| Oracle Platinum Partner Cloud Premier

Moving Workloads to Oracle Cloud

Business Problem

As the global economy turns a corner, businesses are looking for new sources of value and are, as a result, re-evaluating their IT priorities. IT is now considered a lever of competitiveness, cost-reduction, and innovation rather than just a support function, as it has traditionally been seen. In fact, more than half of the 1,100 IT leaders interviewed for the recent Capgemini Application Landscape Report* say IT departments are expected to lead both cost reduction and competitiveness strategies in their organizations.

While IT budgets have grown, many of the available resources are consumed by infrastructure, only a fraction of which is actually utilized to create value. In turn, this infrastructure requires costly maintenance and the services of expert staff, creating inefficiencies that can arrest the pace of business transformation.

Our Solution: MSP

The Oracle Cloud Managed Service Provider (MSP) Program recognizes partners with the skills and expertise to build, deploy, run, and manage both Oracle and non-Oracle workloads on the Oracle Cloud Platform. The Program provides a new, integrated, streamlined business model, whereby Capgemini deliver Oracle PaaS and IaaS combined with Capgemini managed services as a single complete solution to customers.

Capgemini met the Oracle Qualifying Criteria: Capacity to manage customers' cloud infrastructure, and/or end-user systems, and provide services including cloud advisory, service migration, DevOps, provisioning and orchestration, monitoring, 24x7 monitoring, incidence and change management, and cloud optimization, among many others.

Drivers

- Drive down IT costs and improve speed to value, business agility, reliability and security
- Re-host: "Lift and shift" of instances
- Re-platform or hybridize to leverage cloud services
- Test and development environments
- Elastic demand, burstable, high compute
- Disaster recovery & backup
- Archival of systems, data and documents

Our Differentiators

40 years of experience in:

- Conducting assessments to identify the customer journey and the ROI. We have templated TCO calculation tools and automated proposals
- Designing the best possible architecture and landing platform for our customers
- Helping customers gain the best value due to our automation capabilities using out-of-the-box tools from Oracle
- Re-thinking operational processes via automation
- Ensuring smooth running and monitoring of managed services, even in hybrid mode
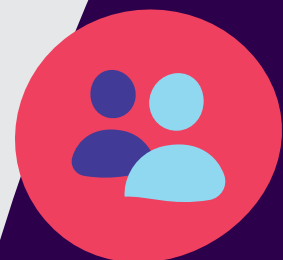
MSP: Service Offerings IS & Apps

- No « one size fits all » solution, it is all about finding the right route
  - Cloud Advise: Assessment
    (IS &/or Apps + CC for large transformation projects)
  - Define the ambition and strategic objectives
  - Setup eligibility matrix
  - Categorize the « as-is » perimeter
  - POC & quick wins
- Cloud Align: Migrate to the cloud with increased automation, security, etc. (Apps)
- Cloud Animate: Public Cloud Managed Services (IS)

Why is MSP an opportunity for Capgemini?

- Customers go to Capgemini as a single source for complete managed services to run both Oracle and non-Oracle workloads on Oracle Cloud Platform
- Customers sign a single contract with Capgemini, and Oracle fully supports Capgemini on Oracle Public Cloud solutions
- Capgemini leverages Oracle's world class, enterprise-level, end-to-end, secure Public Cloud infrastructure including Cloud Machines
- Capgemini leverages the Cloud MSP branding to position its skills and differentiate in the market

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 200,000 team members in over 40 countries. The Group reported 2017 global revenues of EUR 12.8 billion.

Learn more about us at

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