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## **Danfoss Extends Capgemini F&A Contract for a Further Seven Years**

**London and Paris, June 16, 2014 – Capgemini UK plc, part of the Capgemini Group, one of the world’s foremost providers of consulting, technology and outsourcing services, today announced that it has signed a new seven year contract worth €26 million with Danfoss, a leading manufacturer based in Denmark. The contract will extend the partnership between Capgemini and Danfoss to continue driving transformation across its key finance functions globally.**

Building on the existing relationship between Capgemini and Danfoss which dates back to 2005, the new contract incorporates a wider scope of services. Under the contract extension Capgemini aims at providing Danfoss with complete F&A services including Procure-to-Pay (P2P), Order-to-Cash (O2C) and Record-to-Analyze (R2A).

Commenting on the contract extension, Henrik Paulsen of Danfoss, said: *“In recent years, Capgemini has built a track record showing continued improvement on shared initiatives and service delivery. Capgemini has worked with us as a trusted transformational partner and our common key initiatives have delivered clear results. We are now looking forward to expanding this partnership so that Capgemini can help us to transform and standardize our finance functions worldwide.”*

Capgemini implemented its innovative Global Enterprise Model<sup>1</sup> approach, as the baseline for the whole transformation process at Danfoss, which resulted in a number of business benefits including significant process efficiencies, highly standardized and well controlled end to end finance processes, as well as new sets of tools to enable efficient and smooth operations. This new contract intends to build on that same model and will be managed from Capgemini’s global delivery centers in Poland and India.

*“We are very proud of the confidence Danfoss has shown in Capgemini with this new global contract extension. We have taken a true partnership approach to our work at Danfoss and this commitment has generated clear results over the years. We are now looking forward to building on that track record, by expanding and designing*

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<sup>1</sup> Capgemini's Global Enterprise Model (GEM) is a transformation methodology comprised of 7 levers including grade, location and competency mix, Global Process Model, technology, pricing and governance, all of which are calibrated according to each client’s specific needs.

*new F&A processes to support the business as it continues to expand globally.”* said Devesh Nayel, Head of Manufacturing and Financial Services for BPO, at Capgemini.

The new contract commenced on the 1<sup>st</sup> January, 2014 and is due to run until the 31<sup>st</sup> December, 2020.

### **About Capgemini**

With more than 130,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2013 global revenues of EUR 10.1 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. Learn more about us at [www.capgemini.com](http://www.capgemini.com).

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