

Making smart businesses **go further!**





Microsoft empowers innovation and Capgemini expedites the results innovation delivers. Our **20+ years of managed partnership** drives Digital Transformation with joint enterprise customers worldwide.

We help our customers leverage Microsoft enterprise, productivity, and data technologies to attain their business goals.

Being **Microsoft's Gold Preferred Partner**, our portfolio of solutions demonstrates around **Azure Apps and Infra, Data and AI, Business Apps, Customer Experience, Modern Workplace, Azure IoT** and our suite of **industry focused solutions**.

Book an appointment with our experts, contact us on **cloud.nl@capgemini.com**

To know more about our collaboration with Microsoft, visit our website: **www.capgemini.nl**



Microsoft and Capgemini

Making smart businesses go further!



More than 20 years managed partnership driving Digital Transformation with joint enterprise customers worldwide.



Azure Expert MSP



2019 Partner of the Year Winner
SAP on Azure Award

Capgemini is 2019 SAP on Azure Partner of the Year. Capgemini is also recognized 2019 Azure Expert and Managed Service Provider (MSP).

Our portfolio

Capgemini is a Microsoft Gold Preferred Partner and award-winning member of the Microsoft Partner Network. We help customers leverage Microsoft enterprise, productivity, and data technologies to attain their business goals.

Migrating applications including SAP workloads to Microsoft Azure

Data and BI estate modernization

Capgemini Cloud Platform

Customer Experience

Cloud Native and Application Modernization

Cloud competence center

SMART and Digital Workplace Fueled by Windows 10 and O365

Data center migration

Customized sector solutions



Our Microsoft Community

Spanning across 5 continents and 23 geographies.

More than 11,000 users on the Microsoft Cloud training platforms.

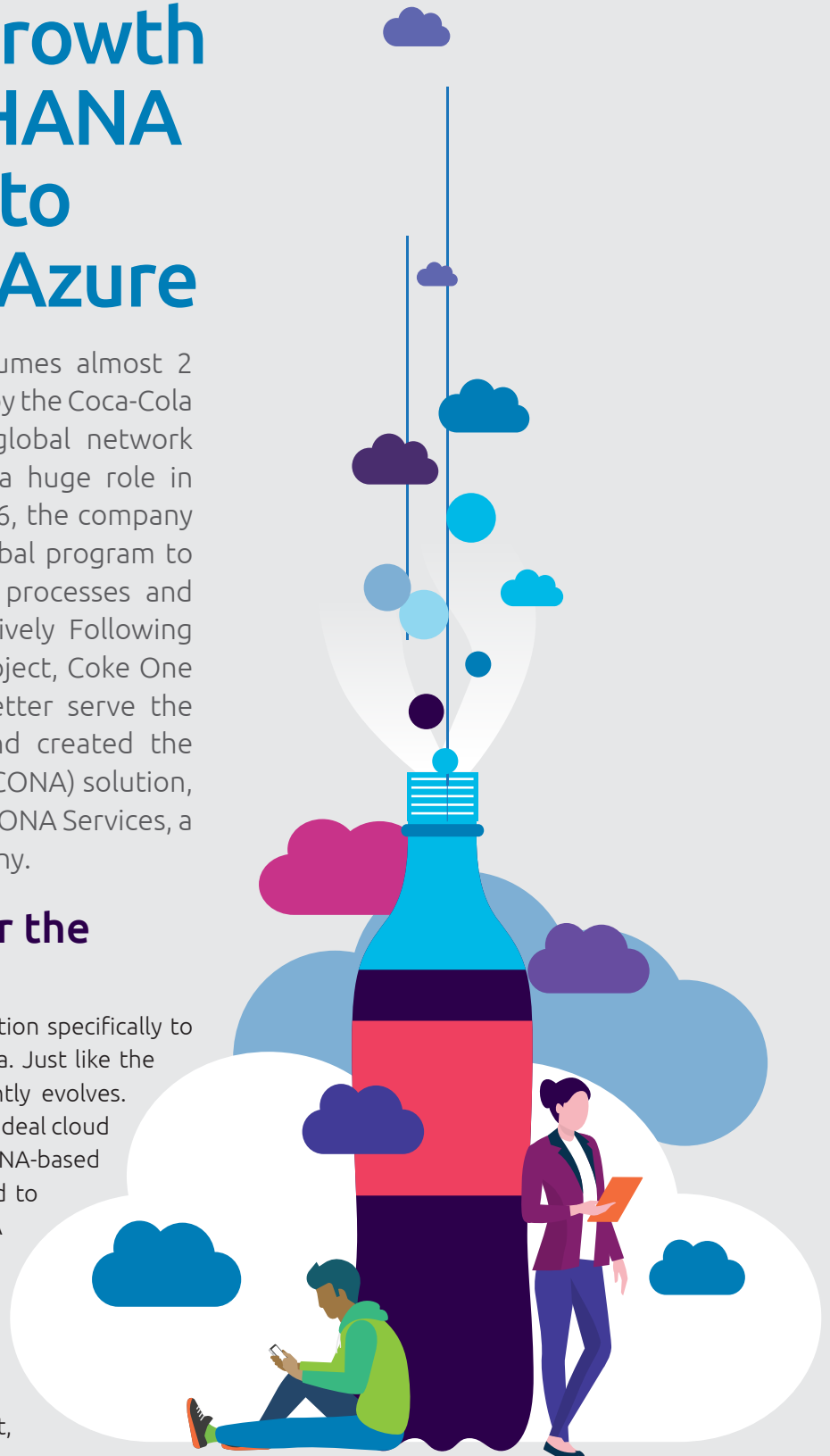
Over 1528 Microsoft Certified Professionals (550+ net new Microsoft certified).

