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**- NEWS ALERT -**

**Danfoss extends relationship with Capgemini for an additional seven years**

*BPO contract renewal for Capgemini*

**Paris, Copenhagen, 16 March 2011 – Capgemini, one of the world’s foremost outsourcing, consulting and IT services providers has been awarded a seven-year €15m contract extension by Danfoss, the leading global manufacturer of valves and fluid handling components for HVAC (Heating, Ventilating, and Air Conditioning) and industrial applications, based in Denmark.**

Capgemini has already been delivering BPO Finance & Accounting services to Danfoss in 29 EAME countries (Europe, Africa and the Middle East) including South Africa for the last five years. During this time it has consolidated processes at the Capgemini Poland Krakow site, transformed systems from a country-based to process-based structure, and has collaborated closely with Danfoss to achieve process standardisation.

Through this new contract extension Capgemini will now deliver Danfoss’ Finance & Accounting services through a dual model of service delivery split between Krakow in Poland and Kolkata in India. This builds on Capgemini’s Global Delivery Model - Rightshore®, which uses talent from the right balance of onshore, nearshore and offshore locations. This credible two-centre solution works by using a front office and back office concept and offers attractive pricing. Through the new scope, countries from NAM and APAC will also be transitioned from Danfoss to Capgemini (including the US, Canada, India, Australia, New Zealand, Singapore, Malaysia, Philippines, Thailand, Korea and Taiwan).

Over 130 BPO professionals will deliver Finance and Accounting services covering Accounts Payable, Accounts Receivable and General Ledger. Capgemini will give Danfoss the ability to scale up and down its services according to business needs and will drive process alignment increasing process optimisation through its Global Process Model.

Christopher Stancombe, Head of Global BPO Finance & Accounting Service Line said: *“This is an exciting development of our collaboration with Danfoss. It extends our partnership into much wider territory, increases*

*our service scope and allows us to deliver significant value and quality improvements for our client by working together to produce a Danfoss Global Process Model.”*

### **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 40 countries, Capgemini reported 2010 global revenues of EUR 8.7 billion and employs around 110,000 people worldwide.

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

Capgemini's expertise is recognized in Business Process Outsourcing (BPO) with a solution portfolio that spans Finance & Accounting, Customer Operations Management, Procurement, Supply Chain Management, Assurance Management, Human Resources and Knowledge Process Outsourcing services. As part of Capgemini's Rightshore® delivery network, BPO professionals provide services to clients worldwide 24 hours a day, seven days a week, in 36 languages, from centers located in Australia, Brazil, Canada, Chile, China, Guatemala, India, Poland, Sweden and the United States.

For more information: <http://www.capgemini.com/services/outsourcing/bpo/>

*Rightshore® is a trademark belonging to Capgemini.*