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Capgemini partners with NetSuite
to launch its new 'Virtual Company' BPO solution

Paris, October 16, 2014 – Capgemini, one of the world's foremost providers of consulting, technology and outsourcing services, today announced the launch of a scalable cloud-based solution with NetSuite to help organizations become more agile in disruptive environments. The new operating model called 'The Virtual Company' provides an integrated platform to help companies achieve a secure, fast start up of back office operations to support innovation, new business start-ups, mergers and acquisitions, new product and market launches. It works by combining outsourced services, processes, technology and infrastructure.

This new bundled solution provides services and applications, such as in Finance and HR, which can seamlessly integrate with the parent company's organization and technology. It offers a pre-configured back office in the cloud, drawing upon Capgemini's Global Enterprise Model[1] and the wealth of experience and BPO IP, including its extensive Global Delivery Network, Global Process Model[2]. The platform also provides in-built governance risk and compliance services to assure governance without compromising innovation.

Phil Fersht, Founder and CEO at HfS Research, "*Capgemini and NetSuite are ahead of the curve by creating a compelling suite of Cloud BPO offerings that are truly disruptive and breaking the mold of legacy BPO and ERP models. Capgemini has proven a breath of fresh air in the BPO and shared services industry in recent years by investing in its global process model, its suite of SaaS platforms to support BPO scale, coupled with its focus on talent and transformative solutions. This will surely be one of the first true Cloud BPO partnerships that helps bring new enterprises into a completely outsourced environment from the get-go to support clients' growth and scalability where needed the most*."

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[1] 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.
[2] Capgemini's Global Process Model (GPM) is a map that defines the best flow for each process and sub-process, backed by a comprehensive database of defined, world-class controls and measures representing global and industry best practice.

The complete outsourced service includes the resources and supporting technology which is pre-packaged and ready-to-go. For example when entering a new market there is no need to hire a finance manager, extend existing ERP systems, develop a new F&A service or configure IT platforms – instead the organization can focus on its core business. The solution also allows companies to run, track and understand new product rollouts better and its flexibility means that several pilots can even be carried out at the same time.

Christopher Stancombe, CEO for Capgemini Business Process Outsourcing said: *"We are delighted to be able to offer a service to facilitate customer innovation. Many organizations generate new ideas but struggle to industrialize them due to the challenges of the administrative burden. Our Virtual Company solution was created in response to this growing demand for outsourced technology platforms to aid speed to market and reduce set-up costs. This is where the BPO market is evolving – helping solve some of the most pressing challenges in business today, by understanding what really affects the performance and culture of an organization."*

Jim McGeever, NetSuite COO said: *"We are delighted to be working with Capgemini on this Business Process as a Service offering, drawing on our unified cloud-based solution. Customers will benefit from a powerful operational support platform that is flexible enough to tailor to their specific needs, and can be deployed anywhere in the world at a fraction of the cost of traditional on premise ERP."*

The Virtual Company is available as service across all sectors and is currently being rolled out globally, with several multinational companies already interested in the packaged solution.

About Capgemini
With almost 140,000 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[TM], and draws on Rightshore[®], its worldwide delivery model.
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