Digital Business has helped us to understand how to deliver transformation success, predicated on vision-setting, innovation and people centricity. We bring this to bear in creating your Renewable Enterprise by:

- Future-proofing and protecting the SAP digital core through simplification and standardisation
- Exploiting the Cloud
- Differentiating and innovating outside the core
- Delivering actionable insights through advanced analytics
- Shaping an enterprise that embraces opportunity in disruption

Doing what we've always done before will no longer work. A new approach is required.

We call this new approach the “Renewable Enterprise” - a business that makes continuous change part of how it operates.

Making the Renewable Enterprise a reality

SAP S/4HANA is part of the journey to the Renewable Enterprise, but it doesn't necessarily need to be your first step. We will help you understand the right roadmap for your organisation, all supported by a credible business case.

So how do we get you there?

Future-proof and protect the SAP ERP core

Simplifying the ERP core, using standard SAP processes where possible, delivers a streamlined environment that is easier and less expensive to run. This approach avoids creating the 'legacy systems of tomorrow'.

Exploit the Cloud

The journey to the Renewable Enterprise involves bringing together the right technology, processes and culture to exploit Cloud platforms of every type. The Capgemini Cloud Platform (CCP), with its portfolio of SAP specific tooling and automation, offers a trustworthy route to navigate your SAP to Cloud migration.

Differentiate and innovate

We help you identify your real differentiators beyond vanilla SAP, crucially, building them outside of the core. Our Multi-Pillar S/4HANA Architecture (MPSA) approach is helping our clients create flexible, modern SAP platforms to underpin their Renewable Enterprises and accelerate the pace of innovation.

Deliver actionable insights through advanced analytics

We help our customers to embed intelligent technologies in their Renewable Enterprises. This enables the use of advanced and predictive analytics to gain valuable insight from data, ultimately enabling better business decision making.

Shape an enterprise that embraces opportunity in disruption

Successfully embedding DevOps and Agile delivery means IT and the business must come together to deliver tangible business outcomes. Capgemini provides the tools and methods to enable this journey, from the initial delivery through to the ongoing operation and evolution of the Renewable Enterprise.

Unparalleled SAP experience



Capgemini is one of the very largest, most experienced SAP global systems integrators.

- **17,500 SAP practitioners**
- **1,300 clients globally**
- **4 decades of SAP experience**
- **SAP Centres of Excellence worldwide**
- **The largest security-cleared workforce – all UK domiciled**
- **#1 in SAP S/4HANA certifications in Europe**
- **#1 in SAP certifications overall**

We work collaboratively with you throughout your SAP journey to ensure you get the most out of choosing SAP. This unwavering focus includes proven SAP implementation methodologies, best-practice SAP rigour, and preconfigured SAP solutions.

We accelerate innovation and new thinking in order to drive value and results - through design, licensing, implementation, infrastructure, and application management.



About Capgemini

A global leader in consulting, technology services and digital transformation, Capgemini 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.

Learn more about us at

www.capgemini.com

People matter, results count.

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