

Innovate. Optimize. Scale.

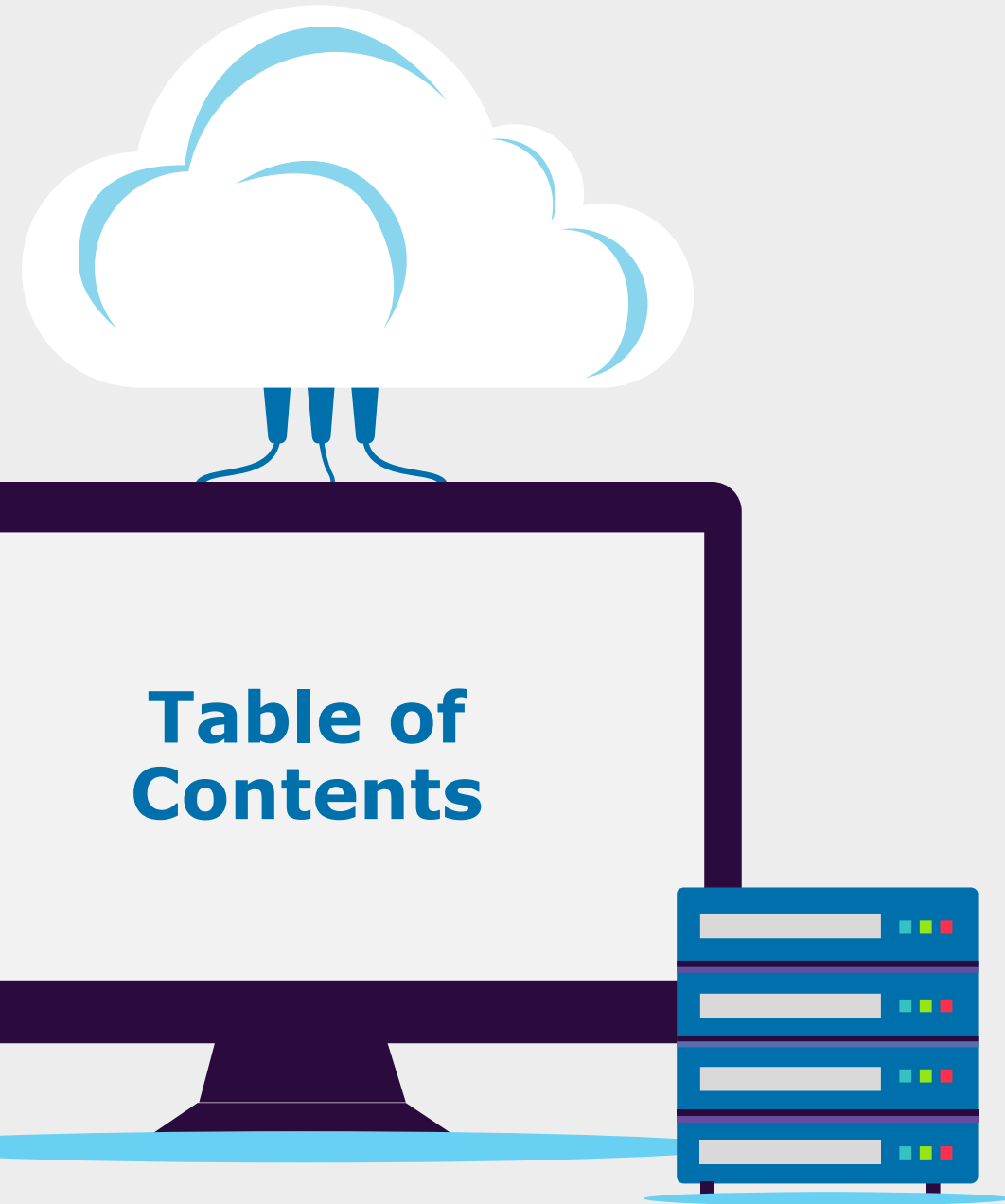
Transforming customer experience and driving new revenues with cloud native apps

October 2020



Power ON to Cloud

Cloud Native Transformation



- [Business Challenges](#)
- [How Capgemini can help](#)
- [Capgemini's Three-stage engagement model](#)
- [Our Differentiators](#)
- [Capgemini-VMware Partnership](#)
- [Capgemini and VMware - Case studies](#)
- [Connect with us](#)

Business Challenges



- Are you looking for ways to develop apps more quickly?
- Do you want better visibility of your app portfolio?
- Is your current approach to app development too slow and resource heavy?
- Is automation part of your plans to drive up app efficiency?
- Are your existing apps difficult to update, modernize and grow?
- Do you want to leverage open source apps, but worry about security?
- Are you clear on which of your apps to keep, phase out, move to the cloud or rebuild from scratch?
- How is your infrastructure set up to respond to app development?
- How much do you spend to keep your existing app infrastructure going?

