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Capgemini Launches new AutomotiveConnect Service for Suppliers

Paris, 25 February 2016 – [Capgemini](#), one of the world's foremost providers of consulting, technology and outsourcing services, today announced the launch of [AutomotiveConnect for Suppliers](#). The new holistic service is designed to help Tier 1 suppliers¹ in the car manufacturing industry to adopt global processes for industrialization, encourage innovation and enable a better use of data to improve profitability. This new service has been devised to respond to disruptive market changes, as well as the significant impact of digital and new business models emerging in the industry.

Capgemini's AutomotiveConnect for Suppliers, leverages its broad consulting and deep technology expertise with focused services in three specific areas:

- **Industrialization & Agility** - helps suppliers to implement global processes at manufacturing plants, engineering centers, and sales offices, responding to the urgent need for standardization in light of expansion in emerging markets particularly Asia-Pacific. It will also help generate efficiencies without sacrificing local requirements or the speed necessary to meet the requirements of Original Equipment Manufacturers (OEMs). These services are based on Capgemini's extensive experience with Tier 1s globally to help deliver competitive advantage.
- **Innovation & Change** - supports the adoption of new business models and technology innovations to enable the development of new, feature-rich products brought to market at speed and cost-efficiently. This is increasingly important considering growing trends for suppliers to sell services rather than products and to transact directly with consumers. Facilitating the innovation that is the lifeblood of differentiated suppliers, these services help suppliers design and transition to new processes that take a new idea from concept to sale as fast as possible and ensure innovation has a direct positive impact on the bottom line.
- **Insights & Action** - helps suppliers to secure a real business advantage from a pool of data growing exponentially, generated not only by internal manufacturing operations, but potentially every connected car part that regularly transmits data. Collecting, evaluating and analyzing this vast amount of real-time data and turning it into insights empowers suppliers to achieve new levels of performance and develop new products and services.

Jeff Augustin, CIO of Johnson Controls, a global multi-industrial company: *"We chose Capgemini as our systems integrator because of their knowledge of business processes, culture, robust project management and global expertise and experience. Capgemini continues to be a strategic partner for us at Johnson Controls as*

¹ Tier 1 suppliers are manufacturers who provide products directly to a company without dealing with a middleman or other manufacturers.

we value the fact that they work with us as a 'badgeless' organization, operating with us as partners rather than vendors."

Kai Grambow, Global Head of Automotive, Capgemini: *"The automotive industry is being fundamentally remodeled by exciting but also highly volatile change. Tier 1s find themselves at a crossroads and are looking to step up as true partners with car manufacturers in shaping the future of the car and automotive services. To be in a position to establish market leadership, Tier 1 suppliers must prepare for a challenging balancing act between the opposing demands of cost efficiency and innovation experimentation that involves iterative development and rapid deployment."*

Capgemini's AutomotiveConnect for Suppliers is an extension of its AutomotiveConnect for OEMs, which was successfully launched in January 2015 to support car manufacturers in driving customer value. Both offerings will be serviced by the company's Automotive Insights Laboratory, where a global specialized team of consultants, analysts and data scientists collate and dissect data in real-time to provide customer insights and predict future consumer behavior.

To learn more about AutomotiveConnect and Capgemini's Automotive Insights lab, visit www.capgemini.com/automotive/automotiveconnect

About Capgemini

With more than 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 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. Learn more about us at www.capgemini.com.

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