

# Capgemini India – Global Expertise for Local Markets



For businesses competing in the global marketplace, volatile is the new normal. To sustain profitable growth in this volatile environment, enterprises must be ready to address these critical challenges. Capgemini Group is a preferred consulting, technology and outsourcing partner for leading businesses looking to stay ahead of the curve. These businesses benefit from the Group's global expertise and innovative solutions for local markets.

Capgemini India Local Business Services brings the Group's domain expertise, patented methodologies and technology agnostic solutions to local businesses. Capgemini experts work with more than 100 local clients, addressing their business challenges with a spectrum of solutions. These solutions address pressing business issues that impact all major industry verticals, while also resolving pain points of their IT landscape.

## Domain Expertise: Holistic Solutions to Business Challenges

While on a growth trajectory, business units also run the risk of confining challenges to silos of horizontal functions. This isolated treatment of business problems reflects the lack of organizational visibility of industry leading best practices. As an external partner with insightful domain expertise, Capgemini brings to its clients a broad-based solution to business problems. These solutions —not restricted by their delivery format— are built on domain specific experience of Capgemini. Almost all engagement leaders at Capgemini are industry experts and have years of rich experience in the operational or advisory ecosystems of respective sectors. The result is a substantially sharper interpretation of clients' specific business challenges and application of actionable domain expertise to resolve them.

### Leveraging Innovation Through CoEs

India is home to the Group's assets and global knowledge. Capgemini leverages this knowledge and business innovations to local customers. Capgemini also constantly innovates solutions to counteract challenges posed by the CIOs from global geographies.

Serviced by local talent, experienced in global implementation projects, CoEs enable creation of domain based solution accelerators and competencies with relevant technology support. Prospective clients often visit CoEs to get an overview of solutions at work; enabling a ring side view of industrialized templates, which can be applied to solve their business challenges.

### Manufacturing CoE: Chrome

**Chrome**, the center for Manufacturing excellence is a virtual, global community with a solution lab aimed at capturing best-practices. It also benchmarks and industrializes leading best practices, enhancing domain expertise within the global manufacturing and automotive practice at Capgemini.

### Life Sciences CoE: Cells

**Cells** is an initiative towards building the Life Sciences practice at Capgemini by providing industrialized solutions and support for engagements from the sector. It draws from the extended Life Sciences capabilities and qualifications across delivery units by centralizing knowledge management and best practices.

### Consumer Products and Retail CoE: Crescent

**Crescent**, the Consumer Products and Retail solutions center, industrializes best practices in the sector, as well as those specific to SAP for Retail, Point of Sale, Apparel & Footwear Solution (AFS) and Consumer Products. The center also hosts an extensive repository of reusable objects, including enhancements, layouts, interfaces and reports that often reduce development time by 30 percent on average.



*The Capgemini Group constantly strives to deliver value to our clients. At the core of Capgemini's offerings is the compelling premise to address clients' challenges with our Consulting expertise, while also enabling their business with the required technology platform. The Group considers India to be one of the dominant economies of the world and promises to bring the best of its global expertise to benefit its India-based clients."*



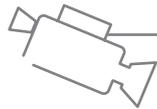
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### Energy Utilities and Chemicals CoE: Calorie

**Calorie**, the Energy, Utilities and Chemicals (EUC) CoE industrializes the integration of complex systems for energy and utility companies. It supports public and private EUC firms grappling with substantial changes such as unbundling, deregulation, consolidation and introduction of new technology. It offers solutions as fully functional, ready-to-run templates for the water, power and gas industries.



### Media & Entertainment CoE: Chime

**Chime** develops a unique set of solutions tailored to suit the Media and Entertainment sector. Its capabilities include fundamentals such as consulting services, application development and management and testing.

## TechnoVision: Excellence through Technological Leadership

TechnoVision is Capgemini's strategic framework aimed at helping clients develop the most relevant technological innovations for their organizations. It facilitates mapping of latest technologies, trends and innovations relevant to clients' business drivers. Capgemini's TechnoVision pursues two objectives: it provides a clear picture of the technologies that are most relevant to its clients and sheds some light on how these technologies and their evolution will impact their business. With its rich experience in multiple platforms, Capgemini helps its clients envision a technology roadmap and align it to their business needs and broader, corporate vision.

Competencies include an extensive portfolio from comprehensive solution design to technology services spanning across platforms:

- IT Consulting
- Application Development and Integration
- IT Transformation: Strategy and Architecture
- Business Intelligence
- Software and Quality Testing
- Mobile Solutions
- Custom Software Development
- Platform Based Solutions

### Strategic Alliances

Capgemini collaborates with six strategic alliance partners to develop long-term growth initiatives. Also at work is a wider partner portfolio, representing a flexible ecosystem for innovative point solutions. By working with both established market leaders and niche players, Capgemini helps clients improve their business in a cost-effective and scalable way. The strategy involves aligning domain and implementation expertise with partner solutions to deliver bottom-line results for client businesses. Some of our strategic alliance partners include:

- **SAP:** Capgemini is a SAP Gold Partner and a leader, according to a Global SAP Implementation Providers survey (2011) conducted by Forrester Research



*Capgemini Local Business Services has reinforced its foothold in the market as a reliable partner that delivers value to business through consulting led technology solutions. The number of customer contracts signed since launch bears testimony to the commendable reception that it has received in the industry. We are committed to bring the Global Knowledge for the Local clients."*



**Kishor Chitale**  
CEO Capgemini Local Business services India & Middle East

- Oracle: Capgemini is a Diamond level partner, the highest possible ranking in the Oracle Partner Network Specialized program
- Microsoft: Capgemini was named as the 2012 Services Partner of the Year by Microsoft

Apart from these partners, Capgemini also works closely with EMC, IBM, HP, Salesforce.com, Workday and Netsuite to provide relevant solutions to its clients.

## Solution Delivery: Collaborating for Faster, Enhanced Outcomes

Collaborative tools and methodologies grant businesses the freedom to transform and overcome resistance to change. From strategy development to implementation, Capgemini clients benefit from a tailored solutions approach. This approach is modeled on a Collaborative Business Experience, which is central to the philosophy of service delivery, across the Group. Through the experience that comes from working with thousands of companies over the past three decades, Capgemini has adopted four key elements of collaboration: targeting value creation, risk mitigation, optimizing capabilities, and organizational alignment.

Capgemini's Accelerated Solutions Environment (ASE) combines patented methodology with a unique, open work environment to deliver facilitated sessions aimed at problem solving. ASE events and Accelerated Solutions Network (ASN) are leveraged by a diverse set of stakeholders facing complex challenges, to resolve them through a dynamic, technology-oriented workshop session. Over 55 percent of Fortune 100 companies are or have been ASE clients; some of them have reduced substantial time in implementing complex solutions. Key benefits of ASEs approach include:

- Accelerated value creation through collaborative journeys to deliver what would otherwise take many months using traditional methods.
- Mobilization of participants around a commonly created solution
- Integration of the points of view of customers or suppliers; successful management of complex integration issues
- Possible application of methodologies to a wide range of challenges using a patented process

For years, Capgemini has helped hundreds of local businesses find effective solutions to complex challenges. With seven delivery centers across the country, a comprehensive portfolio of services, a collaborative model of implementation, supported by domain experts and strategic partners, Capgemini is suitably positioned to leverage Capgemini's global expertise while delivering local solutions.



## 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.

Learn more about us at  
[www.capgemini.com](http://www.capgemini.com)

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