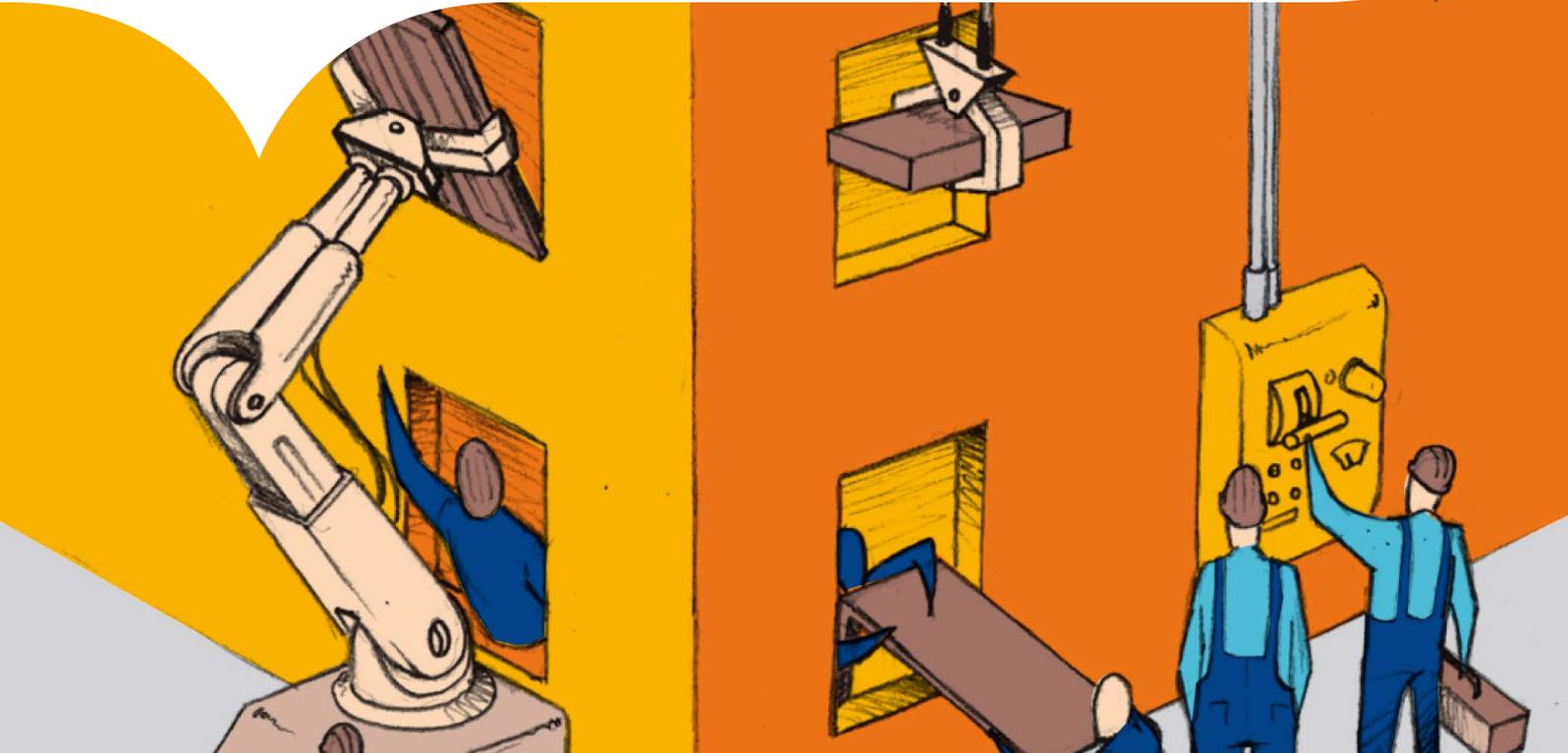


Capgemini's SAP Lifecycle Services

A revolutionary SAP service concept unlocks the power of the new SAP world and assures continuous improvement at predictable, industrial costs



Business common sense: a managed service for SAP

It has long been recognized that the cost of delivering SAP services needs to be brought under control and that the market wants SAP upgrades and enrichments to be easier and less disruptive to business operations. In short, businesses are looking for lower cost, predictability, and flexibility.

