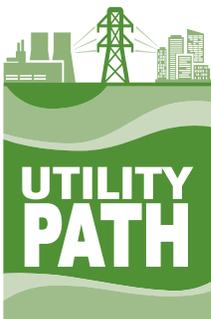


UtilityPath—a leading digital platform for Utility Sector



Designed specifically to meet the needs of Utility Sector



Given the current opportunities in the rapidly-changing Energy market, successful Utility companies can't slow growth by tying up precious capital funds and can't afford a long, drawn out implementation to establish a digital platform. However, many of these Utility companies are struggling to scale up to the current market expansion and unlock the true potential of the business, due to outdated and disjointed systems. Let us show you how we can lower/eliminate upfront capital cost of acquiring, implementing and supporting a world-class digital platform leveraging SAP S/4HANA at its core, while drastically reducing the time to implement.

Capgemini's UtilityPath for Utility companies offers three striking benefits:

1. An accelerated approach to implementing a digital core with SAP S/4HANA
2. A true Leading Practice solution for the industry which vastly improves the underlying work processes, whether you are implementing SAP from scratch or optimizing your existing implementations. It has a number of unique differentiators which are already in use at your peer companies today. UtilityPath simplifies SAP for field and key personnel and works very effectively in the background, providing the key information for companies to focus on managing their business.
3. A platform extensible to DiLAM (Digital Asset Lifecycle Management), Smart Metering, Analytics and Digital Customer Experience platforms

People matter, results count.

Extended with improvements from multiple implementations

- Mobility
- Dashboards
- Simplified screens
- Simplified processes



Strengthened with Industry Specific Content

- Industry processes
- Simplified workflows
- Reports
- Pre-built interfaces
- Data management
- Documentation



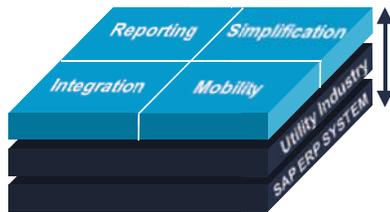
Foundation
SAP Best Practices



- Pre-integrated
- Pre-configured
- Speed to Value

Client Value

- Industry Fit
- Risk
- Quality
- TCO
- Innovation

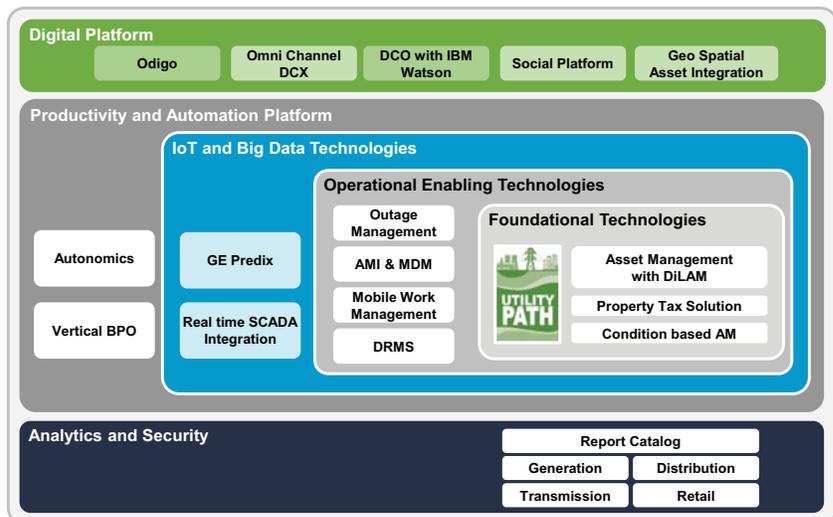


New Implementations

Capgemini will work with your organization to deploy a fast, efficient and stable UtilityPath solution, which incorporates leading practices developed from an extensive legacy of Capgemini-led SAP implementations.

