

AGPath: Accelerated SAP Implementation for Agribusiness



The purpose of the Agribusiness industry is to feed the world, yet today's business and technology environment is being constantly disrupted. The new normal includes:

- Rapidly changing consumer eating habits and food preferences.
- The need to nearly double agricultural production over the next 30 years to accommodate population growth and dietary changes.
- Volatile commodity prices, economic uncertainty, political instabilities, safety threats, and shifting currencies.
- Challenges to traditional global champions from regional agricultural entities.
- Frequent mergers and acquisitions.
- Accelerated technological advances and new data sources that must be incorporated.



Capgemini AGPath Provides a Number of Leading Practices Beyond the Standard SAP Solution, including:

- Simplified Deal Entry
- Visually Optimized & Real Time Position Report
- Improved Expense Management Capabilities
- Handling of Vehicle Contracts
- Delayed Price Program Functionality
- Harmonized & Scalable Scale House Integration
- Automated Contract Application
- Track & Charge for Delayed Price Inventory
- Integration between Agriculture Contracts Management & Transportation Management

Today's dynamic, forward-thinking companies know competitive advantage requires reducing capital expenditures and increasing technology deployment speed. Yet Agribusiness companies struggle to adapt existing business processes and systems to support growth and unlock revenue opportunities. Yesterday's systems and processes stunt growth.

We can help significantly reduce upfront capital investments to acquire, deploy, and support an industry leading SAP solution designed to accelerate implementation.

Capgemini's AGPath for Agribusiness companies can offer two striking benefits:

1. An accelerated approach to implementing SAP.
2. A true Leading Practice solution for the industry. This helps to vastly improve the underlying business processes, whether you are starting from scratch or optimizing your existing SAP implementations. AGPath simplifies SAP, working efficiently to provide key information to help drive better decision making.

New Implementations

Capgemini will work with your organization to deploy a fast, efficient, and stable AGPath solution, incorporating leading practices developed from extensively implementing SAP solutions.

AGPath has been established to deliver a host of potential benefits for new implementations, including:

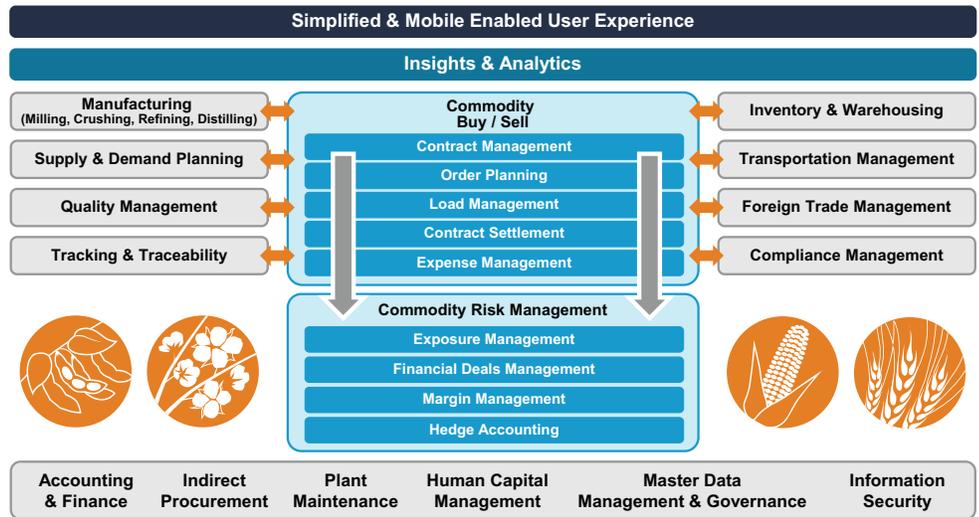
- Agribusiness-specific SAP configurations and enhancements.
- The ability to conduct "Show and Tell" sessions with real business processes data.
- Accelerated implementation timelines, business blueprint process maps, training, and technical documentation.
- Optional Mobility, Enterprise Portal, and Business Intelligence solutions.
- Robust implementation methodology, bundled with SAP's Solution Manager, to offer reliable, effective implementations. Flexibility to accommodate varying and unique business needs with optional plug and play components.
- The ability to leverage AGPath as a reference model to accelerate the requirements and design project phases.
- A comprehensively packaged SAP solution, including AGPath, SAP licenses, and infrastructure licenses.
- An alternative to purchasing new equipment and training and support resources with Capgemini's Infrastructure and Application Maintenance services.

Capitalize and Improve on Your Existing SAP Investment

AGPath also serves as an excellent reference system designed to improve existing implementations within Agribusiness companies. It provides an environment that can streamline operations and supplies greater visibility and control of core business processes, enabling better decision making so you can rapidly respond to industry challenges.

