

Virtualization to Business: Business Infostructure

Understand the business benefits that virtual infrastructure can enable

Capgemini is combining its business-centric approach with VMware's proven virtualization technologies, to focus IT on delivering business value.

Through its suite of "V2B: Virtualization to Business" service offerings, Capgemini provides the insight, roadmap and support to help clients transform their IT environments into a flexible, automated cloud infrastructure and derive maximum value from existing virtualization efforts.

Virtualization of computer platforms is the foundation for building agile business services. Unfortunately, many companies find themselves stalled at the 20-30 percent virtualization level, rather than the 70+ percent level required to fully reap the benefits of a service-orientated cloud infrastructure.

In some cases, virtualization has stalled because previous technology transformations have not directly provided business benefits in the short or long term. In other cases, benefits were not measured, making the overall value of the virtualization effort difficult to determine.

Before moving forward with additional virtualization efforts, the business needs to know the answer to one simple question: *"how does this project benefit us?"*

What we offer

Capgemini has developed a suite of "V2B: Virtualization to Business" service offerings to bridge the gap between virtualization and the business and remove the barriers to obtaining a high level of virtualization.

Business Infostructure enables companies to realize the cost savings available with virtualization and gain an understanding of the business impact of wide-scale transformation.

Specifically, the service will:

- Identify expectations and provide a foundation for IT as a service
- Define the contract between IT and the business

- Enable the business to understand the benefits of virtual infrastructure

- Comprehensive expertise in project and program management and communications

- Clearly identifying the roadblocks to achieving greater infrastructure agility
- Obtaining a holistic review and recommendations for the rapid transition to virtual infrastructure
- Building a bridge between IT and the business for immediate actions for delivering agile IT
- Aligning virtualization transformation to a cloud strategy

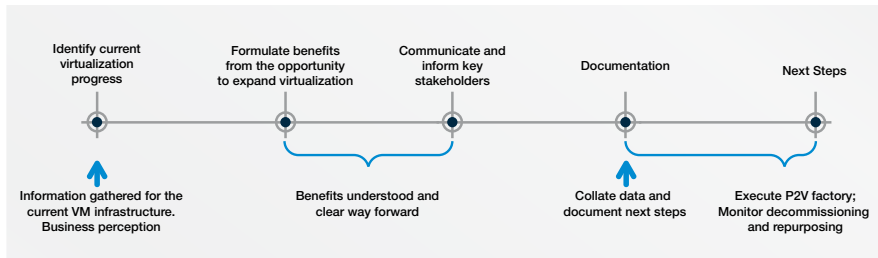


Figure 1: Capgemini's approach to Business Infostructure

Our approach is focused on ensuring you gain the insight that your business is asking for: information covering virtual infrastructure, business analysis, and communications. We will use this information to deliver a clear and actionable plan to take forward.

We will work with you to define and review the virtualization criteria, prioritize benefits and identify the list of initial candidates for virtualization.

Key steps include:

- Report progress to date on transforming infrastructure
- Focus on the inhibitors for greater transformation
- Align understanding of benefits to the business
- Provide the opportunity for clear and actionable next steps towards greater benefits

There are several reasons why Capgemini is uniquely positioned to deliver this service.

Capgemini has:

- The ability to leverage Capgemini and VMware best practices and technical experience in virtualization programs
- The ability to leverage experience in virtualization of thousands of physical servers, and hundreds of applications.

- The tools and templates to identify costs, risks and benefits, and to track execution and decommissioning

What you stand to gain

At the end of the six-week engagement, you will have fully defined business benefits that will ensure the continuation of transformation by:

No matter where you are in your virtualization journey, Capgemini can take you further towards creating business agility.



About Capgemini

Capgemini, one of the world's foremost providers of consulting, technology and outsourcing services, enables its clients to transform and perform through technologies. Capgemini provides its clients with insights and capabilities that boost their freedom to achieve superior results through a unique way of working, the Collaborative Business Experience™. The Group relies on its global delivery model called Rightshore®, which aims to get the right

balance of the best talent from multiple locations, working as one team to create and deliver the optimum solution for clients.

Present in more than 35 countries, Capgemini reported 2009 global revenues of EUR 8.4 billion and employs over 100,000 people worldwide.

More information is available at www.capgemini.com

Rightshore® is a trademark belonging to Capgemini

For more details, contact

Martin Snellgrove

Global Virtualization Lead
martin.snellgrove@capgemini.com
www.capgemini.com/virtualization.