How Capgemini can help



Modernizing private cloud environments, while also taking advantage of public cloud innovations



Increasing developer velocity and empowering them to innovate



Transforming app development, so new services align with business priorities and desired outcomes



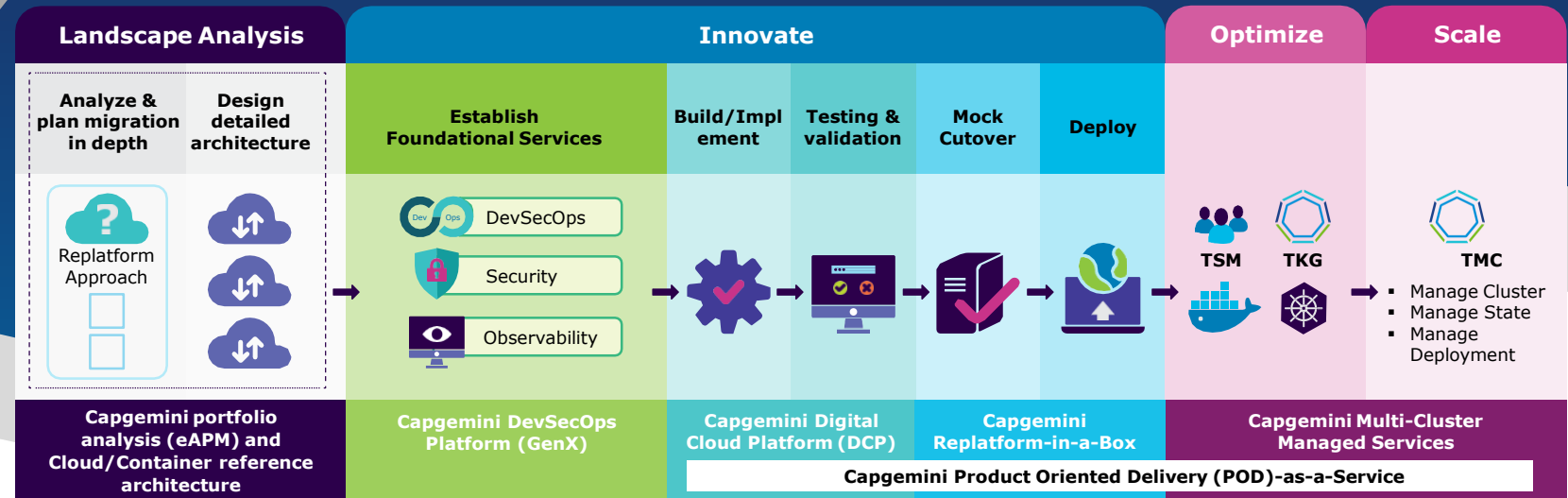


Our three-stage engagement model

VMware's Tanzu portfolio, combined with **Capgemini's** consulting, implementation, and managed services, will accelerate your client's app transformation efforts, no matter where they are on their journey.

Our engagement model consists of three key stages:

Innovate → **Optimize** → **Scale**





Innovate

Building new cloud native apps and re-platforming existing ones



Understand current landscape

Look at the customer's existing app portfolio and prioritize which apps to modernize based on business impact.



Assess cloud readiness

Highlight gaps in the customer's current versus future state. Score their current DevSecOps maturity. Identify the tools needed to create a fully automated cloud native ecosystem.



Define the strategy

Agree the process for getting the foundational technology and platforms in place. Include Continuous Integration, Continuous Delivery and Continuous Testing pipelines, security controls, and an observability framework.



Create and re-platform

Adopt best practices in containerization to break down the functional capabilities of each app into autonomous microservices.



More insights here on the advantages of Innovate





Optimize

Automating the deployment and management of app containers



While Kubernetes is the de facto standard for managing containers at scale, it can be difficult and time-consuming for Ops teams.

We have two unique solutions to automate and simplify the process:

- **Tanzu Kubernetes Grid (TKG)** – which simplifies installation and ongoing operation. It works across public cloud, hardware and edge computing environments. It's also open source, giving clients consistency and easy access to innovation
- **VMware vSphere** – a virtualization platform that, in tandem with TKD, gives clients one secure 'common core' of Kubernetes across their multiple clouds, rather than having to create their own



More insights here on the advantages of Optimize



Scale

Managing many Kubernetes clusters across many teams

When managing multiple app containers, clients can end up with a sprawl of Kubernetes clusters.