Coca-Cola bottlers' growth with SAP HANA migration to Microsoft Azure

Every day, the world consumes almost 2 billion beverages produced by the Coca-Cola company. The company's global network of bottling partners plays a huge role in making that happen. In 2006, the company launched the Coke One global program to better align bottlers' data processes and to collaborate more effectively. Following the success of the initial project, Coke One recognized the need to better serve the North American market and created the Coke One North American (CONA) solution, which is now supported by CONA Services, a Coca-Cola IT services company.

Better solution for the bottlers

CONA Services manages the solution specifically to support bottlers in North America. Just like the bottlers it serves, CONA constantly evolves. CONA Services set out to find the ideal cloud foundation for its existing SAP HANA-based IT platform. CONA Services opted to migrate its existing SAP HANA application to Microsoft Azure, working closely with Capgemini, SAP, and Microsoft to complete one of the biggest migrations of its kind. "We chose to migrate to Azure for three main reasons: cost,



strategy, and speed,” says David South, Director of Architecture at CONA Services. “As we started looking at the migration, we saw a big cost advantage of moving to Azure over the cloud we currently used. We’d gain strategic advantages from our relationship with Microsoft and the capabilities it brings – especially in analytics. And the speed was all about how quickly we’d get new capabilities in Azure and could act on them.”

The major move to Azure

CONA Services lifted and shifted nine landscapes, five of them physical, to Azure. The project involved disaster recovery with multi-tier SAP HANA system replication, a production SAP Business Warehouse (SAP BW) on SAP HANA in a scale-out 7+1 node configuration (1 master node, 5 subordinate nodes, plus 1 failover node). All of this operated with a database size of more than 12 terabytes and 40 Azure Virtual Machines running the SUSE Linux Enterprise Server 12 operating system. To tackle the project and help keep platform downtime at a minimum for its bottlers, CONA Services worked closely with its partners. Capgemini planned the complex migration. Expert consultants mapped out and managed crucial elements of the move, working with key stakeholders from Microsoft and SAP to ensure that the shift went as seamlessly as possible.

“We saw a real commitment from both Microsoft and Capgemini,” says CONA Services Chief Executive Officer Reinhard Meister. “Everyone worked long days and long nights with us to make the delivery happen – and I think that’s unique. I have never seen the same level of commitment from partners as I saw from Capgemini and Microsoft on this project.”

A better digital future for bottlers across North America

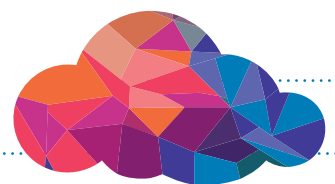
The monumental migration was completed in just seven months from initial planning to full production. The entire CONA platform now runs on Azure, making it easily accessible and scalable for bottlers and distributors. The new CONA Azure platform handles roughly 160,000 orders a day, which represents an annual \$21 billion of net sales value. The company’s bottlers use this to help them improve operations, speak the same technical language, and thrive in the digital age of bottling. “The really important thing is that our North American bottlers can help realize Coca-Cola’s total beverage strategy,” says Meister. “CONA Services is an important component in bringing bottlers into the digital age. We’re looking forward to supporting that, with further help and input from partners like Microsoft and Capgemini.”