Based on several successful installations over the past eight years, UtilityPath delivers a host of benefits for new implementations, such as:

- SAP configuration and enhancements, pre-built specifically for your industry. Ability to conduct “Show and Tell” sessions with real business processes, screens and data.
- The business processes include multiple services, i.e. Electric, Gas and Water (Waste Water, Storm Water), variety of solutions (e.g. Property Tax, Rental Solution) and pre-built deregulated EDI scenarios (through IDEX).
- Accelerated implementation timeline, business blueprint process maps, training and technical documentation
- Optional Mobility, Enterprise Portal and Business Intelligence for ease of use
- Robust iSAP methodology, bundled with SAP’s Solution Manager, to offer reliable, effective implementations. Implementations have been completed in under 100 days versus typical 8 to 10-month timelines. Our UtilityPath solution is flexible and can accommodate the needs of varying client situations with optional plug-and-play components
- UtilityPath can be leveraged as a reference model to accelerate the requirements and design project phases
- UtilityPath can be packaged as a comprehensive SAP solution, including SAP licenses and infrastructure licenses
- Capgemini’s Infrastructure and Application Maintenance services as an alternative to purchasing new equipment and training support resources
- UtilityPath can be leveraged to integrate with Capgemini’s DiALM (Digital Industrial Asset Lifecycle Management) solution providing a single source of truth across asset lifecycle, from Design to Operations. This will provide a holistic view, seamlessly bridging CIS world with Engineering & Operations, thus minimizing customer impact and operational inefficiencies



- UtilityPath can be leveraged for Capgemini's Digital Customer Experience (DCX) through integration with Odigo - unifying front and back-office operations under one 360°, customer-centric omni-channel platform for better customer and agent experiences

With Capgemini as a single-source service provider managing your SAP solution, you will realize all of the operating benefits and competitive advantages you're looking for — hassle-free, at a price you can readily afford, today and in the future.

Capitalize and Improve on your Existing SAP Investment

UtilityPath not only enables companies with a proven framework to implement a new system, it can also serve as an excellent reference system to improve existing implementations within Utility companies.

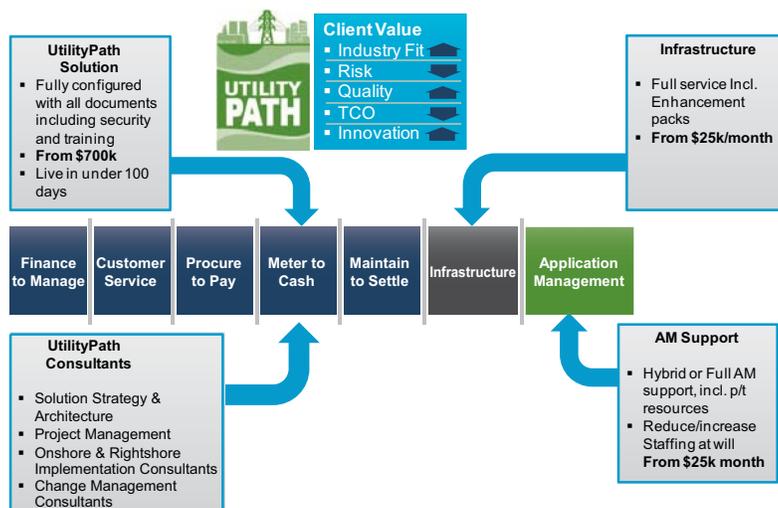
UtilityPath provides an environment that streamlines operations and provides greater visibility and control of core business processes, enabling better decision-making for quick response to industry challenges.

Examples of the types of improvement you can expect are:

- Going mobile: whether bar-code inventory movements or approvals on your Blackberry, iPhone or iPad.
- Simplifying system usage for casual users and field personnel through much more simplified screens via SharePoint.
- Adding state of the art Business Objects dashboard which show the true state of your business.
- Going Smart metering or HAN integration.
- Improved system performance and analytics or Amazon Web Services for cost effectiveness.

