

Capgemini Press contacts:

Christel Lerouge
Tel.: +33 (0)1 47 54 50 76
E-mail: christel.lerouge@capgemini.com

Hester Decouz
Tel: +44 (0)870 904 5758
Email: hester.decouz@capgemini.com

EMC Press contacts:

Jennifer Dreyer
Tel: +1 508-293-7238
E-mail: jennifer.dreyer@emc.com

Lara Genser, GolinHarris
Tel: +44 (0) 207 067 0613
Email: lgenser@golinharris.com

Capgemini And EMC Form Global Strategic Alliance To Accelerate Customers' Journey to the Cloud

New Cloud-Based Storage-as-a-Service Offering to Leverage Capgemini's Service Excellence and EMC's Best-of-Breed Technology

Paris, France and Hopkinton, Mass. 21 September 2011 – Capgemini, one of the world's foremost providers of consulting, technology, and outsourcing services, and EMC Corporation, today announced a strategic alliance to jointly identify and build multiple cloud-based IT-as-a-Service offerings¹, enabling customers to reduce costs and gain efficiency and business agility. As one of Capgemini's global strategic partners, EMC, a leader in enabling businesses to transform their operations and deliver IT-as-a-Service, will play a significant role in helping Capgemini expand its cloud-based business service portfolio globally. The first offering to be rolled out will be 'Storage-as-a-Service', aimed to help deliver more agile and efficient storage solutions to customers.

According to Forrester Research Inc., the global market for cloud computing will grow from \$40.7 billion in 2011 to more than \$241 billion in 2020, and the market for private cloud solutions will grow from \$7.8 billion in 2011 to \$15.9 billion.² Forrester's "models reveal a significant cost difference, with the cloud-based model coming in 74% less expensive than Infrastructure & Operations running it in-house." Forrester attributes this higher cost to several factors, including: staff, facilities and power, and data migration.³

The 'Storage-as-a-Service' offer delivers a cost-effective way to consume storage that removes the complexity of capacity planning by providing storage tiering to meet varied customer demands and increase business agility. Capgemini and EMC have developed a common and repeatable storage architecture that delivers predictable costs and service levels and shifts storage costs from capital expenditure to operational expenditure. In addition, 'Messaging-as-a-Service'⁴ and other offerings will be rolled out over the next 12-18 months.

¹ The Capgemini IT-as-a-Service offering delivers a feasibility analysis for the implementation of a self-service and consumption-based charging model. This service tackles all key issues around the development and delivery of easily consumed business services, including Infrastructure-as-a-Service (IaaS) strategy, the identification of key business services and service strategy for public and private clouds.

² "Sizing the Cloud," Forrester Research Inc., April 21, 2011

³ "File Storage Costs Less In The Cloud Than In-House," Forrester Research Inc., 25 August 2011,

⁴ Today, messaging requires significant resources in order to remain vigilant about security and optimize storage. Capgemini's Messaging as a Service (MaaS) is a feature-rich utility based and secure email messaging service that can handle these complexities so organizations can focus on its business priorities.

Bill Teuber, EMC's Vice Chairman, commented *"EMC and Capgemini share the same vision for providing customers with the cloud-based services that enable them to enjoy the benefits of cloud computing, including increased efficiency and business agility. Capgemini's global scope will enable customers around the world to more easily accelerate and adopt cloud computing to meet their business objectives."*

Patrick Nicolet, CEO of Infrastructure Services at Capgemini said *"We are delighted to be making this important strategic announcement and feel that EMC is an ideal partner for us to meet the growing demand for cloud and As-a-Service solutions. Leveraging EMC's world-class offerings in data and cloud computing, starting with 'Storage-as-a-Service', we are certain that this agreement will help us to offer improved, differentiated and competitive solutions to customers worldwide."*

Under the terms of a five-year agreement, both companies will jointly work to identify and build tailored solutions based on Capgemini's global service capabilities and EMC's best-of-breed cloud optimized information management technologies. The solutions will be designed to meet customers' unique business challenges, requirements and service level agreements for specific vertical market segments and geographies including North America, the UK, Netherlands, the Nordics, France, Germany, China and Brazil. These services will provide flexible, agile business solutions in line with evolving client needs. They also will enable customers to gain considerable savings in annual IT spend by lowering the total cost of ownership, shifting from Capex to Opex-based models, and implementing a common platform and tools which will support process standardization and management efficiencies. This collaborative initiative will leverage common channels through Capgemini and EMC to bring to market a portfolio of end-to-end cloud-based 'as-a-service' offerings that initially include the new 'Storage-as-a-Service'.

Capgemini's relationship with EMC dates back to 2002 when the companies began offering joint pay-as-you-go storage services. In 2010 EMC acknowledged Capgemini as EMC's Partner of the Year with the Information Infrastructure Group, for the second year in a row. The award recognized Capgemini's quality of professional services, engagement and ability to scale, and its strong global growth across the US, France, the UK and the Netherlands.

About Capgemini

With around 115,000 people in 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2010 global revenues of EUR 8.7 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.

Rightshore® is a trademark belonging to Capgemini

About EMC

EMC Corporation is a global leader in enabling businesses and service providers to transform their operations and deliver IT as a service. Fundamental to this transformation is cloud computing. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset — information — in a more agile, trusted and cost-efficient way. Additional information about EMC can be found at www.EMC.com.

Forward-Looking Statement Legend

This release contains “forward-looking statements” as defined under the Federal Securities Laws. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including but not limited to: (i) adverse changes in general economic or market conditions; (ii) delays or reductions in information technology spending; (iii) the relative and varying rates of product price and component cost declines and the volume and mixture of product and services revenues; (iv) competitive factors, including but not limited to pricing pressures and new product introductions; (v) component and product quality and availability; (vi) fluctuations in VMware, Inc.’s operating results and risks associated with trading of VMware stock; (vii) the transition to new products, the uncertainty of customer acceptance of new product offerings and rapid technological and market change; (viii) risks associated with managing the growth of our business, including risks associated with acquisitions and investments and the challenges and costs of integration, restructuring and achieving anticipated synergies; (ix) the ability to attract and retain highly qualified employees; (x) insufficient, excess or obsolete inventory; (xi) fluctuating currency exchange rates; (xii) threats and other disruptions to our secure data centers or networks; (xiii) our ability to protect our proprietary technology; (xiv) war or acts of terrorism; and (xv) other one-time events and other important factors disclosed previously and from time to time in EMC’s filings with the U.S. Securities and Exchange Commission. EMC disclaims any obligation to update any such forward-looking statements after the date of this release.