



## Making the Benefits of the Cloud a Reality for Business

Businesses today are increasingly recognizing the benefits of the Cloud. Whether it's the drive for cost savings, the ability to quickly innovate and experiment new ideas, the opportunity to pilot, test and run enterprise applications quickly, the elasticity to instantly scale up as your workload grows, or the streamlining of business IT processes, the case for the Cloud is compelling. Yet for many businesses, the full benefits have not yet been realized.

Capgemini and Amazon Web Services (AWS) work together to make these benefits your reality, now. How? By combining a flexible, low-cost, secure and dynamic infrastructure platform with a rigorous, strategic approach to integration and orchestration, based on a wealth of experience and proven methodologies — with sustainable results always in mind. AWS and Capgemini make the Cloud even more effective for your business, enabling you to do more with less. And we help you get there fast.

The potential is immense. From migrating or installing enterprise solutions and implementing big data projects, right through to running mobile applications and games, we can help you run virtually everything in the Cloud. But the step change is not just a technological one: by transitioning to an off-premise solution, your computing moves quickly from a CAPEX model to an OPEX model, freeing up capital expenditure and resource planning within weeks.

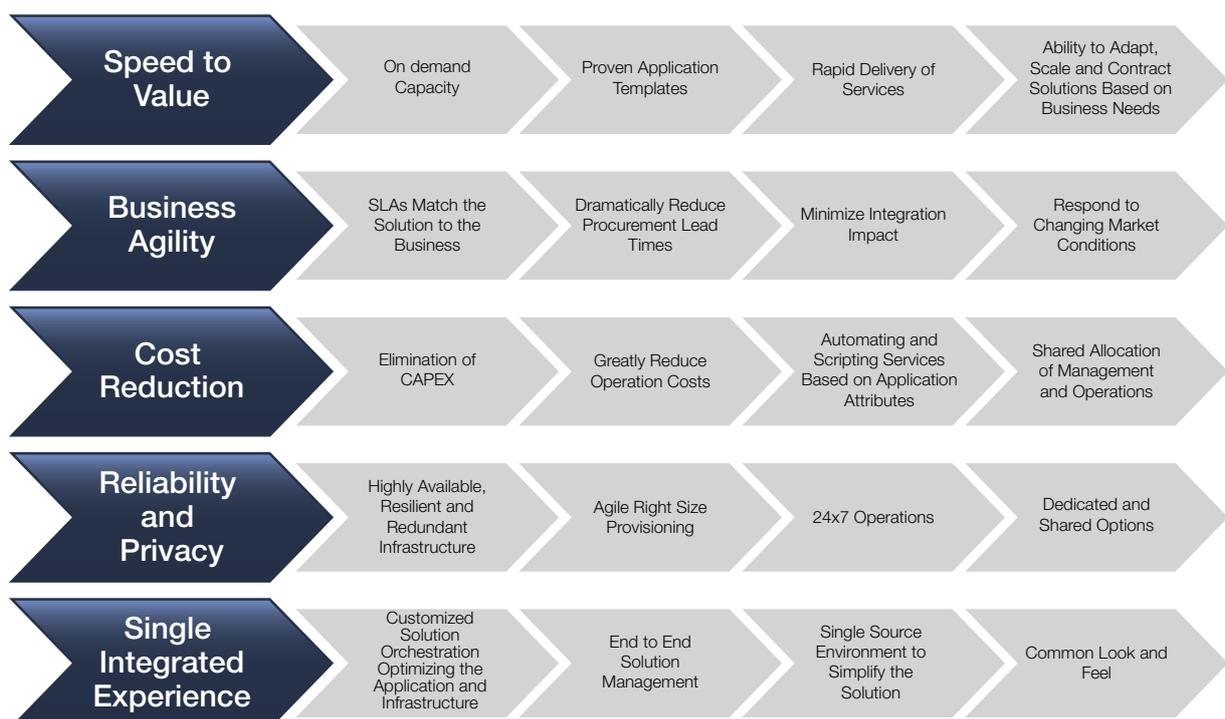


“Capgemini is an Advanced Consulting partner for AWS. They have experience supporting global enterprise deployments of SAP solutions, have developed in-house skills managing SAP software on AWS, and have a formal training plan giving customers ease of access and knowledge for solution implementations.”

### Terry Wise

Director of Global Partner Ecosystem  
Amazon Web Services

Figure 1 : The benefits of transitioning from on-premise computing to the AWS Cloud



## Springboarding Your Business to the Cloud

Capgemini has designed the COMPLETE (Cloud Orchestration Management Platform End To End) solution, which springboards your business to the Cloud. The way we see it, COMPLETE is a destination as well as a tested methodology and framework, which moves a business to exactly where it needs to be. COMPLETE is designed to lead you through the process, covering all bases and ensuring best-possible outcomes:

With COMPLETE, Capgemini helps you achieve speed to value in days or weeks rather than months or years.

