

Capgemini's Lifecycle Services for Oracle Applications

Take control of your Oracle Application landscape and benefit from improved business agility, optimized costs and increased freedom to add value to your business.

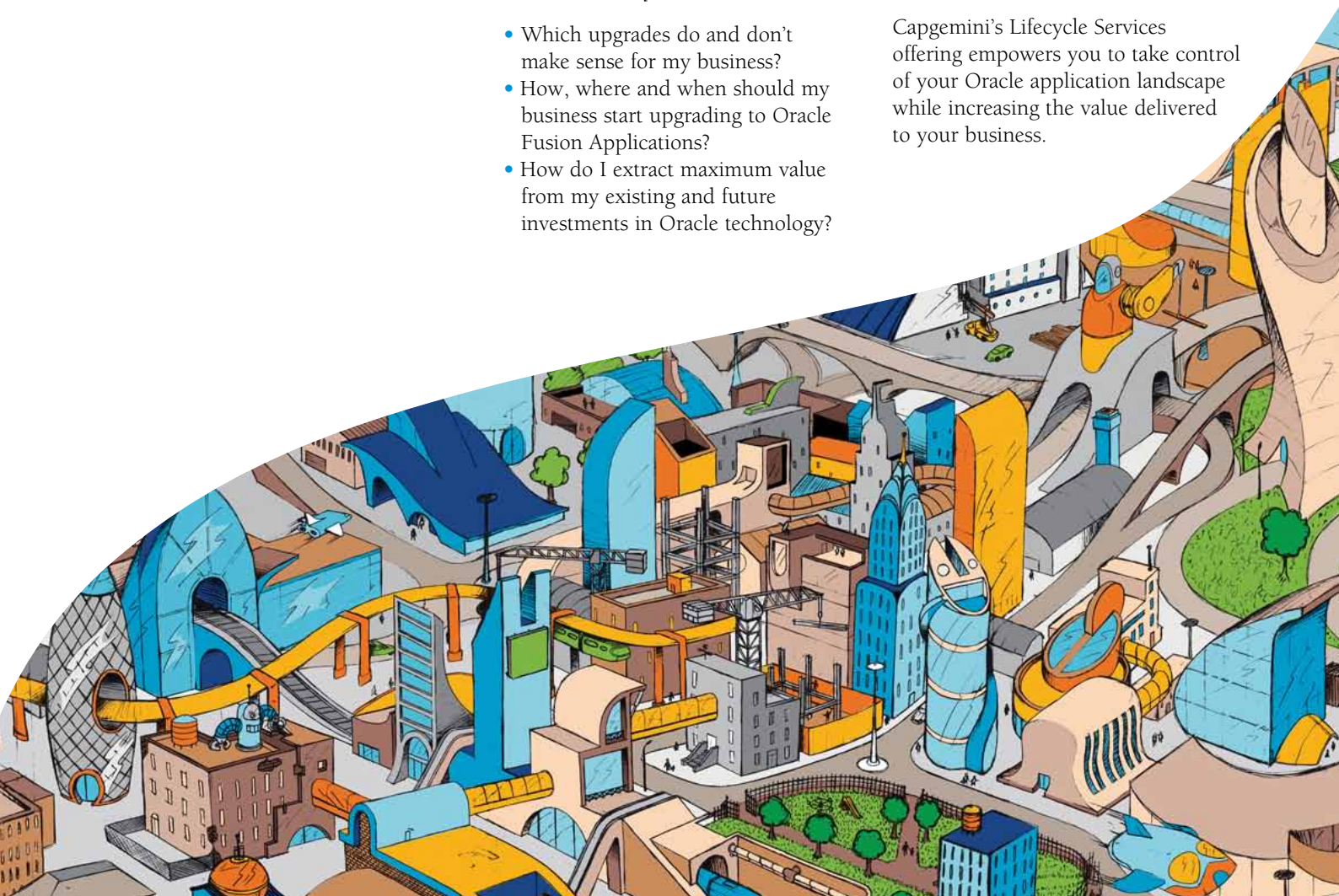
Decision makers in businesses with Oracle IT landscapes currently face a future filled with unprecedented opportunity – Oracle's recent acquisitions, combined with the launch of Oracle Fusion Applications, have created new possibilities and increased the potential for technology to contribute more directly to business. At the same time, though, these developments represent their own challenges and have given rise to a number of questions:

- Which upgrades do and don't make sense for my business?
- How, where and when should my business start upgrading to Oracle Fusion Applications?
- How do I extract maximum value from my existing and future investments in Oracle technology?

