

**Press contact:**

*Christel Lerouge*

*Tel.: +33 (0)1 47 54 50 76*

*E-mail: [christel.lerouge@capgemini.com](mailto:christel.lerouge@capgemini.com)*

*Hester Decouz*

*Tel.: +44 87- 904 5758*

*E-mail: [hester.decouz@capgemini.com](mailto:hester.decouz@capgemini.com)*

**- NEWS ALERT -**

**Capgemini wins contract  
with global cargo-handling solutions company Cargotec**

**Paris, 14 June 2012 – Capgemini, one of the world’s foremost outsourcing, consulting and technology services providers has been awarded a five year contract with Cargotec, one of the key players in cargo-handling worldwide. Cargotec operates in 120 countries and last year posted €3.1billion in revenues. As one of the leading providers of land and sea cargo-handling solutions it delivers equipment such as port cranes, loader cranes and hatch covers. The multi-million euro contract is for Capgemini to work as a Finance and Accounting Outsourcing (FAO) service provider. The implementation of Finance and Accounting shared services is part of Cargotec’s ‘ONE Programme’ – a strategic transformation programme to improve transparency, lower costs and increase efficiencies through one common solution. The contract is the first part of a multi-phase programme, with the potential to extend by a further two years.**

Capgemini will provide Finance and Accounting services, including General Ledger, Accounts Payable, and Accounts Receivable transactional services. The aim is to reduce finance costs by over 50 percent but also to bring about process harmonization and increased productivity, drawing on Capgemini’s Global Process Model (GPM)<sup>1</sup>. The service implementation project began on February 1<sup>st</sup> 2012, with services being delivered from India.

Cargotec’s Chief Financial Officer Eeva Sipilä said: *“We chose Capgemini because of their good reputation but also their strategic and deliverable plan to achieve cost savings. Capgemini are an ideal partner to support us throughout the different phases of the transformation programme due to their wide set of capabilities. Throughout the negotiations they demonstrated their collaborative and advisory approach and we were*

---

<sup>1</sup> Capgemini’s Global Process Model is a map that defines the best flow for each process and sub-process, backed by a comprehensive database of defined, world-class controls and measures representing global and industry best practice. Patent is pending.

*pleased to have a consistent and focused team. We look forward to working with Capgemini to drive further efficiencies as part of our important ONE Programme.”*

Hubert Giraud, Capgemini CEO for Global Business Process Outsourcing said: *“This major transformation programme aims to bring about considerable efficiencies, using Business Process Outsourcing (BPO) as a key lever for change. The contract is significant, both for us, and for Cargotec as a first use of BPO. The win is testament to the team’s commitment and our ability to create a winning solution based on a clear efficiency plan, process harmonization and above all, partnership.”*

### **About Capgemini**

With around 120,000 people in 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2011 global revenues of EUR 9.7 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).

*Rightshore® is a trademark belonging to Capgemini*

Capgemini’s solution portfolio for Business Process Outsourcing spans Finance & Accounting, Customer Operations Management, Procurement, Supply Chain Management, Assurance Management, Human Resources, Knowledge Process Outsourcing services and most recently Social Media Management. Capgemini has around 13,000 BPO professionals providing services to customers worldwide around the clock in 36 languages, delivered from centers located in Australia, Brazil, Canada, Chile, China, Guatemala, India, Poland, Sweden and the United States.