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## Capgemini Signs Global VAR Agreement With SAP, Expanding Partnership to Provide Broad Range of SAP® Solutions

*Through Agreement Capgemini to Simplify Delivery of SAP Solutions and Services to Customers Globally*

Paris, 4 May 2015 – [Capgemini](#), one of the world's foremost providers of consulting, technology and outsourcing services, today announced the extension of its long-standing strategic partnership with [SAP SE \(NYSE: SAP\)](#). Capgemini has signed a global value-added reseller (VAR) agreement with SAP, allowing it to act as a single point of contact for customers globally, delivering SAP® products and support services through one consolidated framework. Capgemini is among a select group of global SAP partners that are part of the global VAR program, which has specific entry requirements that include global reach, reseller capabilities and revenue targets.

Jerry Lacasia, global partner executive at Capgemini, said: “*We are delighted to have signed this global agreement with SAP, which aims to help customers reduce complexity, save time and money, and accelerate the implementation of SAP solutions. This expansion in our relationship with SAP, allows Capgemini to act as a complete solution provider, delivering for example our integrated OnePath offering to our clients anywhere in the world.*”

“*Capgemini is a leader in the SAP services space due to breadth and depth of services and focus on innovation and digital transformation. Capgemini has a significant library of prebuilt IP, including SAP-certified and industry-specific solutions (i.e., OnePath). Capgemini also has strong solutions for running SAP [solutions] as a service, including its cloud orchestration management platform end to end (COMPLETE) cloud platform.*” - The Forrester Wave™: SAP Services Providers, Q1 2014, Forrester Research Inc.: Liz Herbert, 29 January 2014

Through the global VAR agreement, Capgemini can now resell SAP solutions to customers of any size – small-to-midsize businesses up to the largest enterprises – in any country in the world, including Capgemini’s Path solutions, which are qualified SAP Business All-in-One partner solutions pre-built and pre-configured for eight specific industries. Included in the Path portfolio, part of Capgemini’s Intellectual Property solutions catalog, the Ready2Series, are for example CPGPath for consumer products, UtilityPath for electric and gas utility companies, and EnergyPath/ReadyUpstream for oil field service, midstream, and upstream industries, all of which reflect Capgemini’s deep industry-sector expertise.

“*Through this global VAR agreement with Capgemini, customers will be able to benefit from SAP solutions more quickly and easily,*” said Kevin Gilroy, senior vice president and general manager, Global SME Segment and



Indirect Channels, Global Partner Operations, SAP. *"The agreement is representative of the strength of our global strategic partnership, complemented by Capgemini's Path solutions. We anticipate that customers ranging from small to large will benefit from this expanded partnership."*

Capgemini has over 16,000 professionals with expertise in SAP solutions, with nearly 40 percent located in global delivery centers and more than 1,300 services clients worldwide. Capgemini's implementation business in support of SAP solutions spans all major industries, including consumer goods and retail, energy and utilities, manufacturing, public sector and financial services, working with companies of all sizes. Capgemini and SAP have a long-standing relationship, through which Capgemini has been recognized with numerous awards, including the 2015 SAP Pinnacle Award as Services Transformation Partner of the Year and the 2014 SAP Pinnacle Award as SAP HANA Adoption Partner of the Year. Capgemini also received the SAP North America Partner Excellence Award 2015 for SAP Platform Solutions in recognition of its adoption of SAP solutions and partnership with SAP.

#### **About Capgemini**

With more than 145,000 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 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.

Learn more about us at [www.capgemini.com](http://www.capgemini.com).

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#### **SAP Forward-looking Statement**

*Any statements contained in this document that are not historical facts are forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. Words such as "anticipate," "believe," "estimate," "expect," "forecast," "intend," "may," "plan," "project," "predict," "should" and "will" and similar expressions as they relate to SAP are intended to identify such forward-looking statements. SAP undertakes no obligation to publicly update or revise any forward-looking statements. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. The factors that could affect SAP's future financial results are discussed more fully in SAP's filings with the U.S. Securities and Exchange Commission ("SEC"), including SAP's most recent Annual Report on Form 20-F filed with the SEC. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates.*