

Capgemini Press Contact:

Sam Connatty
Capgemini
+44 870 904 3601
sam.connatty@capgemini.com

Pivotal Press Contact:

David Oro
Pivotal
+1-415-885-9898
doro@gopivotal.com

Capgemini and Pivotal¹ announce a strategic partnership to deliver next generation integrated big data and analytics solutions

Strategic partnership formed to support co-innovation. First area of focus is the 'Business Data Lake' a new approach to data access and analytics

Paris, and San Francisco, December 4th, 2013 – [Capgemini](#), one of the world's foremost providers of consulting, technology and outsourcing services, and [Pivotal](#), the software company at the intersection of big data, PaaS and agile application development, today announced a new strategic partnership. The partnership will combine Capgemini's expertise in business solutions for big data and analytics with Pivotal's market leading data platform technologies to deliver solutions for today's increasingly data rich world.

Together Capgemini and [Pivotal](#) are co-innovating around big data and analytics to address the increasing volumes of data organizations are facing today. The first co-innovation focus area will be the '[Business Data Lake](#)' which will bring a new approach to combining big data volumes from new sources with legacy data to provide business relevant analytics capabilities on a robust platform. The Business Data Lake transforms how information is leveraged within the enterprise, moving away from a single centralized view. It enables a broad base of business users to create their own personal perspectives on all data: structured and unstructured, stored and streamed and from inside and outside their organization. The end result will provide agile and relevant analytical insight to a broad community of business users, and through real-time technology, integrate those insights directly into business processes.

Paul Maritz, CEO, Pivotal commented "As we enter a new era of information centric computing, companies must co-innovate to solve tough problems for their customers. This is why we are working with Capgemini, a market leader in business analytics, around the Business Data Lake. This new offer represents our belief that the future of information insight within enterprises requires a new operating

¹ In April 2013, Pivotal was formed as a new company that unites strategic technologies, people and programs from EMC and VMware – www.gopivotal.com

model, as both data volumes increase and real-time intelligent-response becomes a necessity of doing business.”

“We are very pleased to form a strategic partnership with Pivotal. By combining Capgemini’s expertise in leveraging [big data and analytics](#) to improve business performance, with Pivotal’s vision of the consumer grade enterprise², we can define exciting new opportunities for digital led transformation.” said Paul Nannetti, Group Sales and Portfolio Director, and Member of Capgemini Executive Committee.

Capgemini and Pivotal are working together to establish a dedicated Pivotal Center of Excellence (CoE) within Capgemini’s [Business Information Management \(BIM\)](#) center in India, that will scale to 500 dedicated Pivotal product experts by 2015. The CoE has access to over 8,000 information management practitioners and 6,000 Java developers.

Capgemini’s Pivotal leadership team will be co-located at the new Pivotal Palo Alto headquarters to enable close co-operation and support continued co-innovation.

About Capgemini

With more than 130,000 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. 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.

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About Pivotal

Pivotal, committed to open source and open standards, recently introduced Pivotal One, the world's first comprehensive multi-cloud Enterprise PaaS. The company is also a leading provider of application and data infrastructure software, agile development services, and data science consulting. Follow Pivotal on Twitter [@gopivotal](#), [LinkedIn](#), and [G+](#)

Pivotal is a trademark or registered trademark of Pivotal Software, Inc. in the United States and/or other countries.

² Consumer Grade Enterprise is a Pivotal vision where companies interact with and serve their customers in the context of who their customers are, where they are, and what they are doing at any one moment. Read the article by Pivotal CEO Paul Maritz at <http://bit.ly/1aWuYhM>

This release contains “forward-looking statements” as defined under the Federal Securities Laws. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including but not limited to: (i) adverse changes in general economic or market conditions; (ii) delays or reductions in information technology spending; (iii) the relative and varying rates of product price and component cost declines and the volume and mixture of product and services revenues; (iv) competitive factors, including but not limited to pricing pressures and new product introductions; (v) component and product quality and availability; (vi) fluctuations in VMware, Inc.’s operating results and risks associated with trading of VMware stock; (vii) the transition to new products, the uncertainty of customer acceptance of new product offerings and rapid technological and market change; (viii) risks associated with managing the growth of our business, including risks associated with acquisitions and investments and the challenges and costs of integration, restructuring and achieving anticipated synergies; (ix) the ability to attract and retain highly qualified employees; (x) insufficient, excess or obsolete inventory; (xi) fluctuating currency exchange rates; (xii) threats and other disruptions to our secure data centers or networks; (xiii) our ability to protect our proprietary technology; (xiv) war or acts of terrorism; and (xv) other one-time events and other important factors disclosed previously and from time to time in the filings EMC Corporation, the parent company of Pivotal, with the U.S. Securities and Exchange Commission. EMC and Pivotal disclaim any obligation to update any such forward-looking statements after the date of this release.