SAP Lifecycle services from Capgemini are designed to satisfy these demands. With SAP Lifecycle, we have introduced a new way to deliver SAP business functionality to our clients. We have replaced the old “one-shot implement and pay” approach with a “subscribe to improve non-stop” service. It is designed to give our clients control over the cost and scope of their SAP implementation. Imagine your SAP system being always up-to-date!

Cut your costs, not your potential

An investment in SAP can transform your business by enabling you to achieve strategic objectives with real, sustainable value derived from better processes and systems. Businesses appreciate the power of SAP solutions, but they also need their providers to reduce the total cost of ownership of IT and show a real return on investment.

People matter, results count.



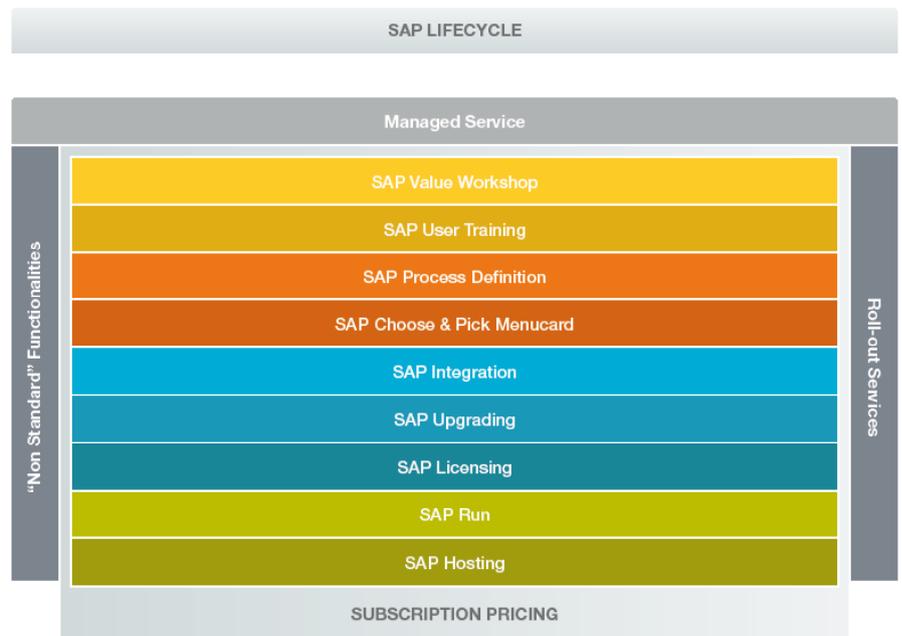
Together with the team at Capgemini, we have certainly reached a new milestone with the extension of this contract. This is a result of hard work, an increasingly sustainable relationship, and a definite belief that teamwork will result in a win-win situation for us both. The deal will also significantly reduce our TCO.”

Jens Burgers
CIO at Maxeda

Increasingly, they want to fund improvements in functionality through savings in AM costs and get predictability by moving spend from CapEx to OpEx.

SAP's response to these challenges has been the introduction of value-centric services such as ECC 6.0 together with SAP Business Suite 7, and, more recently, SAP HANA. This platform enables organizations to continuously improve and innovate by implementing new software components paired with predictable, packaged services. This strategy is simple and business-focused, so why should it be seen as a complex, technical, and expensive challenge to implement?

To deliver that simplicity and business focus, Capgemini has developed its SAP Lifecycle solution. SAP Lifecycle is part of Capgemini's revolutionary "Application Lifecycle Services" approach which is designed to deliver productivity, flexibility, and business impact. These managed services cover the full application lifecycle and are built around the notion of value-driven and continuous rationalization.



What is SAP Lifecycle?

