



Look Beyond Digital Transformation

Digital excellence is a milestone on a bigger journey. Harness ADMnext to master the art of continuous evolution—and win in the digital age.



Digital Transformation: Essential but Insufficient

For most enterprises, there is no longer any debate about whether digital transformation is necessary. The opportunities in the digital age are massive and the threats of digital disruption (“getting Ubered”) are clear.

But in the rush to modernize operations and overhaul processes, many companies lose sight of a critically important fact: digital transformation itself is not an endpoint. It’s not an “initiative” or a “project” that, once complete, will drive successful business outcomes for decades. It is a milestone on a much more important journey. The real key to leading and winning in the digital age is business agility—the ability to evolve and adapt at lightning speed, continuously.

And what’s the key to continuous evolution? Your applications. Business success in the digital age depends on the speed and quality of your business processes, your workforce, the user experience, and your IT capabilities—and all of that is driven by your applications.

That is why Application Development and Maintenance (ADM) is central not only to your digital transformation strategy, but to your ongoing journey to continuous evolution. ADM can give you the speed to avoid disruption and capitalize on opportunities, and it can empower you to improve, adapt, and get to market in ever-smaller timeframes.

And that is why Capgemini offers a radically different approach to ADM—an approach that focuses on business objectives first and foremost, takes into account the needs of traditional IT as well as the business, and that delivers business agility at an absolutely unprecedented level.

The results: ADMnext enables your enterprise to:

- Improve development speed and quality
- Increase IT operational excellence and reduce run costs
- Transform the application portfolio to support a truly digital business
- Deliver at the speed and agility demanded by the business



It is not the strongest of the species that survives, nor the most intelligent. It is the one that is most adaptable to change.”

Charles Darwin

ADMnext: A highly evolved approach

Capgemini's ADMnext portfolio delivers a wealth of service options focused on increasing business agility, expanding the business value of applications, and cutting cost across the enterprise.

ADMnext takes clients beyond traditional KTLO ADM services such as technical monitoring, scripting, manual testing, manual process execution, etc., and also goes beyond offerings that focus only on "AD" (Application Development) or "AM" (Application Management). It provides the fusion of AD and AM that's needed to accelerate your journey to continuous evolution.

The "next" of ADMnext refers to new and emerging capabilities that we're adding to traditional ADM services, such as automated testing, cloud adoption and optimization, process automation and orchestration, machine learning, AI, digital assistants, and so on. More specifically, the ADMnext portfolio is:

- An automated, modern ADM platform for the digital core
- Based on cloud, integrated ADM, and intelligent business automation services
- Capable of automating and innovating digital core assets and capabilities
- The source of the speed, scale, security, and certainty of business outcomes needed to lead and win in the digital era

ADMnext empowers your enterprise to **Excel** at the fundamentals of ADM; **Enhance** the core; and **Innovate** to achieve sustainable competitive advantages.

The result: our clients achieve 3x the commercial value of traditional ADM engagements and attain the business objectives of digital transformation faster, more securely, and at a lower total cost.

Building value by building trust

Capgemini's viewpoint is that ultimately, the success of ADM hinges on its ability to serve business goals and strategies—and the first step toward supporting business objectives is engendering the trust and confidence of business leaders. That is why Capgemini approaches each ADMnext engagement from a business perspective first.

Capgemini's ADMnext services are both business-aware and future-ready. We begin by shaping each engagement to meet the client's specific goals. Through conversations with business and technology leaders, we identify the most imperative objectives, which often include:

- Accelerating speed-to-market through expanded use of DevOps and Agile/Lean methodologies
- Increasing the effectiveness of IT service delivery while reducing costs
- Improving the business results delivered by IT services and business processes
- Future-proofing the IT landscape to enhance business agility
- Accelerating digital transformation and the associated business benefits

During initial discussions, Capgemini uses a range of interactive **Client Collaboration Assets** to quickly map your goals to our capabilities—so that you can see exactly where we can add value, how we will maximize that value, and how we can accelerate business results. You select the goals that are most important to your organization, and we present a detailed list of performance enhancement levers that will help you achieve those goals.

We also begin drafting a transformation roadmap that shows both the "art of the possible" and concrete steps to take along the way, complete with services, tools, methods, metrics, and more. This serves as a starting point for more detailed discussions with all stakeholders and lays the foundation for a collaborative, business-focused engagement tailored to business priorities.

ADMnext delivers more value - every step of the way.

