OnePath:

Software Licenses and Services with One Hand to Shake

Capgemini has built and is delivering game-changing Intellectual Property in the areas of implementation, infrastructure, and application management and has integrated this with SAP's License Maintenance. Capgemini's OnePath offering bundles these Capgemini services with the SAP license. OnePath can be fully leveraged by existing SAP customers and prospects. Each opportunity is a collaboration between the account, SAP, and Capgemini. Furthermore, we can provide OnePath as either an Opex or Capex Model. Our goal is to lead others in making it easy for a client to license, implement, and run SAP.

In today's economy, companies are challenged for funding to acquire the software they need to compete effectively. Who has the capital or resources for projects that require extensive up-front investment? How can an organization optimize their on-premise, cloud, &/or hybrid requirements? To help companies get the SAP software they need to improve business and meet their requirements without excessive spend now or later, Capgemini has created OnePath.

Capgemini's OnePath offerings can bundle virtually any SAP software with our services to uniquely match the client's requirements including a single monthly capital or operating expense payment across a multiyear term.

People matter, results count.

We handle everything for you — it's easy.

Each column in the graphic below (Figure 1) represents a potential element of the Capgemini OnePath offering and how we can reduce complexity of the SAP solution. Capgemini's portfolio of 10 SAP licensing agreements and models is very unique and gives us the desired flexibility to meet and exceed an account's requirements. Our OnePath offering can extend to nearly all SAP software. We have a variety of industry leading practice solutions and accelerators used during the implementation, infrastructure and application management (See Figure 2 below). We can host in a public cloud, private cloud, or in your facilities on hardware you own. Our infrastructure service can aggregate services from third-party datacenters (such as Amazon) and/or Capgemini's own datacenters run by our employees. We can deploy a fully functioning system on Day 1 of your implementation using our Cloud Orchestration and Management Platform called COMPLETE. We have a number of run options as well including per ticket, hours based, and SLA. And our employees can run the software on behalf of the client for finance, procurement, HCM, and Afaria (device management). Based on the collaboration with SAP and your team, we will define OnePath together.

In some cases, Capgemini will contractually commit to a client's business case for the entire SAP project.

With Capgemini as a single source service provider managing your SAP solution, you will realize all of the operating benefits and competitive advantages you're looking for — hassle free, at a price you can readily afford, today and in the future.

Figure 1: Capgemini's OnePath Offerings:

OnePath has many potential benefits for SAP prospects and customers including:

	License	Implement	Infrastructure	Run	Operate
1. Financial and Cash Flow flexibility based on clients' financial needs	• Our OnePath offering can include nearly all SAP software products	Leading Practices for: • Oil & Gas, Energy Services, and Utilities • CPG, Food, Beverage, Durable Goods, and Cosmetics • Retail	Offsite Public (Virtual Private) Cloud Offsite Private Cloud	Staff Augmentation	F&A BPO
2. Reduced complexity by leveraging Capgemini's existing infrastructure, experience, and pre-configured solutions	• OPEX and CAPEX Models available • Capgemini has a portfolio of SAP licensing agreements which is very unique and gives us increased flexibility	• Wholesale Distribution • Pharma, Life Sciences and Medical Device • Manufacturing, Automotive Suppliers, and Mill Products • HANA, BOBJ, BW, Mobility, HCM, CRM, and Procurement	Offsite Traditional Outsourced Onsite Private Cloud Onsite at Client Datacenter	Full Application Management SAP License Maintenance Support Levels 1-3	Procurement BPO HR BPO Afaria BPO
3. Rapid ROI due to reduced time to benefit based on rapid deployment and flexible cash flow	• Able to bundle SAP software with our services • Able to sell software to any size enterprise. • Gold-Level Partner in PartnerEdge Channel Program • Charter member of the MCaaS Program	• Certified Solutions with SAP • Each solution compatible with our Global Process Model • Each solution SaaS-capable	• Flexible delivery models using our COMPLETE business platform • Scalability via public or private Cloud, on-premise or off-premise • Certified Global SAP Cloud Services Partner	• Certified: Application Managed Services Partner (AMS), Run SAP Partner, and Support Center of Excellence • Flexible support options including per-ticket, hours-based, or SLA pricing	• "Platform-based" BPO • Drive hard dollar savings to fund the SAP implementation and lock in recurring, long-terms saving

OnePath has many benefits for SAP prospects and customers including:

