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Capgemini and Unit4 partner
in response to growing Business Process as a Service (BPaaS) demand

- **Delivering new approaches for scalable back-office enterprise IT**
- **Pre-configured back-office in the cloud supports rapid innovation and growth**

Paris, 23 September, 2015 – Capgemini, one of the world's foremost providers of consulting, technology and outsourcing services, and Unit4, a fast growing leader in enterprise applications for service organizations, today announced a partnership that will see Unit4's industry leading ERP and business applications added to Capgemini's BPO as a Stack offerings.

The partnership strengthens Capgemini's BPaaS solution and further expands its technology alliance portfolio offering large enterprises access to more agile back office solutions in the cloud. Through Capgemini's assembled-to-order solution, Unit4 applications will be combined with services, processes, and infrastructure that deliver more flexibility across HR, procurement and finance and accounting processes. Demand for Software as a Service (SaaS) and Business Process as a Service (BPaaS) is growing as enterprises want quicker speed-to-market and lower cost of ownership while enabling innovation and better customer engagement. Unit4 business applications provide business agility and enhanced user experience to respond to customer demand.

The partnership will leverage Unit4's position as a leading global ERP player to strengthen Capgemini's BPaaS offering - BPO as a Stack – including its Virtual Company solution. The enhanced solutions provide choice to companies looking to modernize their technology infrastructures to support growth and enable customers to:

- rapidly and easily address business challenges
- optimize and predict total cost of service (cost shifts from CAPEX to OPEX)
- reduce implementation and delivery risk (compared to standalone offerings)
- encourage top-line growth
- access future-proof and scalable solutions which are more reliable and insightful
- integrate acquisitions and enable disinvestments more easily

The offerings will be particularly targeted towards the education, not for profit, professional services, retail and finance sectors across key geographies including the Nordics, North America, Germany, Spain, Netherlands, UK, Ireland and Asia-Pacific.

Christopher Stancombe, CEO Business Process Outsourcing at Capgemini and Member of the Group Executive Committee said: *"There is growing demand for Software as a Service (SaaS) and Business Process as a Service (BPaaS) as enterprises want more speed-to-market, a lower total cost of ownership but also greater business innovation. Over two thirds of companies are due to refresh their ERP in the next 3 years - Business Process as a Service through our BPO as a Stack including our Virtual Company solution gives customers innovative alternatives to deliver business change more quickly but at reduced cost. Our alliance with Unit4 will further strengthen our solution portfolio on a new technology platform and increase choice for our customers."*

Anwen Robinson, SVP and Manager of the Global Partner Ecosystem, Unit4 said: *"Partnering with Capgemini will leverage our Business World ERP software and best in class financial systems to help enterprises implement processes more quickly, respond faster to business change and gain increased value for money. Our cloud solutions are built around people designed to increase productivity, through industry specific, feature-rich and easy to adopt business applications. This alliance is strategic to extending the business value we bring to customers, strengthening our growing global business and expanding our capabilities to provide world class services."*

BPO as a Stack is Capgemini's Business Process as a Service (BPaaS) solution to aid speed-to-market and reduce overall total cost of services while facilitating customer innovation. The "assemble-to-order" solution comprises an integrated mix of layers including services, processes, applications and infrastructure. By assembling to customer order relevant components of the stack, Capgemini acts as a Service Partner assuring the right selection of components and their integration across the Stack four layers. A very different approach to the traditional multi-tower approach, with multiple vendors, Capgemini helps customers achieve reduced total cost of service, whilst minimizing the implementation and delivery risk to focus on business outcomes.
http://www.slideshare.net/capgemini/bpo-as-a-stack-2pager

Unit4 will also be working with Capgemini as a traditional SI Partner and is already engaged in business development activities in a number of countries.

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About Capgemini
Now with 180,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2014 global revenues of EUR 10.573 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.
Learn more about us at www.capgemini.com.

Rightshore® is a trademark belonging to Capgemini

About Unit4

Unit4 is a leading provider of enterprise applications empowering people in service organizations. With annual revenue north of 500M Euro and over 3700 employees world-wide, Unit4 delivers ERP, industry-focused and best-in-class applications. Thousands of organizations from sectors including professional services, education, public services, not-for-profit, real estate, wholesale, and financial services benefit from Unit4 solutions. Unit4 is in business for people.

For more information please visit the website at http://www.unit4.com/about/our-company, follow us on Twitter @Unit4global, or visit our LinkedIn page

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