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Capgemini and SAP to address jointly the Digital Transformation needs of Discrete Manufacturing Industries through their partnership

Paris, Walldorf, September 8, 2016 – [Capgemini](#), a global leader in consulting, technology and outsourcing services, and [SAP SE](#) (NYSE: SAP) today announced the broadening of their strategic partnership with the launch of “Fast Digital 4 Discrete Industries by SAP and Capgemini,” a joint initiative to help clients in the discrete manufacturing industries to manage their digital transformation as they seek to maximize the potential of Industry 4.0, the Internet-of-Things and innovative manufacturing techniques.

With manufacturers in a global race to maintain and grow their competitive advantage, the potential benefits of organizational transformation by using the latest digital technologies such as real-time tracking, 3D modeling and visualization, the Internet-of-Things or connected objects are widely recognized. However, these technologies are not easy to put in place and deploy on a large scale in order to deliver expected benefits.

The initiative aims to address these challenges by combining SAP’s market-leading suite of digital solutions with Capgemini’s global expertise in consulting, insights and data, cloud and digital manufacturing. Capgemini will also utilize an agile model for business transformation based on its renowned [Digital Transformation Framework](#) specifically tailored for the manufacturing industry and spanning the exploration, design and development of specific solutions to enable new business models and scenarios.

Olivier Sevilla, Member of the Group Executive Board and Group Head of Digital Services, Capgemini said: *“Across industries, clients are facing their greatest organizational challenge yet as they seek to digitally transform. Nowhere is this truer than in manufacturing, where the dazzling promise of Industry 4.0 is now being offset by the growing appreciation of the complexities involved in making digital manufacturing a reality. Through our extensive experience supporting some of the world’s leading organizations to digitally transform we’re deeply familiar with the challenges they face and how to meet them. SAP is a natural partner, not only because of our long history together, but because their suite of solutions offers an ideal platform to power this change.”*

Rob Enslin, Member of the Executive Board of SAP SE and President of Global Customer Operations, SAP, said: *“Today’s announcement is another example of how we are exploring new ways to co-innovate around SAP S/4HANA and SAP HANA Cloud Platform in order to help our customers gain a competitive advantage in the*

digital economy. We look forward to taking our partnership with Capgemini to new heights in order to help manufacturers around the world solve their business challenges and run better.”

As part of the initiative, the solution suite to support this model includes SAP S/4HANA® as the digital core, with SAP® Hybris® solutions and SAP HANA® Cloud Platform, providing data in real-time across both the front-end and back-end applications. Capgemini and SAP plan to co-innovate and invest jointly in order to develop new applications and extensions on SAP HANA Cloud Platform, as well as engage with an ecosystem of start-ups and vendors in the manufacturing space to provide clients with end-to-end solutions.

Further, this initiative intends to help manufacturers create smart, connected products, assets and operations that offer the potential for time-to-market reduction, productivity gains, cost savings, new revenue streams and new business models.

Today's news follows the announcement of Capgemini's [Digital Manufacturing Services](#) offer launched earlier in 2016, to support manufacturing clients in building smart connected plants and products, and adopting new business models for the digital age.

About Capgemini

With more than 180,000 people in over 40 countries, Capgemini is a global leader in consulting, technology and outsourcing services. The Group reported 2015 global revenues of EUR 11.9 billion. 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.

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About SAP

As market leader in enterprise application software, SAP (NYSE: SAP) helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable approximately 320,000 business and public sector customers to operate profitably, adapt continuously, and grow sustainably. For more information, visit www.sap.com.

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