Capgemini's Lifecycle Services for Oracle Applications is a comprehensive managed service that helps you to address these Oracle-specific questions.

It also promises to boost your business agility and optimize the cost of owning and operating your application landscape. All of this is achieved while simultaneously freeing up resources and headroom for innovation.

Capgemini's Lifecycle Services offering empowers you to take control of your Oracle application landscape while increasing the value delivered to your business.



What is Capgemini's Lifecycle Services for Oracle Applications?

Capgemini's Lifecycle Services for Oracle Applications is a multi-year managed service, comprising four key components, underpinned by two guiding principles. Engagements are typically for 3-5 years and we commit to delivering on a Subscription Pricing basis for the duration, enabling you to transform Capital Expenditure (CapEx) into Operational Expenditure (OpEx).

The service is available in all major geographies and, thanks to our experience of working with a large and diverse range of clients, it can be tailored to suit the characteristics of your sector or industry. We harness the best of Oracle technology and our understanding of your business to deliver a continuously evolving Oracle technology landscape that adds real value to your business and yet is sufficiently flexible to accommodate changes in scope and number of end users.

Capgemini's Lifecycle Services for Oracle Applications helps you to extract maximum business and IT benefit from existing and future investment without having to focus on the daunting and resource-intensive tasks of navigating product roadmaps and mapping emerging technologies to business objectives. Simply put,

the service represents long-term relief from system management and a commitment to continuous improvement.

The offering is part of Capgemini's Application Lifecycle Services – an approach that draws upon Capgemini's expertise in consulting, system integration and outsourcing, and promises to improve the productivity, flexibility and business impact of your application landscape.

Mastering a rich, but complex, technology landscape – the value of a trusted, Diamond, partner

Oracle's acquisitions of PeopleSoft, JD Edwards and Siebel Systems, as well as many other application and infrastructure solutions, have resulted in a rich portfolio that spans the entire business-technology spectrum. Factor in the launch of Oracle Fusion Applications, and decision makers find themselves facing unprecedented opportunity, but also increased complexity. This, coupled with the increasing demands being placed on IT by the business, mean that the ability to count on a proven partner has never been so important. Capgemini is a global Diamond level partner within the Oracle PartnerNetwork. For you, this is a guarantee that your business will benefit from industry-leading expertise and best practice.

It also means:

- Low-risk, rapid access to the latest versions of software and proven integration expertise so that you can upgrade with confidence;
- The option to benefit from one-stop shopping and complete cost transparency by purchasing Oracle licensing through Capgemini;
- Our Oracle experts will work with your team to transfer the knowledge and methodologies required to extract maximum benefit from your Oracle technologies;
- Where appropriate, business processes will be aligned with standardized Oracle best practices in the given field or specialty;
- New and/or more-advanced applications, such as Oracle Fusion Applications for Finance, Procurement, CRM, or Human Capital Management (HCM), Oracle On Demand, Oracle WebCenter and Enterprise 2.0 can be added quickly and easily;
- Integration with external applications will be improved thanks to the use of Oracle Fusion Middleware and by leveraging Oracle Application Integration Architecture (AIA) as standard;
- Guaranteed continuous evolution of the applications and underlying platform, providing you with the opportunity to extract maximum value from Oracle applications.

What benefits does Capgemini's Lifecycle Services for Oracle Applications deliver?

Cost Optimization

- Transform CapEx into OpEx thanks to the integration of cloud, software as a service (SaaS) and Subscription Pricing.
- The availability of Pick & Choose Menu Card options reduces the need for customization and the associated time and money typically invested in this activity.
- Value Management and Subscription Pricing empower you to ascertain and manage the business value of each service in your landscape.