Wherever you are on your road to maximizing business agility for the digital age, Capgemini can help you take the next steps quickly, securely, cost-effectively and with confidence. We offer an extremely broad range of service offerings, sector-specific expertise, and industry best practices based on many years of successful client engagements worldwide.

Capgemini can deliver integrated services across the full range of client requirements, for traditional IT as well as transformational IT. We can serve as your trusted partner throughout your journey—empowering your enterprise across three broad categories of capabilities:



Excel at the fundamentals.

Directly address the challenges that may be limiting operational effectiveness today.

- Reduce run costs while improving service delivery
- Simplify, standardize and automate where meaningful
- Improve the user experience & workforce productivity
- Identify and remediate application issues
- Adapt sourcing strategies



Enhance the core.

Create a culture of continuous improvement and increased IT efficiency.

- Accelerate delivery by expanding the use of DevOps and Agile/Lean across the enterprise
- Increase cloud adoption and use of automation, AI, analytics, etc.
- Integrate development teams to make development faster and smarter
- Align ADM actions to improve business KPIs
- Revitalize applications to reduce redundancies while creating new capabilities



Innovate like never before.

Use applications as the catalyst for accelerating business initiatives and time-to-market.

- Use Capgemini innovation resources such as Applied Innovation Exchange and Design Office to anchor innovation efforts in reality
- Modify existing applications to enhance P&L impact with digital, analytics, and AI capabilities
- Reimagine the application landscape to increase speed-to-market for new products and services

Top 10 Advantages of ADMnext

ADMnext is differentiated from traditional ADM services on multiple fronts—particularly in the following areas:

- 1. Business first:** ADMnext focuses first and foremost on your business priorities, not just your technical KPIs or IT capabilities. We address your ultimate business objective: maximizing business agility to lead and win in the digital age.
- 2. Sector-specific expertise:** Capgemini has proven expertise, assets, and best practices in virtually every vertical market, including financial services, healthcare, manufacturing, consumer products/retail, energy, automotive, and more. We have many satisfied clients in each sector and will provide specific examples of results attained.
- 3. Open, best-of-breed approach:** Capgemini has a unique ability to generate a client-based IP platform based on open solutions. For example, our Automation Drive and ADMnext Factories are based on Open Stack, preventing vendor lock-in and keeping you open to new technologies as they emerge.
- 4. Unified delivery platform:** Capgemini can orchestrate the integration of multiple innovative resources such as analytics, automation, machine learning, artificial intelligence, and more, on a unified delivery platform. We are also experimenting with a “digital factory” approach whereby we help create centers that provide greater scale & efficiency and can extend horizontally to incorporate new capabilities.





- 5. Uniquely collaborative engagement style:** We begin with an interactive, consultative assessment of business objectives; we link the goals to specific solutions and quantify the timeframes and expected results; we provide a stage-by-stage view of planned execution; we offer “what-if” simulations to gauge commercial impact of various options; and our services are delivered by specialists who truly value and encourage a team-oriented approach to each engagement. The result is not only a higher level of value but also a higher level of trust.
- 6. Comprehensive service portfolio:** No matter where your enterprise is on the “Excel, Enhance, Innovate” continuum, Capgemini can help you advance with total confidence in the results. We have the expertise, global reach, and wealth of offerings to help lines of business, departments, or geographically dispersed offices achieve their specific goals.
- 7. An exceptionally diverse workforce:** Capgemini maintains a global workforce of 190,000 professionals in over 40 countries. This diversity gives clients local access to ADM talent and global scale; it also allows clients to benefit from their collective, shared knowledge and best practice expertise in multiple areas of technology and ADM solution elements.
- 8. With you all the way:** ADMnext covers all aspects of both ADM and the overarching digital transformation agenda, including Cloud Infrastructure Services, Automation Services and Technologies, Business Services, Digital Services, and Digital Customer Experience Services.
- 9. Flexible pricing based on business outcomes:** Capgemini does not limit clients to fixed-price offerings. We can offer flexible engagement models and tailored pricing based on business outcomes as measured by specific milestones or KPIs, with “commercial specificity” for key sectors or vertical markets.
- 10. Clear control across the delivery chain:** You keep the control as the pilot and Capgemini acts as your co-pilot and committed transformation partner. We share hypothesis and calculation rules using the same dashboards & tools across the entire engagement.

Connect with Capgemini.

Contact Capgemini today for details about our comprehensive, integrated ADMnext portfolio, or to arrange a demonstration or proof-of-concept (POC).



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. 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.

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People matter, results count.

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