“We chose Capgemini clearly because they understood our business needs and our ways of operating. And also, they have a good pool of complementary resources and experts, which made a perfect team for us.”

Reinhard Meister,
CEO, CONA Services

We chose to migrate to Azure for three main reasons: cost, strategy, and speed.”

David South,
Director of Architecture,
CONA Services



ProRail becomes more agile by transitions to SAP S/4HANA® and Microsoft Azure

Partnering with Capgemini, ProRail introduced SAP S/4HANA and the Microsoft Azure Cloud while also adopting new ways of managing its application landscape in an effort to become more agile and user-friendly

A better system for better business processes

In the Netherlands, passengers combine to make millions of train trips every day. When combined with the substantial amount of freight that is also transported via rail, proper maintenance of the railways around the country has a significant impact both on the national economy and on the daily life of workers and travelers. Knowing this, ProRail takes its management and maintenance of over 7,000 km of track incredibly seriously. So, when the existing SAP systems for financial processes and all related back-office processes began struggling to keep pace with the demands of modern support, the organization moved quickly to identify a response.

This effort led to ProRail making the decision to transition its SAP systems to SAP S/4HANA and introduce the Microsoft Azure Cloud. Understanding that such an undertaking would require substantial expertise and experience, the organization made the additional decision to partner with Capgemini, with the focus of the relationship being split between this implementation and the long-term management of ProRail's application landscape.



Migrating to SAP S/4HANA and Microsoft Azure

Having already worked together for many years on various applications, ProRail and Capgemini were able to start the transition to SAP S/4HANA on the AZURE Cloud with a pre-existing degree of comfort working together. Expanding upon their shared knowledge of the existing processes and technology, the partners further examined ProRail's application landscape in order to understand both the opportunities for improvement and the specific needs that would need to be addressed by the project.

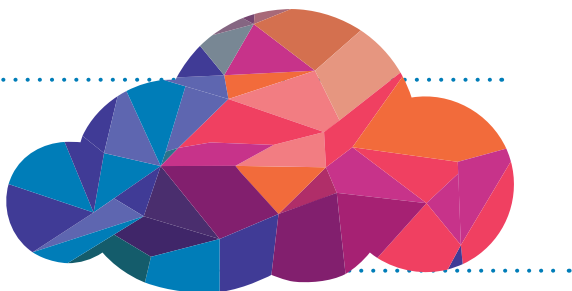
With a firm grasp on the project's objectives and challenges, ProRail and Capgemini launched the transition, delivering a new platform for SAP S/4HANA on the Microsoft Azure Cloud within a four-month timeline. This involved a large-scale data transfer from the existing system to SAP S/4HANA that ensured continuity following the transition. With the new platform, ProRail's tools and processes for key back-office processes such as finance, purchasing, project management, and reporting became more user-friendly, flexible, and overall better suited to the needs of the organization's employees. However, the setup of SAP S/4HANA was only the first step in a larger effort to migrate other legacy systems to SAP S/4HANA as well as introduce agile and innovative ways of working at ProRail.

A new approach to application management

Following the introduction of SAP S/4HANA and the Microsoft Azure Cloud, ProRail and Capgemini then turned an eye to ongoing application management. By including this service within the partnership, the organizations attempted to establish a further degree of continuity that would make the shift to the new system simpler while also preparing ProRail to rapidly adopt more agile ways of working. Together, the partners rapidly put together a team that would manage the entirety of ProRail's application landscape, including both new and legacy technology.

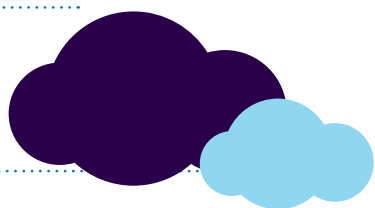
With SAP S/4HANA operating as the platform for this landscape, the partners were able to more easily provide support for existing applications while also having a better foundation for developing new tools. The new application management team also helped ProRail to reduce its time-to-market through improved communication between internal and external parties. With greater agility within its application landscape management and a foundation formed by SAP S/4HANA and Microsoft Azure, ProRail now enjoys enhanced scalability and improved data-driven insights.

With the foundation for continual transformation firmly established and new ways of working introduced into its application landscape, ProRail has prepared itself for a future of innovation. As it continues to develop new, more powerful tools for railway maintenance, the organization will be able to better support the many passengers and businesses that rely on its tracks on a daily basis. As the partnership continues, ProRail and Capgemini will work together to introduce agile ways of working and ensure that railways within the Netherlands are more effectively maintained and expanded.





