

Enterprise Core for CXO's

Fusing your business and data to power AI-first efficiency and innovation

2026 Edition



A FOCUSED APPROACH TO ADDRESS PRIORITIES ON EACH CXO'S AGENDA



Enterprise Core -
Supply Chain



Enterprise Core -
Manufacturing



Enterprise Core -
Finance



Enterprise Core -
Sales & Services



Enterprise Core -
HR

DRIVEN FORCES IN THE MARKET IMPACT DIFFERENTLY EACH CXO

- Agility
- Flexible industry ecosystems
- Forward-looking capabilities
- Resilience

- Virtual customer/partner/employee engagement
- Client centricity
- Brand
- Personalization

- Subscription vs product selling
- Focus on outcomes
- Connect with assets (Digital Twin)
- SW and infrastructures beyond enterprise boundaries – extending to the edge

- Transition to more sustainable products/services
- Improve sustainability in business operations (SCOPE 1-2-3)
- IT sustainability



SPEED OF
CHANGE/
VOLATILITY

1



MULTICHANNEL
EXPERIENCE

2



NEW BUSINESS
MODELS

3



SUSTAINABILITY

4

MARKET TRENDS



DevOps



Data &
Insights



Cloud and
Edge



Composable
Architectures



Green Products,
Processes, IT



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SUB-OFFERS

- Intelligent network design
- Smart forecasting
- Supplier collaboration
- Supply planning and digital manufacturing
- Order fulfillment operations
- Supply chain control tower

- Connected Engineering
- Connected Customer
- Connected Shopfloor
- Connected Product

- Central Finance and Group Reporting
- Faster Close
- Compliance and Risk Management
- Shared Services
- Treasury and Cash Management
- Profitability and Enhanced Analytics

- Servitization
- Subscription Based Billing
- Fast Configure-Price-Quote
- Sales and Service

- Workforce Agility
- Core HR
- Secure Talent
- The Learning Enterprise
- Employee Experience Design
- Employee engagement

KEY QUESTIONS

What if we could improve your forecast accuracy up to 30% and reduce days of inventory outstanding up to 12%?

Would you be interested in knowing how we helped our customer Navantia transform the Cartagena Diesel Engine Factory with end-to-end integration of all plant processes in engineering, production, logistics, quality management?

Do you want to know how our Client, with over 360 entities in France and 60 in the Group, achieved to reduce financial close cycle from 7 to 5 days?

The best companies we have helped in your industry attained and E2E integration from opportunity to billing. Are you ready for that?

What if you could create a work experience that aligns people wants, needs and expectations with company goals?