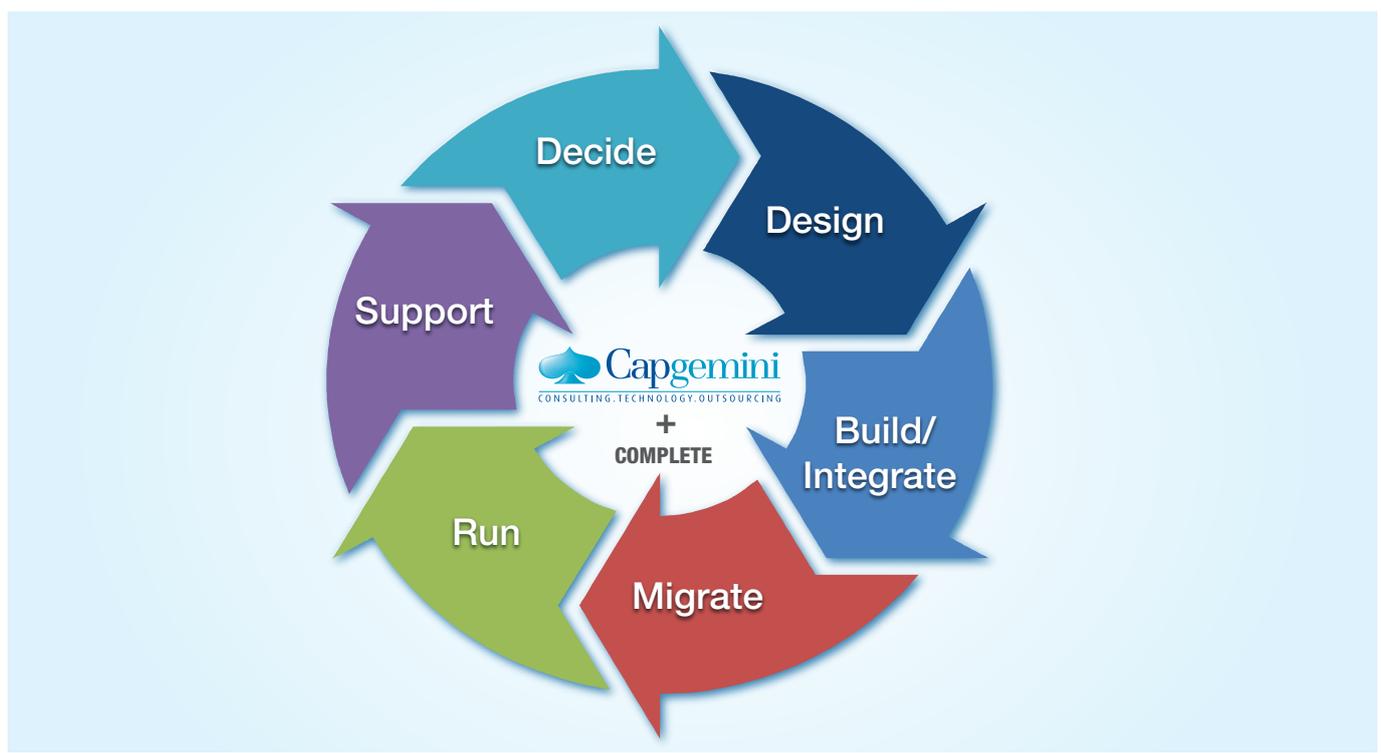
Adopting COMPLETE brings confidence that the Cloud is working with your business, for your business, with maximum efficiency. In performance and systems management terms,

COMPLETE provides a full suite of services to enhance the move to a Cloud environment:

- **Service Management:** Service level management, with SLAs matched to individual business needs; service desk; change management; and license and asset management.
- **Service Automation:** Orchestration of cloud operations; integration point for service management capabilities; service catalog and templates; automated provisioning of virtual systems; and proven application Quick Start Templates.
- **High Availability:** Redundancy built-in or designed for high availability, thus meeting specific service level requirements.
- **Server, Storage, Network, Hardware:** On-demand Infrastructure as a Service (IaaS) through AWS, with the ability to expand and contract as needed.
- **Security and Compliance:** Network security; virtual private networks (VPNs); governance; and meeting compliance and regulatory requirements.
- **Usage and Accounting:** Metering and accounting for cloud services; integration to billing systems.
- **Monitoring:** For physical and virtual server environments.
- **Platform and Virtualization Management:** Enhanced management of the virtual environment.

The result? Greater speed to market and radically reduced operational costs – in some cases as much as 70% lower.<sup>1</sup>

Figure 2 : The migration and installation process with Capgemini's COMPLETE solution



<sup>1</sup> IDC: The Business Value of AWS Accelerates Over Time  
[http://media.amazonwebservices.com/idc\\_aws\\_business\\_value\\_report\\_2012.pdf](http://media.amazonwebservices.com/idc_aws_business_value_report_2012.pdf)

## Case Study: Migrating a Global Beauty Giant's SAP Landscape to the AWS Cloud

*Capgemini was able to demonstrate a business case of huge costs savings through migrating a mature SAP landscape from an outsourced data center environment to the AWS Cloud for one of the world's most recognized beauty brands.*

Our global client has a reputation for innovation and product development, and has multiple product lines which reach half a billion customers each year. So it was no surprise that their SAP landscape was extensive —notably, 170 instances and 150 terabytes of data. The objective was to move this landscape swiftly from an outsourced data center environment to the AWS Cloud as part of the COMPLETE platform, with the aims not only of dramatic IT savings, but of allowing IT business as usual (global rollouts, upgrades and continuous improvement) to continue seamlessly.

Capgemini's COMPLETE approach was a pragmatic one, migrating at first the selected (typically non-production) environments which could take best advantage of the consumption-based model and allow for the enterprise to adapt comfortably to the Cloud.

Overall, the business case projected impressive projected benefits, including:

- One-time savings of \$8 million.
- Year-on-year savings of 45% over existing outsourcing costs.

In addition, tangible business wins were soon apparent:

- Elimination of data center storage and server capacity constraints.
- Enhanced AWS SLAs through COMPLETE.
- An end to the IT refresh cycle.
- Endless elasticity and infrastructure resources.

The rigor of the COMPLETE solution ensured that speed to value could be achieved without compromising on security, quality of decision-making, business continuity or performance.

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### About Capgemini

With more than 125,000 people in 44 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2012 global revenues of EUR 10.3 billion (more than \$13 billion USD).

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.

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