SAP Lifecycle is a multi-year managed service, where:

- We regularly work with our clients in "value shops" (business-technology workshops), to identify the roadmap towards new business solutions;
- We redefine business processes to align with standardized best practices in SAP for the chosen scope and functionalities;
- We provide a tailored business functional upgrade choosing from a menu card with 300+ functionalities bundled in 30 services, all out-of-the-box and menu-priced;
- We train end-users to get the maximum out of the newly-chosen functionalities and redefined processes;
- We upgrade the current SAP landscape to the latest, most-relevant versions, using an industrialized method and our Indian SAP Upgrade factory;

- We integrate the upgraded and enriched SAP systems within the targeted production environment;
- We run the client's SAP landscape for a period of five years and continue to evolve it, allowing scope and service to be flexed in response to business demand;
- We offer, optionally, the SAP hosting, running the SAP systems on Capgemini hardware – thus eliminating the need for a specialized data center;
- We offer, optionally, SAP Licensing, providing the advantages of one-stop shopping and fully transparent cost;
- We do all of this at an annual subscription price for the entire bundle, to be adapted only for changes in scope and number of seats.

For our clients, SAP Lifecycle delivers a managed service with predetermined roadmap and pricing model that assures predictable cost and return on investment. It is customizable for various sectors and domains and offers an easy road to the new SAP world of Business Suite 7 and the benefits promised by game-changing technologies such as SAP HANA and SAP Mobility.

Why choose Capgemini?

As certified Global RUN SAP partners and Global SAP AMS Providers and with 13,500 practitioners worldwide, Capgemini is one of the largest SAP System Integrators. With over 40 years of cross-discipline experience, we value the privilege of becoming your SAP Lifecycle partner. In short, we are passionate about working with our clients to improve their potential while reducing their costs.

Because our partnership with SAP is deep and broad, we collaborate regularly on solutions and initiatives. For example, we developed the first NetWeaver roadmap six months before SAP introduced the concept to the market. Capgemini also delivered the first-ever live SAP HANA client project. Our work has been cited by SAP as an Enterprise SOA showcase and we worked closely with SAP to build out its next generation of architecture and Enterprise Architecture Framework. In 2013 Capgemini won the SAP Pinnacle award for “Mobile Co-Innovation Partner of the Year” and was a finalist for both the “Outsourcing and Cloud Services Partner of the Year” and “Quality Partner of the Year” awards.

SAP Lifecycle has been developed as a next generation delivery model that is part of a consistent set of Lifecycle solutions. It comes with our commitment to provide you with a service that is:

- Most Productive
- Most Flexible
- Most Impactful

Contact us via our website to have a discussion about maximizing the value of your current SAP landscape through efficient application lifecycle services and moving to a subscription service that is simple, flexible, and tailored according to your choices.



www.capgemini.com/sap-lifecycle



We needed to replace earlier-generation SAP facilities with a new enterprise-wide system. The use of expert offshore resources from Capgemini's Advanced Development Centers in Mumbai and Bangalore was a key success factor in successful delivery and implementation of the new system. Ongoing application management and delivery of enhancements has been cost-effective, based on industrial-strength processes. We are satisfied with the high quality of service that we have received in what is a fast-changing business environment.”

Graeme Smith

Project Manager,
Global SAP at Subsea 7

Illustrations: Alfredo Carlo



Capgemini & SAP

With more than 13,500 SAP resources bringing innovative solutions to over 1,300 clients globally in 2012, Capgemini focuses on helping our clients achieve results. We collaborate with clients across the complete lifecycle: licensing, implementation, hosting, and system maintenance and management, with a focus on delivering the value you expect from a world class SAP systems integrator. With our global presence in 44 countries, Capgemini uses standard global tools and methods to deliver complex SAP projects for some of the world's largest companies.

Capgemini brings our clients innovative solutions and delivery models. Our solutions and implementation methodologies are built on Capgemini's deep industry experience and leading practices, and our extensive capabilities in systems design, deployment and support. Capgemini has preconfigured industry specific solutions, as well as world-class proprietary Line of Business pre-configured solutions that can be deployed across industries, for large and small clients.

Our capabilities around cloud-based solutions, mobility, HANA, analytics, and procurement are unique in the market. Capgemini's OnePath offerings bundle SAP licenses with our services to uniquely match clients' capital or operating expense requirements. Our Rightshore® capability and Distributed Delivery Framework allow our clients to leverage SAP practitioners in more than 22 delivery centers around the world to deliver cost-effective solutions.



About Capgemini

With more than 125,000 people in 44 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2012 global revenues of EUR 10.3 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