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**- NEWS ALERT -**

**Hilti Corporation awards five year contract to Capgemini**

*Major contract win for Capgemini Procurement Services Unit*

**Paris, 23 May – Capgemini, one of the world’s foremost consulting technology, and outsourcing service providers has been awarded a five-year contract by the Hilti Corporation, one of the world’s leading technology suppliers for the construction industry. Capgemini Procurement Services, a new division of Capgemini Business Process Outsourcing unit, now provides the complete suite of electronic solutions for Hilti’s Procurement Indirect Materials, leveraging its IBX on-demand technology platform.**

The project with Hilti is now live with the first phase in Germany. More than 3,000 end-users are guided to an electronic ordering process with a full scope of call-off methods including catalogues, web-shops, vendor forms and free text orders<sup>1</sup>. Hilti will channel all suitable indirect spend via one channel through the “IBX on demand platform”. Hilti and Capgemini further plan to introduce Contract Management, automatic Invoice Matching and Electronic Sourcing with Online RFPs (Request for Proposals). Hilti was one of first companies to give one single provider the opportunity to deliver all the above processes. The solution will build a seamless end-to-end process covering the entire operational procurement cycle as well as the strategic sourcing cycle.

Capgemini will work with Hilti to reduce complexity and to increase transparency in the procurement process for indirect materials. The target is to increase efficiency, contract compliance and spend under management while achieving cost savings.

Jürgen Friederici, Senior VP Procurement Indirect Materials, from Hilti said “*We chose Capgemini above competitors because they were offering smart customer relationship management and best industry practice with realistic and measurable goals. Their offering focused on quality and a partnership built on honesty and*

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<sup>1</sup> Free text meaning "No Catalogue". If you place an order and the supplier is not yet qualified by the procurement department, you can use the free text order. The advantage is the spend is still tracked in the procurement system, the spend is then under control and you get an indication that you should perhaps establish a contract.

*trust. Capgemini's eProcurement solutions and content management system with full integration into our ERP was unequalled. We look forward to working with them over the next five years."*

Leif Bohlin, Capgemini Procurement Services Lead said: *"This deal is the perfect match: Hilti's on demand offering for drilling machines is the ideal metaphor to explain Capgemini's Procurement as a Service model. Hilti is very well known for its outperforming and outlasting machinery – and we will supply them with an as robust 'procurement as a service' solution."*

The Capgemini Procurement Services unit is part of the Business Process Outsourcing practice. It was created following the acquisition of the on-demand purchasing solutions provider IBX which offers a software-as-a-service purchasing technology platform. Through this purchase Capgemini is able to deliver the industry's first end-to-end solution for managing global sourcing strategies. This end-to-end BPO procurement solution includes a full suite of products and services, including business process outsourcing, software-as-a-service procurement platform and an established global supplier network with more than 20,000 suppliers.

### **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 over 112,000 people worldwide.

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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.

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