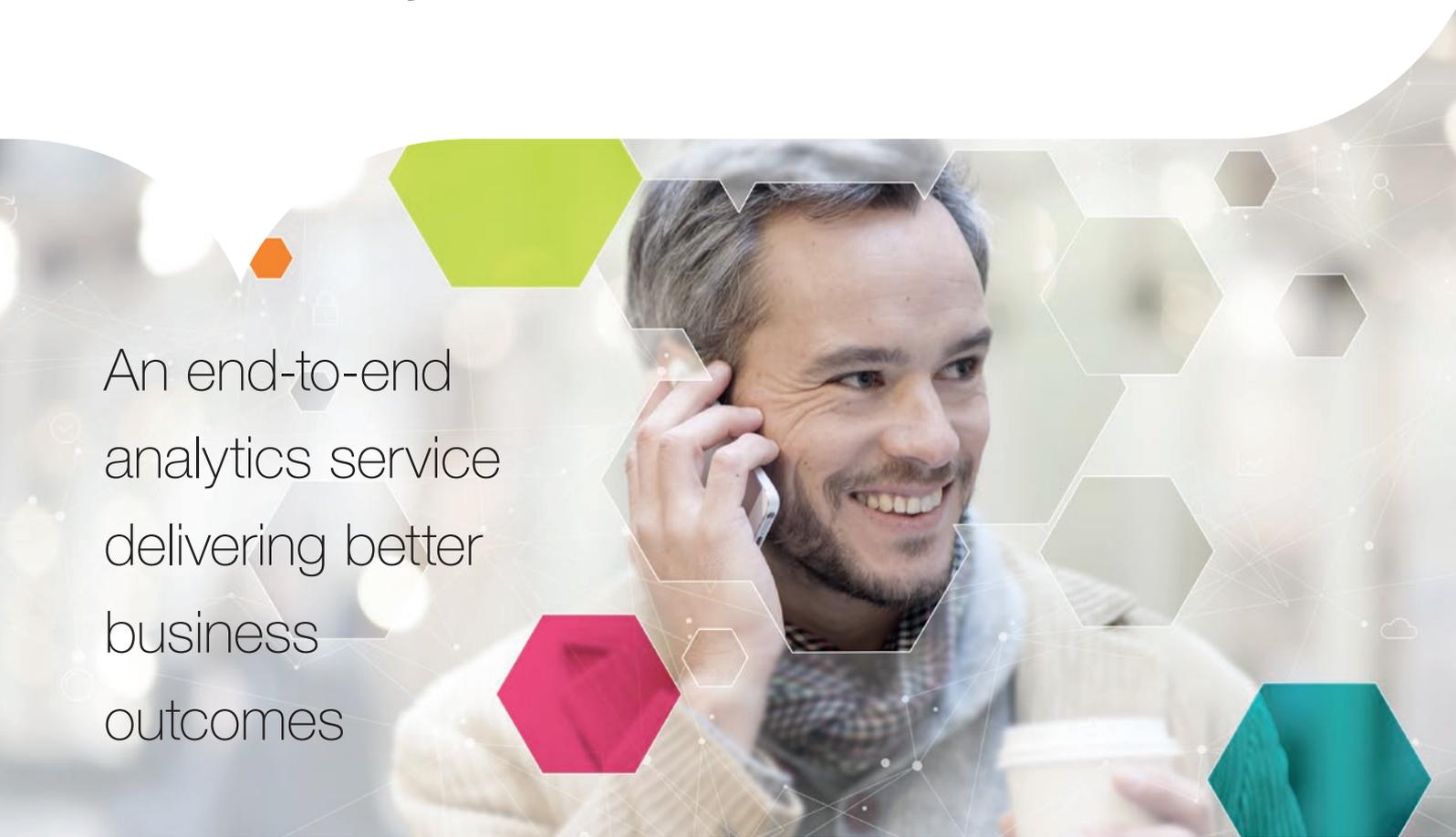


CFO Analytics



An end-to-end
analytics service
delivering better
business
outcomes

Capgemini's CFO Analytics is a suite of solutions designed to improve your company's profitability and top-line growth, while minimizing risk exposure, protecting your reputation and ensuring an optimal flow of working capital.