Just a few of the improvements our clients experience are:

- Gaining mobility with bar coded inventory tracking or approving requests and requisitions on mobile devices.
- Achieving insight into the state of the business with a state of the art Business Objects dashboard.
- Leveraging SharePoint to create simplified interfaces to ease system usage for casual users and field personnel.
- Improving system performance and analytics with a HANA deployment.
- Reducing costs with Capgemini's Cloud Managed Services.



Capgemini's and SAP's long-standing relationship means successful, customized solutions for your business. We help develop the business case, integrate systems, and optimize the way you use technology. Our experience runs deep, and we offer:

- SAP Roadmap/Optimization Services that help you whether you're just starting with ERP or looking to maximize your existing investment.
- SAP Implementation Services that leverage AGPath, Capgemini's proprietary, preconfigured solution that serves as the foundation to reduce implementation time, cost, and risk.
- SAP Infrastructure as a Global-Certified SAP Cloud Infrastructure Partner.
- SAP Application Management designed to provide flexible and scalable support to your entire SAP enterprise solution.
- Reporting and Analytics with pre-built dashboards and a key performance indicators library that are specifically designed for Agribusiness.
- Mobility by leveraging Afaría and Sybase Unwired Platform to increase productivity in the field and on-the-go.
- ERP+ to harness the power of your combined Microsoft and SAP investments to help improve user acceptance and alleviate common workflow challenges.

An Implementation Approach that Takes Advantage of Modern, Agile Methods and Tools

Until recently, SAP ERP deployments relied on traditional waterfall methodology. Capgemini is on the leading edge of leveraging agile concepts for SAP projects. Implementations follow our iSAP CAPtivate Route Map, a lean and agile approach for pre-configured leading practice industry solutions like AGPath. CAPtivate is based on the iterative framework of SAP's Activate methodology and driven by our Digital Delivery Framework (DDF), which automates routine processes. This drives quality and consistency throughout the design.

Overall, our methodology applies a strong focus on Operational Excellence using Lean and Agile techniques, including:

- Value Stream-driven approach to process design.
- Recognizing and eliminating waste in business processes.
- Applying S/4HANA concepts to the workplace.
- Focusing on flow and work standardization, leveraging SAP process and data settings.
- Providing robust error proofing with Capgemini's DDF.
- Increasing user adoption through heavy business involvement throughout iterative Design, Build, and Test cycles (BuildPrint).
- Promoting the adoption of standard processes with our Design by Acceptance® approach.
- Incorporating visual management techniques like Kanban.
- Involving the Technical Development team to define development requirements during the Foundation phase.
- Integrating lifecycle data management throughout the project.
- Including a turnkey SharePoint site pre-populated with project templates to standardize work.

Capgemini: Your Single Source Provider for SAP

With more than 17,400 SAP resources bringing innovative solutions to over 1,300 clients worldwide, Capgemini drives results for our clients on a global basis. We provide one hand to shake

across the complete lifecycle: SAP licensing, implementation, infrastructure, run, and operate and can even provide business transaction processing services on your SAP platform. We focus on delivering the business value you expect from a leading global SAP systems integrator. With our global presence in over 40 countries, Capgemini uses standard tools and methods to deliver complex SAP projects for some of the world's largest companies, as well as small and medium sized enterprises.

Capgemini brings its clients innovative solutions and delivery models. Our solutions and implementation methodologies are built on Capgemini's deep industry experience, LEAN Six-Sigma techniques, and extensive capabilities in systems design, deployment, and support. Capgemini leverages proprietary preconfigured, SAP-certified, industry-specific solutions, as well as industry leading Line of Business pre-configured solutions that can be deployed across industries, for clients large and small.

Our capabilities with cloud-based solutions, mobility, HANA, analytics, and procurement are unique in the market. Capgemini is able to bundle SAP licenses with our services to uniquely match clients' capital or operating expense requirements. This allows our customers to consume SAP technology as a service if required. Our Rightshore® capability and Distributed Delivery Framework allow our clients to leverage SAP practitioners in more than 22 delivery centers around the world.

About Capgemini Cloud Managed Services

Capgemini Cloud Managed Services enables clients to migrate, optimize, and manage enterprise applications in the Public Cloud, enabling a cloud first way of working within the enterprise. Our end-to-end services platform allows Capgemini clients to run production and non-production workloads in the Public Cloud. The workloads have the "look and feel" that a client expects as if they were running in their own data center by supplying Cloud "abstraction" to simplify the ongoing management and operations.



About Capgemini

With more than 190,000 people, Capgemini is present in over 40 countries and celebrates its 50th Anniversary year in 2017. A global leader in consulting, technology and outsourcing services, the Group reported 2016 global revenues of EUR 12.5 billion (about \$13.8 billion USD at 2016 average rate).

Together with its clients, Capgemini creates and delivers business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness.

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

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