Tata Steel Europe is set on getting the Cloud Competence Center right, a key step in Cloud governance



Tata Steel Europe

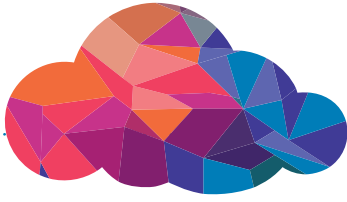
Tata Steel Europe is a major steel producer in Europe, with main operations in the Netherlands (IJmuiden) and the UK. It employs about 22,000 people, 9000 of which are located in IJmuiden. The organization operates in a very competitive global market, with continued strong pressure to become more cost efficient and to differentiate with high quality products. TATA Steel Europe is convinced that a cloud strategy will contribute to these goals, as it enables advanced analytics and AI. The foundation for the success is laid by their cloud competence center (CCC) and a data-lake environment, that they started to build early in 2018.

Tata Steel Europe

Tata Steel Europe is using a growing number of SaaS applications. However, the cloud strategy and the competence center are specifically focused on IaaS and PaaS. They have implemented a cloud first strategy. All new applications, if possible, will be deployed in the cloud. For TATA Steel Europe, 'the cloud' is a virtual private cloud that is built within the public cloud (Microsoft Azure). Within this cloud, Tata Steel is deploying IaaS and, preferably, PaaS services.

The organization is using a single cloud strategy. With most applications running on Windows Server and having implemented Office365, standardizing on Azure was seen as the obvious choice. With the cloud platform in place, they investigated migrating legacy applications as well. These legacy applications will first be moved to the cloud as-is (lift and shift) and "PaaS-ed" at a later stage, if appropriate.





With the cloud strategy in place, the next step for Tata Steel is building use cases in production, marketing & sales to boost EBITA.

For Mr. Evert de Vos, **Chief Enterprise Architect, Tata Steel Europe**, the business value of the cloud strategy is obvious:

“The biggest driver by far for moving to the cloud is that we are able to apply Advanced Analytics on top of our applications. Innovations in this area gives a big EBITA uplift. “We have identified a large amount of use cases, all using data stored in a data lake. As a result, we are already improving operations performance.”

- Evert de Vos

Setting up the Cloud Competence Center

Tata Steel Europe was set on getting their cloud competence center (CCC) right from the start. They built it in collaboration with Microsoft, following blueprints from Microsoft. The CCC consists of a platform team that manages and operates the platform; a features team that builds and automates features; and a customer focus team that advises people in the business on how to build and deploy solutions in the cloud. The team, a 50-50 mix of in-house staff and Capgemini professionals, also monitors new services and features that are published in Azure. The CCC uses the SAFe (Scale Agile Framework) approach to leverage DevOps. The number of application teams that uses DevOps is growing as well, as Tata Steel has started a program to roll out DevOps across all application teams and align the way teams work.

Tata Steel has built about 40 fully automated features so far that can be deployed and managed by the push of a button. Examples include spinning up a VMware instance, a complete PaaS environment for database, and APIs. And in terms of support, they have built an automated link to

ServiceNow: when an incident occurs, a ticket is created automatically for the end-user. The requests for features are also routed through ServiceNow

The Cloud Competence Center has a guiding role in Cloud Governance

The CCC does not only provide support to application teams in the business lines, but it also has a guiding and controlling role. This allows for a strong cloud governance. Standardizing on a single cloud platform is helpful for Tata Steel: it bolsters transparency on who is using what. Business users can easily monitor how much cloud costs they are making and the CCC helps guide the user on different behaviors, such as turning a machine off at night. The CCC is also working on deploying a range of automated quality tools. These tools will investigate questions such as: when software is being developed, is it done effectively; or, what is the impact from new database queries on cloud consumption? Often, it makes more sense to adjust a query as opposed to adding more CPU power. Further, the CCC has also developed a complete security policy.



About Capgemini

A global leader in consulting, technology services and digital transformation, Capgemini is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. It is a multicultural company of almost 220,000 team members in more than 40 countries. The Group reported 2019 global revenues of EUR 14.1 billion.

Learn more about us at

www.capgemini.nl

People matter, results count.

The information contained in this document is proprietary. © 2019 Capgemini.
All rights reserved.

For more information, contact us:

Email: cloud.nl@capgemini.com

Capgemini Nederland B.V.

P.O. Box 2575, 3500 GN Utrecht

Tel. + 31 30 689 00 00

www.capgemini.nl