The opportunity

Today's Chief Financial Officer (CFO) or finance executive is under ever-increasing pressure to maintain a strong and healthy balance sheet. A business is not just expected to demonstrate consistent profitability but to ensure top-line growth, efficient working capital management and, of course, to maintain a solid reputation in the marketplace. In a nutshell, the CFO faces the key challenges of:

- Maintaining top-line growth in an evermore competitive market place
- Controlling costs to maintain profitability
- Minimizing exposure to risk and protecting brand reputation
- Ensuring an optimal flow of working capital

Ensuring **top-line growth** requires the CFO to not only support the business in identifying opportunities for growth, but also to control potential leakages in the Order-to-Cash process – all while keeping processes efficient and agile enough to meet the business's customer service objectives.



Our analytical approach aims to achieve business outcomes that align with the CFO's agenda."

Boosting **profitability** demands greater visibility of spend to make it possible to identify opportunities for savings. The CFO also needs an efficient process to stop any leakages and wastage in payables and contracts.

Minimizing **risk** and protecting **reputation** are core requirements for all CFOs. A business expects its CFO to provide early warning of potential risks, to control exceptions, and to provide proactive and continuous assurance across the business. No CFO can wait for half-year or year-end audits to tackle these issues.

Managing **working capital** requires a coordinated effort to optimize Inventory Days, Days Sales Outstanding and Days Payables Outstanding. The CFO needs visibility of the drivers influencing these variables, together with the ability to identify any inefficiencies quickly.

To meet these challenges, CFOs need visibility and transparency across the organization, along with high-quality analytics that quickly highlight exceptions and improvement opportunities.

The solution

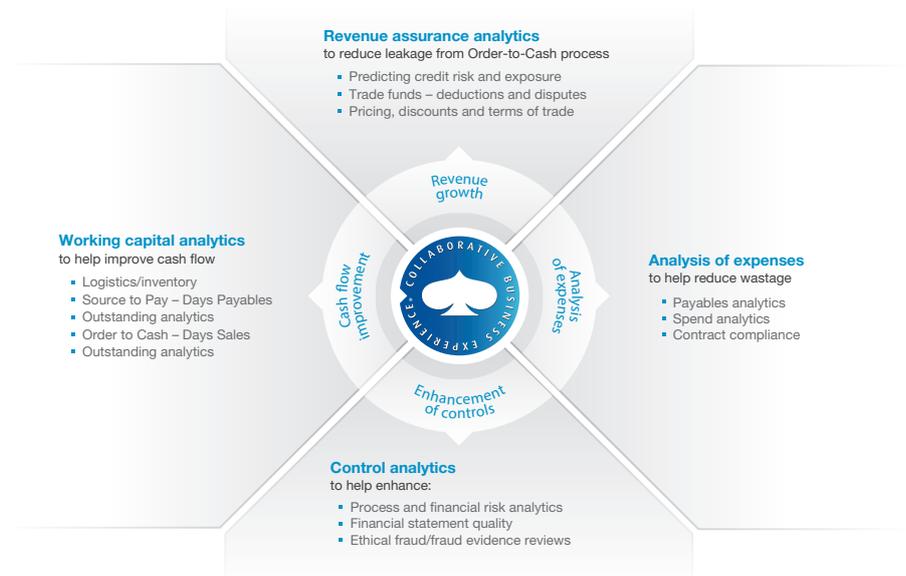
Cappgemini's CFO Analytics leverages our long history of interpreting massive volumes of apparently disparate corporate data to yield insights into the performance and profitability of a business.

Our analytical approach aims to achieve business outcomes that align with the CFO's agenda, exploiting our well-established analytics accelerators to deliver benefits to CFOs in real time or near real time. This enables them to take swift action in driving improvements.

The CFO Analytics suite



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How it works

We start with a joint session to understand the business vision and strategy, and to define the objectives of the project.

The CFO Analytics suite is based on our own, renowned intellectual property: robust, best-in-class tools and technology that place us at the forefront of our industry.