OFFER LEADERS



Viji Philip

viji.Philip@capgemini.com



James Rickard

james.rickard@capgemini.com



Mike Curl

mike.curl@capgemini.com



Sharmistha Sanyal

sharmistha.sanyal@capgemini.com



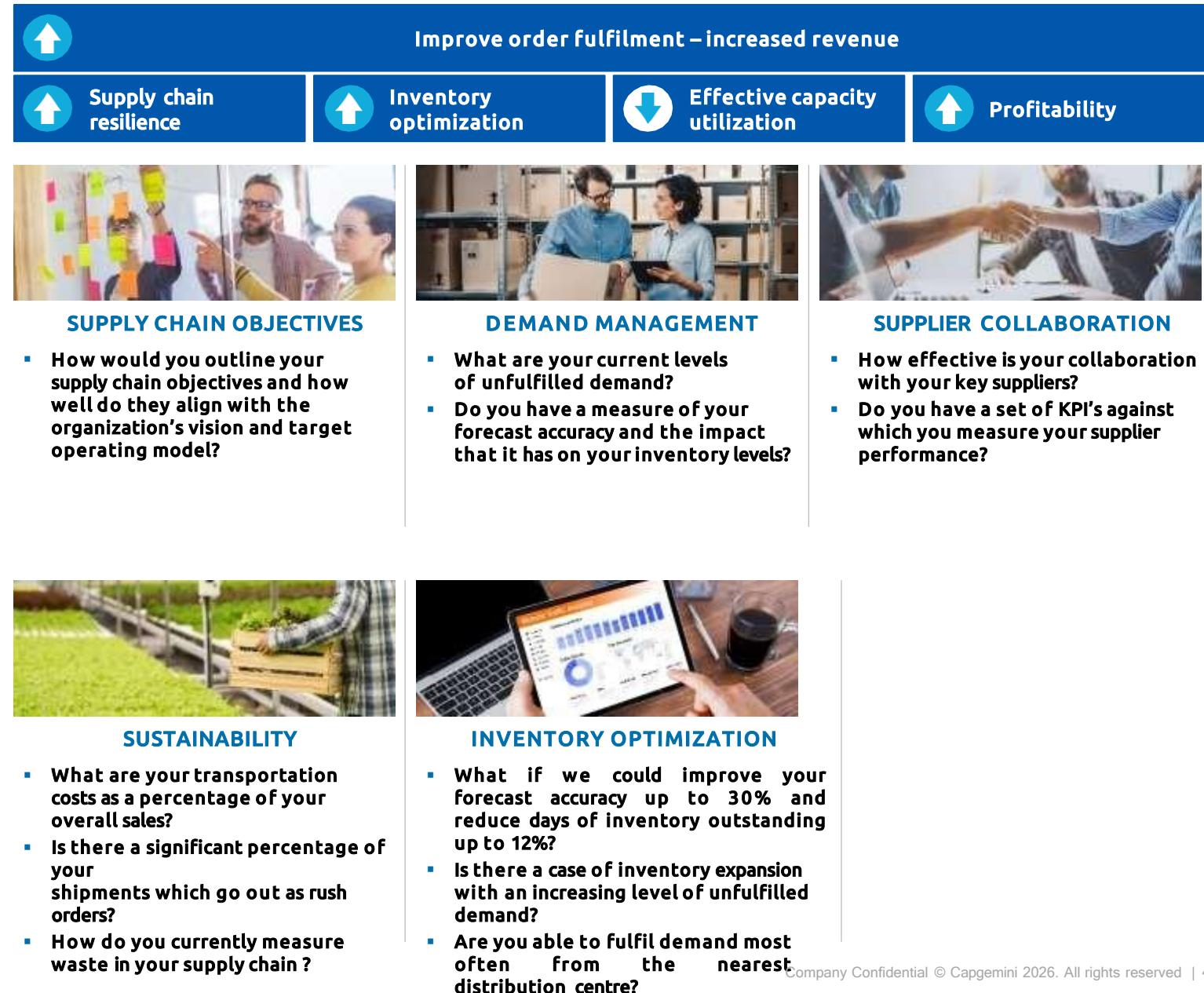
Reese Dunbar

reese.dunbar@capgemini.com



ENTERPRISE CORE – SUPPLY CHAIN

CHIEF SUPPLY CHAIN OFFICER DEMAND FORECASTING, INVENTORY, SUSTAINABILITY



ENTERPRISE CORE – MANUFACTURING



COO
TRANSFORMING END-TO-END
MANUFACTURING PROCESSES BY
LEVERAGING LATEST DIGITAL TECH



HEAD OF MANUFACTURING ENGINEERING

1. Do you want to connect the golden triangle of PLM, ERP and MES for truly concurrent engineering?
2. Do you want to move towards Global Engineering delivered by Local Manufacturing?
3. Would you like to collaborate more with your partners and have, even better visibility of your R&D pipeline?
4. Do you capture the performance data you want from your products once sold, so you can improve them?



CHIEF OPERATING OFFICER

1. Are you looking to move your customer base more to a "pay for use" model?
2. Do you want to offer new services to your customers using Data Insights?
3. Are you looking to increase your market share of the service sector around your products?
4. Do you need to know more about how your products perform after you have sold them?



HEAD OF PRODUCTION PLANNING

1. Do you have the (near) real time visibility of demand needed for effective production planning and scheduling?
2. Do Engineering, Sales and Manufacturing always effectively align around new Product introductions?
3. Can you run the supply chain simulations and risk assessments needed to have confidence in your lead times?
4. Do your plans align with your predicted plant manufacturing asset availability?



HEAD OF PRODUCTION OPERATIONS

1. Do you want to simulate future Manufacturing throughput with a Digital Twin?
2. Do you struggle to scale your Industry 4.0 PoCs into real Smart Factory Operations?
3. Do you need to track and trace your products through the entire supply chain?
4. Do you have clear line of sight from Top to Shop-floor to enable quick decision making?



ENTERPRISE CORE - FINANCE



CFO
AUTOMATION AND AGILE
FINANCE FOR FAST CLOSE

A more efficient and effective finance function, leading from the front and driving change

Revenue **Costs** **Margin** **Automation**



AUTOMATION

- Automation and optimisation of processes enables the business to reimagine their operating models
- Leveraging digital technology and automation significantly reduces finance operating costs and improves accuracy



FUTURE FOCUSED FINANCE

- Shift from rear-view mirror to looking at the road ahead
- Working capital and cash improvements through real time analytics
- Placing data and analytics at the core of finance to make accurate strategic and tactical decisions



AGILE FINANCE

- The operating model and corporate structure can change rapidly
- M&A are a routine challenge for business. There is a requirement to enable the M&A process from strategy and inception through to execution



FASTER FINANCIAL CLOSING

- What if we could complete your monthly closing cycle in 2 days and attain a faster year-end closing cycle by 15-25% ?
- Gain greater transparency on month end processes
- Attain a faster closing cycle by 15-25%



COSTING AND PROFITABILITY

- Get reliable and timely Contribution Margin reporting by products and market segments
- Understand the impact of pricing strategy
- Allocate costs fairly and transparently



ENTERPRISE CORE - SALES AND SERVICES

CSO
PROVIDING SEAMLESS CPQ
EXPERIENCE, GENERATE NEW
REVENUE STREAMS



SILOED SALES AND SERVICES TEAM

- Sales and after sales teams are siloed and lack visibility across the sales lifecycle between sales and post sales services



FASTER TIME TO MARKET

- Does the team struggle with pricing complex configurable products
- Challenged on converged invoicing for products and services
- How many deals are being lost as it took too long to price?



UNIFIED CUSTOMER VIEW

- Are you able to integrate customer insights across channels and offer a unified view of the customers?
- Can Do your field service agents have real-time information access and sharing to solve service issues?



TRANSITION TO NEW BUSINESS MODELS

- Are you contemplating on new business models which are subscription driven or outcome-based contracts
- The best companies we have helped in your industry attained and E2E integration from opportunity to billing. Are you ready for that?



ENTERPRISE CORE - HR

CHRO
BETTER EMPLOYEE EXPERIENCE
AND WORKFORCE AGILITY



About Capgemini

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