Capgemini - offers an end-to-end enterprise-ready managed service that is infrastructure agnostic, with pay-as-you-go pricing models.

VMware provides full stack visibility via Tanzu Observability by Wavefront, which enables dashboards for highlighting potential problem areas and opportunities to optimize performance.

VMware Tanzu Mission Control supports Kubernetes Cluster management



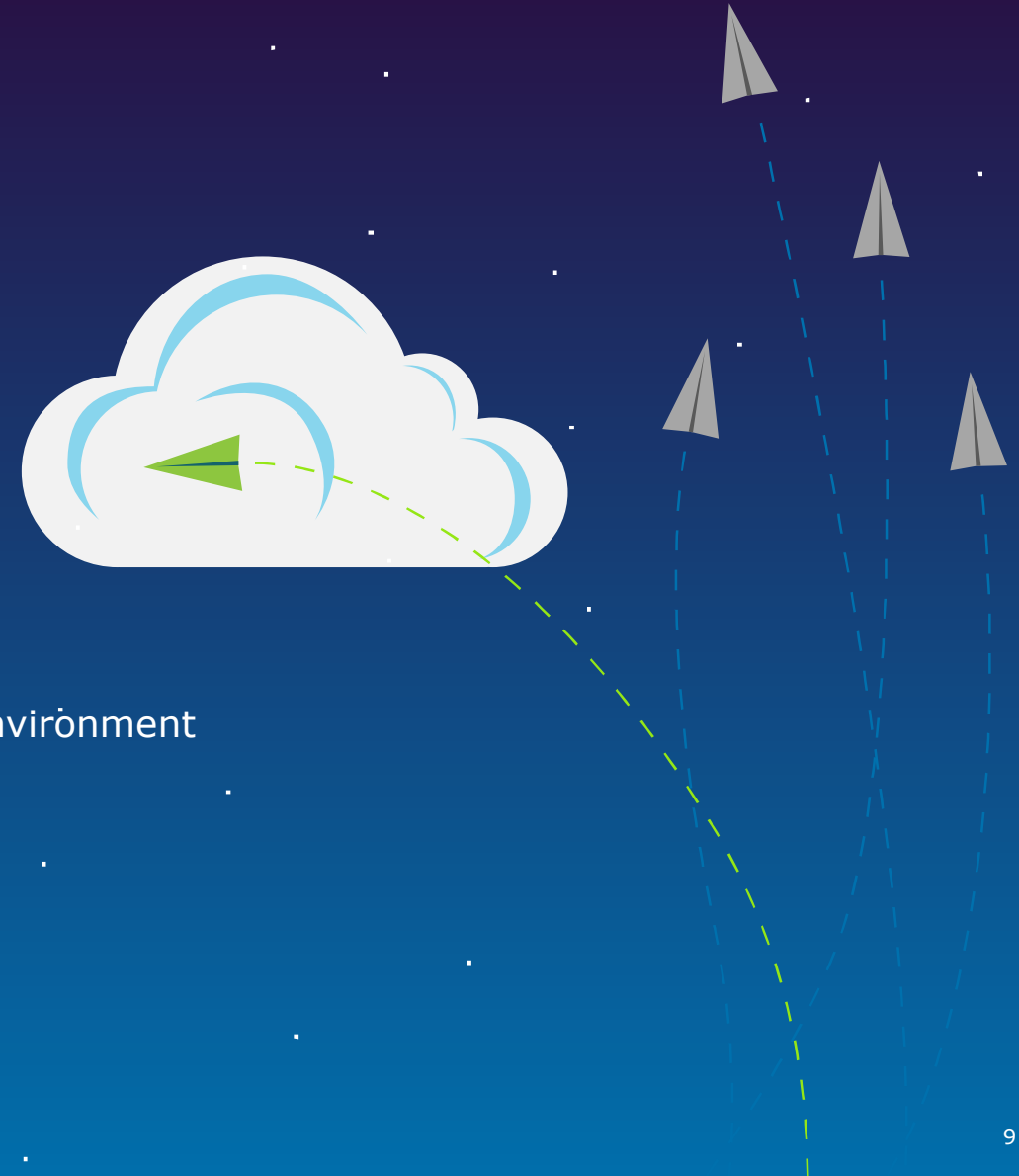
More insights here on the advantages of Scale



Our differentiators

The services in our **Innovate** → **Optimize** → **Scale** model allow clients to take either an **'application down'** or **'infrastructure up'** approach.