The Capgemini-SAP relationship has resulted in a long-standing history of providing successful, customized solutions that meet or exceed client expectations. Whether it's business case development or systems integration, Capgemini has deep experience in key strategic areas including:

- SAP Roadmap/Optimization Services
- Whether you're just starting the ERP journey or looking to maximize your existing investment
- SAP Implementation Services
- Leveraging Capgemini's proprietary, pre-configured solution, UtilityPath, to reduce your implementation time, cost, and risk
- SAP Infrastructure
- Global-Certified SAP Cloud Infrastructure Partner
- SAP Application Management
- From teams ranging from 5 to 500,000 FTEs, Capgemini provides scalability and flexibility to support your entire SAP enterprise
- Reporting and Analytics
- Pre-built dashboards and key performance indicators library, constructed for your industry
- Mobility



- Leverage Afaia and Sybase Unwired Platform to increase productivity in the field and on-the-go
- ERP+
- Harness the power of your combined Microsoft and SAP investment to improve user acceptance and improve common workflow challenges

Capgemini: Your Single Source Provider for SAP

As a Global SAP Partner, with nearly 17,800 resources worldwide, Capgemini drives results through licensing, implementation, infrastructure and application management in key industries across the globe.

With our global presence in over 40 countries, Capgemini uses standard global tools and methods to deliver complex SAP projects for some of the world's largest companies, as well as, small and medium sized enterprises. Capgemini brings our clients innovative solutions and delivery models using our Intellectual Property Solutions for the Cloud, Mobility, Analytics and HANA.

Our SAP Certified Business All-in-One (BAiO) pre-configured industry solutions are built based on SAP industry leading practices and are supplemented by Capgemini's deep industry experience. These BAiO solutions are implemented based on Capgemini's ISAP methodology (using LEAN Six Sigma Principles), our deep industry knowledge and extensive capabilities in system design, deployment and support and can be deployed across industries, for large and small clients.

Capgemini's capabilities around cloud-based solutions, mobility, HANA, analytics, and procurement are unique in the market. Capgemini's OnePath pricing and licensing models offers bundled SAP licenses with our services, hosting and support to uniquely match clients' capital or operating expense requirements which allow our customers to consume SAP technology as a service if they so desire, across the entire lifecycle of services.

Our Rightshore® capability and Distributed Delivery Framework allow our clients to leverage SAP practitioners in more than 30+ SAP Delivery and Solution Design Centers around the world to deliver cost-effective solutions.

About COMPLETE

COMPLETE - Capgemini Orchestration Management PLatform End to End is Capgemini's premier Cloud business platform. COMPLETE combines the power of Cloud computing, with a total infrastructure management stack including Proactive Monitoring, Infrastructure Support, OS upgrades, OS patching, Virus protection, Networking, and Service Desk Services in one combined service. COMPLETE supports the flexibility of consumption based computing in the Cloud. Clients only pay for what they use and only when they use it.

OnePath

SAP Solutions as an Operating Expense

You can take advantage of all the benefits of the SAP environment right now, yet eliminate up-front capital

expenditures. Capgemini has partnered with SAP in the Energy industry to package SAP solutions as a service that can include licensing, infrastructure, implementation, maintenance, and even application management and business process outsourcing. Complexity is dramatically reduced by the bundling of software and services, giving you 'one hand to shake' to get things done. Further, ROI is significantly accelerated and most businesses can write off monthly fees as an operating expense. With Capgemini as your exclusive service provider, performing all aspects of an SAP solution deployment, you get the freedom to use SAP right now — without the traditional up-front investment in hardware or software. Perhaps best of all, this solution is still configured by Capgemini to meet your specific business needs.

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About Capgemini

Now with 180,000 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 (about \$14 billion USD at 2014 average rate).

Together with its clients, Capgemini creates and delivers business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness.

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