

Health and Beauty Products Manufacturer Gets Storage Management at Low Cost

Capgemini provides a spot-on assessment to save millions of dollars in hardware for client

The Situation

A leading health and beauty products manufacturer had plans to expand its ERP system landscape and its supporting infrastructure, in order to support the next phases of its SAP Strategic Modernization Initiative (SMI), a global roll-out for all divisions and affiliates. During an initial landscape and design discussion prior to Capgemini's involvement, a hardware vendor provided the manufacturer with a \$42 million price tag to implement the next phase of the SMI global roll-out. This design equated to a massive amount of additional hardware and associated maintenance costs. The health and beauty products manufacturer sought a second opinion, and requested that Capgemini assess the quotation.

The Solution

Capgemini spent one month understanding the specifics of the situation and developed its own assessment. Specific recommendations were made for server consolidation as the first stage in a plan that reduced the company's non-prime landscape at a 2:1 ratio, giving the company the additional processing power it needed for about one-third of the cost of the original vendor estimates. In addition, Capgemini also reviewed the database and SAP software stack, recommending additional steps outside of the traditional infrastructure to further drive out costs, whilst allowing the manufacturer to more easily manage its vast SAP environment.



After pricing the programme, Capgemini ascertained that \$7 million of additional infrastructure would be sufficient to efficiently support the roll-out. This \$7m was to cover the entire life of the project—a significant reduction from the \$42m quoted by another vendor for Phase 1 of the process.

The manufacturer chose to proceed with Capgemini's approach, adding a buffer to the figure to make it \$11million. A year and a half later, this amount has still not been spent in full—confirming the accuracy of Capgemini's research and assessment. Capgemini then worked in collaboration with the manufacturer to design, implement, and install the infrastructure, software, and processes to ensure success going forward.

The Result

At the time of Capgemini's involvement, the client was undertaking an SAP rollout and deploying new functionality. The timing of Capgemini's intervention enabled the manufacturer to achieve significant cost savings and implement this roll-out more efficiently. It was able to meet all of its business Service Level Agreements for a third of the budget, and this smaller footprint could thus be managed more cost effectively over the long-term.

The manufacturer is currently continuing its rollout of SAP, a project that is ongoing until 2013. Capgemini provided a clear roadmap and direction along with the infrastructure design, so as to provide opportunities for growth and expansion as requirements dictate.

How the Client and Capgemini Worked Together

Capgemini was selected as trusted advisors for the project because they were working with the client at the time, on an assessment on overall ability to support SMI and SAP going forward. Capgemini, being hardware vendor neutral, was able to validate the quote from external vendors and offer the client an independent, honest and rigorous assessment of the situation. Capgemini was also able to work closely with the manufacturer to identify gaps in the assessment and drive it to a more resourceful conclusion—keeping in mind the best design solution for the client, whilst still maintaining strong relationships with all external vendors.

The service began with initial discovery and analysis of the numbers, as well as analyzing the external vendor's approach and methodology for the solution it had

proposed. Capgemini then continued into a thorough analysis phase and applied its best practices for sizing SAP. This identified a major gap and Capgemini was able to report on exactly what was needed to implement the project efficiently.

The health and beauty products manufacturer has been immensely satisfied by working in collaboration with Capgemini on this project. The partnership between the two companies is a strong one, and the cost savings achieved on this project has provided the manufacturer with the ability to keep the project running for another year.

About Capgemini and Sogeti

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Together, Capgemini and Sogeti have developed innovative, business-driven quality assurance (QA) and testing services, combining best-in-breed testing methodologies (TMap® and TPI®) and the global delivery model, Rightshore®, to help organizations achieve their testing and QA goals. Capgemini and Sogeti have one of the largest dedicated testing practices in the world, with over 6,400 test professionals and a further 11,000 application specialists, notably through a common center of excellence with testing specialists developed in India.

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