Improved Business Agility

- Harness the best of cloud computing and SaaS to reduce your dependency – not to mention resources consumed – on proprietary IT. Scale your Oracle application landscape up and down in line with business needs
- Benefit from enhanced business analytics thanks to the in-built Business Intelligence found in Oracle Fusion Applications.
- Reduce the time taken to deploy new solutions thanks to the Pick & Choose Menu Card.

Continuous Improvement & Innovation

- Value Management is at the heart of every engagement – together, we'll work to identify opportunities to simplify and rationalize the application landscape, while freeing up resources and headroom for innovation and value creation.
- Capgemini's status as an Oracle Diamond Partner ensures you have access to the latest, most-relevant Oracle technologies and the expertise required to ensure their effective integration.

Lifecycle Services for Oracle Applications ... the foundations of a value-adding application landscape

Service components ...

Run & Host

Optimally balance on-premise IT with the best of cloud. Together, the Run and Host components provide flexible cloud hosting and maintenance for your Oracle landscape. This hybrid platform – based on cloud, on-premise IT and SaaS – is both cost effective and sufficiently flexible and scalable to accommodate changes in demand, ubiquitous computing, social media integration and the increasing penetration of smartphones and tablets into the workplace.

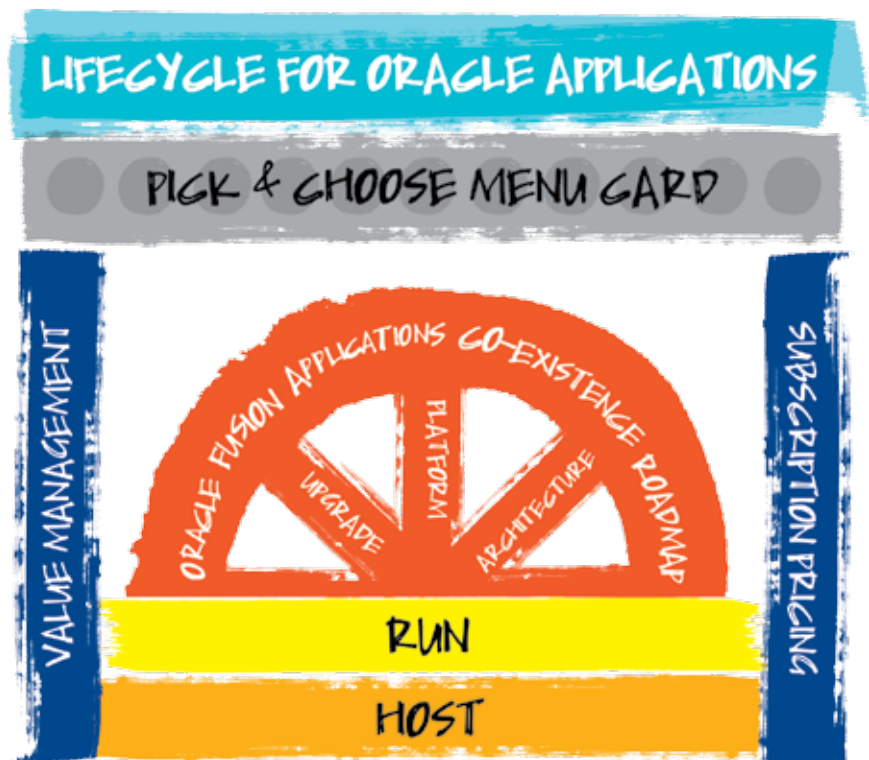
This offering helps you reduce Total Cost of Ownership (TCO) and transform CapEx into OpEx. It also reduces your dependence – and so the associated cost and resource burden – on owning and operating a proprietary data center, thereby improving your business agility.

Capgemini’s Co-Existence Roadmap for Oracle Fusion Applications

Determine how, when and where to adopt Oracle Fusion Applications and understand which Oracle upgrades make most sense for your business. This assessment-and-roadmap offering establishes and monitors where you are in your Oracle applications lifecycle while simultaneously ensuring you have the latest, most-effective versions of Oracle applications, and preparing you for the transition to Oracle Fusion Applications – it’s about mapping what’s happening in the Oracle technology landscape to what’s happening in your business.

