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## **Capgemini Launches New Global Service Line to Extend Best Practices to Utility Companies Worldwide**

*Smart Energy Services Team Leverages Capgemini's Smart Meter  
and Smart Grid Experience and Success*

**Paris, March 18, 2010** – Capgemini today announced the launch of Smart Energy Services, a new global service line that will provide the full spectrum of smart metering, smart grid, smart home solutions and smart analytics\* to utilities across the globe. The offering leverages a range of proven services and best practices successfully developed by Capgemini since 2004 working with more than 20 North American and European utilities. Also central to the new Smart Energy Services offering is the company's proprietary Managed Business Services, a usage-based pricing model designed to offer greater flexibility for the utility, which reduces risk by minimizing large upfront capital expenditure.

According to Gartner, Inc.: “By 2014, smart grid data floods will force utility companies to double their investment in real-time business intelligence systems.”<sup>1</sup> In response to global climate change and increasing energy demand, world leaders and governments at all levels are indeed mandating change for utilities. Capgemini is working with its utility clients closely to guide them through this transformation so that they can reduce carbon emissions while giving their customers greater choice, control and convenience.

Recently Capgemini announced a Smart Energy Services agreement with Fortum, a leading energy company in the Nordic region. This latest deal adds to Capgemini's proven track record of successful deployments across Europe and North America where the Group is already working with Hydro One, a large North American transmission and distribution electricity Utility, wholly owned by the province of Ontario.

Myles D'Arcey, Senior Vice President of Hydro One, commented: “Capgemini worked closely with the Hydro One team since the inception of our Advanced Metering Infrastructure (AMI) initiative, and their contribution has been integral to the success of the project. The company has a proven track record when it comes to

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<sup>1</sup> Gartner, Inc.: “Predicts 2010: Energy and Utilities Are Challenged by Sustainability Concerns,” Zarko Sumic, Keith Harrison, Randy Rhodes, Kristian Steenstrup, 4 Dec 2009

*delivering a comprehensive solution that efficiently meets our program objectives, reducing the risk associated with this kind of activity.”*

*“Over the past few years, increasing commitment to smart grid technology from all corners of the industry means the growth of the market is inevitable, however we will see an overhaul in the way utilities do business,”* said Perry Stoneman, vice president and global leader of Capgemini’s Smart Energy Services team. *“In order to reduce the risk associated with this change, key players are looking for a partner who can deliver solutions to address today’s business requirements and enable tomorrow’s business transformation. Capgemini’s expertise and heritage in this space make us a partner of choice for many utilities.”*

Capgemini’s clients benefit from the long-standing relationships and delivery experience from an ecosystem of technology partners that includes: Cisco, GE Energy, HP, Intel, Itron, Landis+Gyr, Oracle, SAP AG, Teradata Corporation and Trilliant.

Capgemini and many of the partners listed above are founding members of the Smart Energy Alliance (SEA) formed in 2006. The SEA has been instrumental in developing many innovations that are the cornerstone in today’s smart energy space.

The company is also a leading voice in key interoperability standards groups such as the Institute of Energy Conservation (IEC) and the Institute of Electrical and Electronics Engineers (IEEE) and is closely aligned to venture capital firms driving innovation in the burgeoning cleantech sector.

The creation of the new global Smart Energy Services line represents the last stage of Capgemini’s major growth initiative, part of its ‘Business as Unusual’ plan that was unveiled on November 5, 2009. It was launched with a major investment in the Group’s Business Information Management capability, followed by the announcements of new global Application Lifecycle Services, integrated Testing Services and Infostructure Transformation Services. Through this series of five strategic offerings, Capgemini aims to generate €800 million of additional bookings in 2010.

For more information about Capgemini’s Smart Energy Services team, please visit: [www.capgemini.com/smartenergy](http://www.capgemini.com/smartenergy)

**\* Note to Editor:**

**Smart Metering:**

Smart Metering is the foundation of Smart Grid and provides:

- Enhanced Tariff capabilities enabling consumers to make choices, change behavior and lower consumption
- Reduced operational costs associated with meter reading and maintenance
- Enablement of grid monitoring and control processes to improve reliability, power quality and security

**Smart Grid:**

Smart Grid enables operational efficiency and distributed generation. It provides:

- Asset optimization with two-way communications and advanced applications management
- Energy efficiency and CO2 reduction with line loss reduction
- Improved reliability with enhanced situational awareness and outage management services

**Smart Home:**

Smart Home gives the customers the ability to monitor and control energy usage and provides:

- Customer controlled appliance and energy management
- Flexible, efficient and cost effective utility demand response programs
- Distributed and alternative generation management and dispatching programs

**Smart Analytics for Utilities:**

A business intelligence solution which helps Utilities to realize value from the complex data generated in their organization and by smart grid and AMI (Automated Metering Infrastructure) deployments. It is architected on the industry leading Teradata™ Database and Teradata Utilities Logical Data Model (uLDM) to accelerate the time to deliver required functionality and value to clients.

**About Capgemini**

Capgemini, one of the world's foremost providers of consulting, technology and outsourcing services, enables its clients to transform and perform through technologies. Capgemini provides its clients with insights and capabilities that boost their freedom to achieve superior results through a unique way of working, the Collaborative Business Experience™. The Group relies on its global delivery model called Rightshore®, which aims to get the right balance of the best talent from multiple locations, working as one team to create and deliver the optimum solution for clients. Present in more than 30 countries, Capgemini reported 2009 global revenues of EUR 8.4 billion and employs 90,000 people worldwide.

More information is available at [www.capgemini.com](http://www.capgemini.com).

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