Financial/Cash Flow Flexibility: Client pays for all software, implementation, infrastructure, and application support on a recurring monthly basis. Our operating expense models can eliminate capital expenditures otherwise required for license purchase, service delivery infrastructure, and implementation. Preserving working capital reduces the need to tap into existing lines of credit, thereby avoiding risk to the enterprise credit ratings and potential increase in the cost of capital for the enterprise.
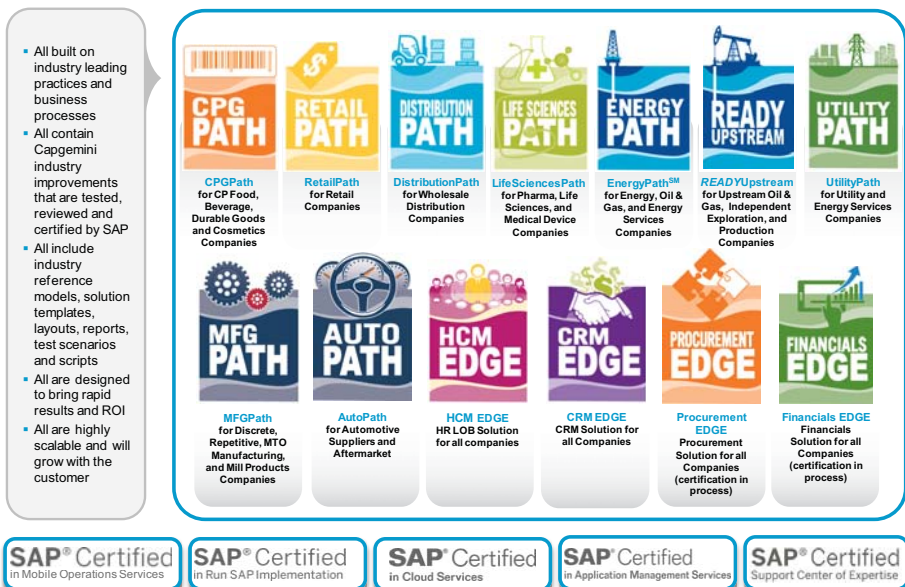
Reduced Complexity: The level of complexity is dramatically reduced by bundling software and services. This includes the entire lifecycle from installation through ongoing support and operations.

Lower Overall Cost and Quicker Time to Value: Value is generated more rapidly by leveraging Capgemini's existing infrastructure, experience, and business process leading practices via our accelerated solutions. In addition, without the traditional up-front investment, payback is much faster than traditional approaches. We can craft deals that pay for themselves. Typically, client receives a positive cash flow from project after being live for less than 4 months.

Capgemini's leadership in the SAP market has been recognized. We have recently won numerous SAP Pinnacle and Impact Awards for OnePath. Furthermore, Gartner, IDC, and Forrester consistently rank Capgemini as a market leader.

Figure 2: Capgemini's SAP CERTIFIED Solutions:

- All built on industry leading practices and business processes
- All contain Capgemini industry improvements that are tested, reviewed and certified by SAP
- All include industry reference models, solution templates, layouts, reports, test scenarios and scripts
- All are designed to bring rapid results and ROI
- All are highly scalable and will grow with the customer

CPGPath for CP Food, Beverage, Durable Goods and Cosmetics Companies

RetailPath for Retail Companies

DistributionPath for Wholesale Distribution Companies

LifeSciencesPath for Pharma, Life Sciences, and Medical Device Companies

EnergyPath[SM] for Energy, Oil & Gas, and Energy Services Companies

READYUpstream for Upstream Oil & Gas, Independent Exploration, and Production Companies

UtilityPath for Utility and Energy Services Companies

MFGPath for Discrete, Repetitive, MTO Manufacturing, and Mill Products Companies

AutoPath for Automotive Suppliers and Aftermarket

HCM EDGE HR LOB Solution for all companies

CRM EDGE CRM Solution for all Companies

Procurement EDGE Procurement Solution for all Companies (certification in process)

Financials EDGE Financials Solution for all Companies (certification in process)

SAP® Certified in Mobile Operations Services

SAP® Certified in Run SAP Implementation

SAP® Certified in Cloud Services

SAP® Certified in Application Management Services

SAP® Certified Support Center of Expertise

Capgemini: Your Single Source Provider for SAP

Capgemini, a Global SAP Partner, drives results through licensing, implementation, infrastructure and application management in key industries across the globe. With more than 16,300 SAP resources, we focus on delivering business value through our SAP Delivery and Solution Design Centers using our Intellectual Property solutions for the Cloud, Mobility, Analytics, HANA; our OnePath pricing and licensing models; and preconfigured industry solutions across the entire lifecycle of services.

As a global award winning SAP systems integrator, Capgemini uses standard global tools and methods to deliver complex SAP projects for some of the world's largest companies, as well as, small and medium sized enterprises.

Our solutions and implementation methodologies are built on Capgemini's deep industry experience, LEAN Six-Sigma techniques, and our extensive capabilities in systems design, deployment and support.

Because we understand and have extensive experience in SAP, your business, and your industry, we deliver results anytime anywhere.

About COMPLETE

COMPLETE - Capgemini Orchestration Management PLatform End to End is Capgemini's premier Cloud business platform. COMPLETE combines the power of Cloud computing, with a total infrastructure management stack including Proactive Monitoring, Infrastructure Support, OS upgrades, OS patching, Virus protection, Networking, and Service Desk Services in one combined service. COMPLETE supports the flexibility of consumption based computing in the Cloud. Clients only pay for what they use and only when they use it.

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 (almost $12.8 billion USD).

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

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