Pick & Choose Menu Card

Choose from a catalog of pre-developed business functions and IT upgrades that can be deployed to either replace existing tools or augment the application landscape. These menu card items come on an ‘out-of-the-box’ basis and are priced ‘per item’. They are built on leading practices and real business experience, providing you with rapid access to the latest, most-relevant innovations and helping you to resolve your ‘industrialization/standardization vs. customization’ dilemma.



... underpinned by two guiding principles

Subscription Pricing

Turn CapEx into OpEx and benefit from more predictable and transparent costs, without compromising on innovation and value. In addition to providing price predictability and transparency, Subscription Pricing also enables you to better ascertain and understand the value of IT to the business and frees you from the capital-intensive ‘big bang’ approach that has been prevalent in the past.

Value Management

Drive continuous business improvement through regular, collaborative workshops attended by Capgemini Oracle experts and members of your team. Through this collaborative approach, we’ll discover and measure benefit potential; identify opportunities for simplification, rationalization and innovation; and shape, align and re-align your Oracle roadmap in order to maximize value creation.

Capgemini is one of the top Oracle applications partners worldwide, with a particularly strong presence in Europe. The provider is strong across the implementation and support life cycle. Capgemini’s “Rightshore” delivery model is a critical part of its overall delivery strategy, including more than 3,000 low-cost delivery resources. Capgemini has been investing in R&D around SOA and Fusion including its Capgemini Oracle Fusion Experience (COFE) Lab targeted at building knowledge and industry-specific solutions.¹

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Why Choose Capgemini?

Capgemini is one of the world's leading Oracle System Integrators and Implementation partners. Capgemini clients with Oracle application landscapes can count on a service provider that:

- Is a global Diamond level partner – the highest level in the Oracle PartnerNetwork (OPN) specialized program;
- Was awarded Oracle PartnerNetwork Specialized Global Applications Partner of the Year Award for Oracle Applications at Oracle Open World 2011;
- Has 12,000+ Oracle Applications and Technology resources worldwide;
- Has delivered on 5,000+ Oracle engagements from across all industries, sectors and major geographies;
- Has been named a leader in an independent report on Global Oracle Services Providers by Forrester Research, Inc.;²
- Has been positioned by Gartner, Inc. in the leaders quadrant in the Magic Quadrant for Oracle Applications Service Providers, Europe;³
- Has 43 years of global cross-discipline experience.

Your Oracle Fusion Applications partner of choice

Capgemini has invested thousands of hours with resources around the globe working alongside Oracle as part of the Oracle Fusion Applications Ramp-Up Partner Program. As an Oracle Fusion Applications Ramp-Up Partner, Capgemini is uniquely positioned to engage and deliver successful Fusion Applications implementations, be it standalone, upgrade, or co-existence with any other Oracle Applications.

Capgemini operates the Capgemini Oracle Fusion Experience (COFE) lab, a practice dedicated to innovations using Oracle Fusion Middleware technologies. This operates in addition to the Capgemini Centers of Excellence (CoE), which are dedicated to all major Oracle Applications and Technologies. This expertise is further augmented by Capgemini Group's (Capgemini and Sogeti) Test-Management approach, TMap, which is fully integrated with Oracle Application Testing Suite 9.2, a key component of Oracle Enterprise Manager's suite of Application Quality Management products, and its overall business-driven IT management approach.

All of this expertise, knowledge and experience is channeled into ensuring Capgemini clients are able to extract maximum business and IT value from their existing Oracle applications and Oracle Fusion Applications.

For more information, please contact: als@capgemini.com

1. "The Forrester Wave™: Oracle Services Providers, Q2 2011", Forrester Research Inc.: May 20, 2011

2. "The Forrester Wave™: Oracle Services Providers, Q2 2011", Forrester Research Inc.: May 20, 2011

3. Gartner, Inc.: "Magic Quadrant for Oracle Applications Service Providers, Europe," Gilbert van der Heiden, Christopher Ambrose, Khalda de Souza, 28 December 2011

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With more than 115,000 people in 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2010 global revenues of EUR 8.7 billion (approximately USD \$11.5 billion).

Together with its clients, Capgemini

Rightshore® is a trademark belonging to 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.

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www.capgemini.com

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