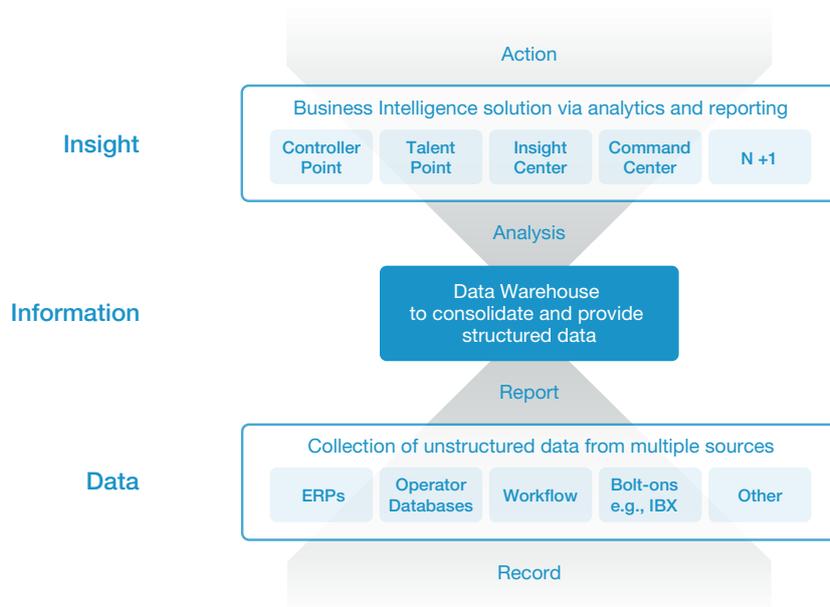
Insights 360°. This is our platform for actionable intelligence that encompasses our spend, and receivables and payables capabilities.

Global Enterprise Model (GEM): Global Process Model® (GPM®). GEM is the foundation of our BPO offering and represents our proprietary industrialized methodology for helping you to achieve business transformation. Our GPM® is one of the seven GEM levers and contains our library of best-in-class practices. GPM® is how we deliver standardization and harmonization of your business processes, ranging from high-level workflows, down to basic desktop procedures.

Data Model. This represents our predefined mapping of all KPIs to ERP data to enable easy implementation.

Insights Center. Our Insight Center is an add-on to the Capgemini Command Center that enables you to easily access these modules.

Three-tier analytics solution



Our Three-tier Analytics Solution. Capgemini’s analytics solution can handle huge volumes of data (typically 25 million transactions for a single review). It contains more than 20 algorithms and uses imaging technology to speed up analysis.

CFO Analytics services can help CFOs reduce inventory by up to 12% by rationalizing SKUs.

We enable CFOs to deliver consistent revenue growth through sales pipeline improvement and can increase win rates by up to 33%.

Benefits of CFO Analytics

Our analytics services have helped CFOs to:

- Identify wasteful spends and cost reduction opportunities. This has enabled them to create a robust pipeline of initiatives and projects to reduce costs and improve margins
- Enhance the control environment significantly with real-time financial risk monitoring through data analytics across multiple businesses, units and departments. Control performance increased from 23% to 98%
- Reduce inventory by 12% through opportunities identified by rationalizing 60% SKUs
- Deliver cost savings of up to 4% of total spend by minimizing SG&A cost through T&E Analytics
- Deliver quarterly cost savings of 3.5% of spend value in indirect procurement through Spend Analytics
- Reduce costs by 20% through identified opportunities in price differences and FOREX fluctuations with the help of purchase price variance analysis
- Reduce revenue leakage by identifying lost sales value (45%) due to lack of shelf inventory in store through predictive modeling
- Deliver revenue growth through sales pipeline improvement opportunities that increased win rate by 33%
- Analyze the Order-to-Cash chain and identify actionable insights to improve DSO by 12 days with the help of dispute resolutions, normalizing credit terms and proactive collections with customers

We have over 15,000 staff providing financial accounting BPO services, for more than 40 clients, including many global, household names. Another 7,000 consultants work on business analytics across the globe.

We work with leading Big Data and Analytics technologies, and provide services to support business analytics, from high-level strategy to managed outsourced services. We recognize that different industry sectors face individual challenges. Our collaborative methodologies and tools enable us to adjust to these specific needs, focusing on measurable business results.

Through Capgemini's proven approach, CFOs are reaping the benefits of improved top-line growth, increased profitability, increased risk awareness and management, and an improved working capital position.

For more details contact:

Capgemini BPO

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CFO Analytics Key Facts:

15,000+ Professionals
7,000+ Consultants
40+ Global Clients



About Capgemini

With almost 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