- Avoid heavy investments
- Accelerate time to market of new app environment
- Platform agnostic, can develop apps as desired.
- Portable, can easily repurpose in case of a multi-sector operating environment



A Robust Partnership



Capgemini	VMware
Extensive industry domain experience and technical skills in app modernization, infrastructure and cloud	Proven methodology to move enterprises to a software-driven architecture
DevOps model for app delivery, with technology-agnostic approach to ensure best-of-breed solutions	Flexible portfolio of modern app products and services that work both 'infrastructure up' and 'app down'
Strategic focus to align IT transformation with business outcomes	Mature, secure, pre-built components built on open source technology to jumpstart app development and modernization
Managed services expertise, using best practices, templates and standard operating procedures	Ability to integrate with any ecosystem product based on open source technologies
Collaborative structure and proven methodologies focused on business issues	Heritage in innovative infrastructure development, coupled with a full range of app services
Certified team of VMware developers with deep experience in infrastructure and app development	Platform structure that allows developers to focus on speed and innovation, not infrastructure operations

Joint solutioning case studies

Large Financial Organization

Large media company



Challenges faced by the business

Business requirements:

- Modernization of numerous applications that are based on older technology
- Decrease the rising effort and cost to support legacy applications

Business requirements:

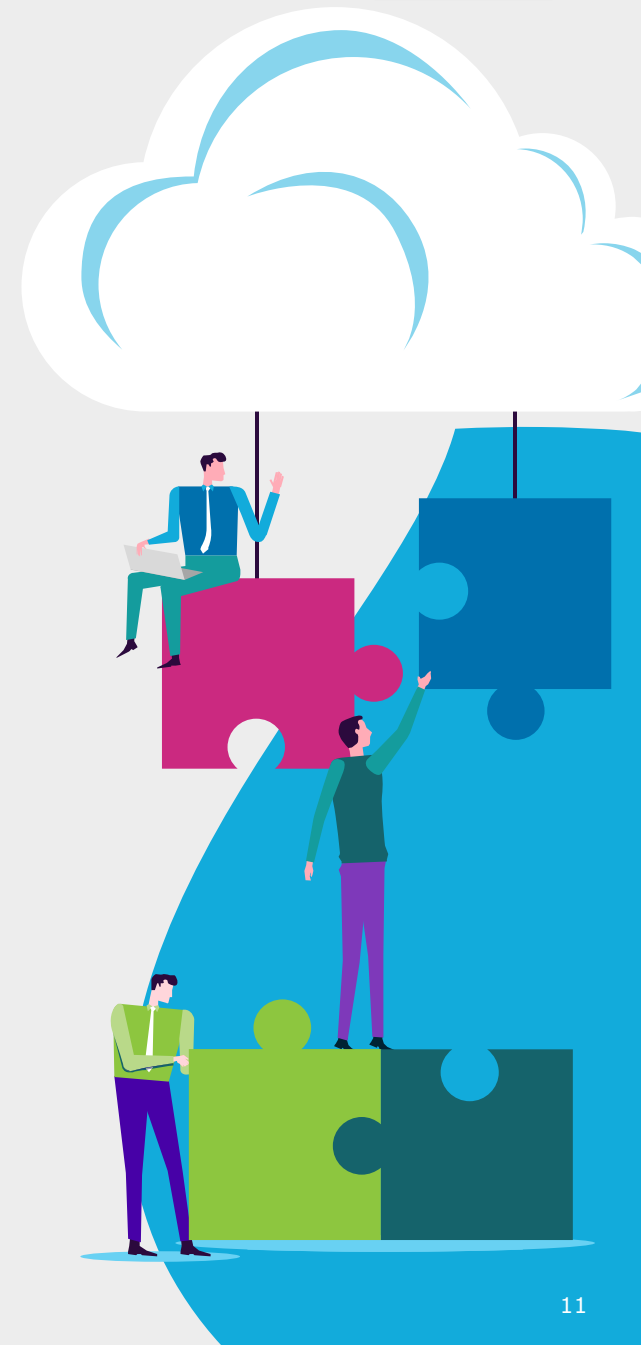
- Standardize platform to build and host cloud native applications, which is reliable, scalable and meet rapid application development and deployment goals
- To eliminate friction between application team and IT operation
- Common cloud platform to support various languages, runtimes and integration points for various BUs within the Organization
- Automation and adoption of various tools and frameworks to support the foundation



Benefits after joint solutioning implementation

- Decrease application TCO
- Enable rapid application development
- Increase application reliability and environment consistency

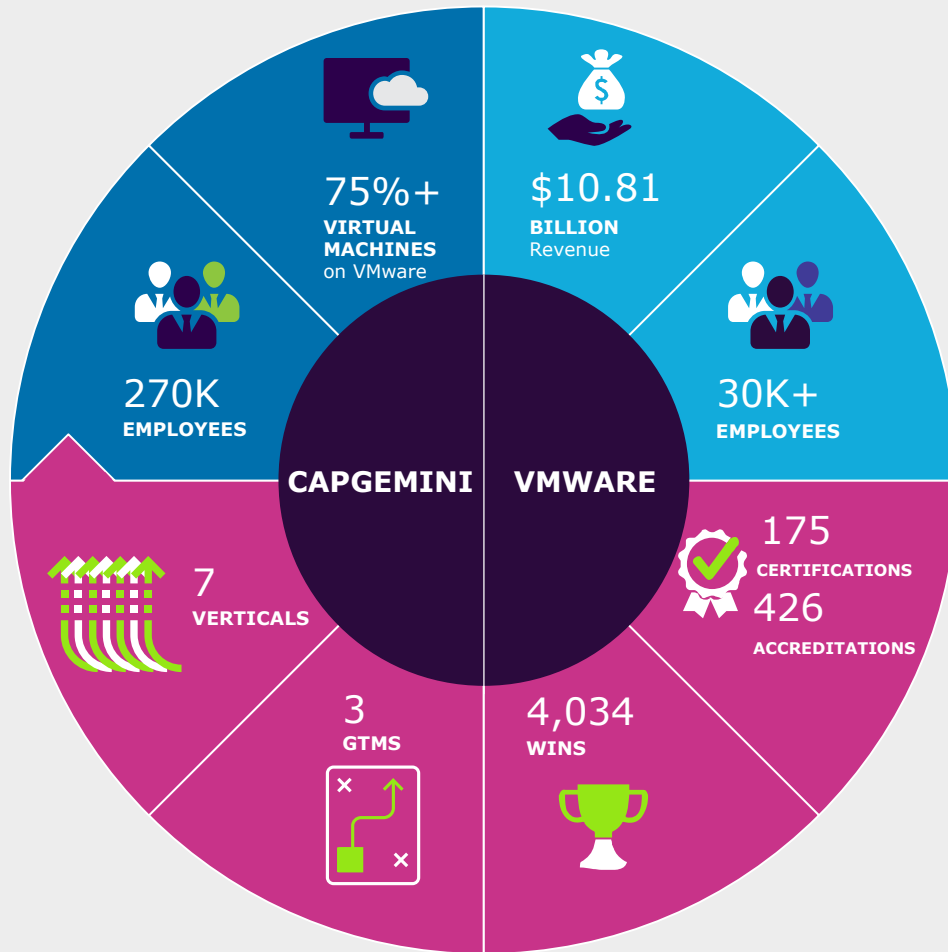
- 100+ applications of various languages migrated
- Rapid deployment increased time to market .
- High customer satisfaction levels .
- Highly stable and scalable system delivered
- Agile development with short sprints.





Capgemini and VMware

Repository - Joint Solution Offerings



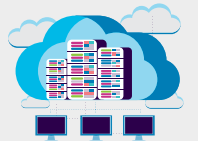
Capgemini Cloud Platform – Dedicated Hosting

Enable consistent tools, security, governance, and operating environment across any cloud (AWS, Azure, GCP). Combines Capgemini’s multi-cloud platform with **VMware's hybrid cloud** to extend on-premises vSphere environments in AWS, Azure, and GCP.



Capgemini Data Center Transformation Private Cloud

Combine Capgemini DCT phased services methodology with **VMware Cloud Foundation for private cloud**. VMware Cloud Foundation leverages consistent infrastructure and consistent operations for hybrid cloud.



Capgemini Managed PaaS

Delivers modern applications by applying cloud native design principles to improve customer experience, disrupt the market and reduce operating expenses. **VMware Tanzu platform** brings consistent developer experience and IT operations manageability and scalability.



Learn more about the [Capgemini and VMware partnership](#)



To leverage our joint solution for your business advantage,
please connect with:

Jay Dowling

Vice President
Global Strategic Initiatives & Partners

jay.dowling@capgemini.com



For more insights, access our on-demand POVs here:



POV: Apps
Modernization



POV: Product-driven
Development Approach



About Capgemini

Capgemini is a global leader in consulting, digital transformation, technology and engineering services. The Group is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year+ heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. Today, it is a multicultural company of 270,000 team members in almost 50 countries. With Altran, the Group reported 2019 combined revenues of €17 billion.

Learn more about us at
www.capgemini.com



This presentation contains information that may be privileged or confidential and is the property of the Capgemini Group.

Copyright © 2020 Capgemini. All rights reserved.