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Capgemini Brings Cloud Computing and Services Into Reality for the Organization

Capgemini creates new global “Infostructure Transformation Services” unit to accelerate clients’ ability to drive sustainable cost reduction, and access the benefits of cloud computing and services

PARIS, March 8, 2010 – Capgemini Group - together with Sogeti (Capgemini Group subsidiary) - today announced the launch of a new suite of services that will help clients realize the business benefits of cloud computing and services. Infostructure Transformation Services enables organizations to re-engineer their IT infrastructure and deliver immediate, sustainable cost reductions, and enable the shift to creating an “Infostructure”¹. This will help them to position themselves to exploit the new consumption based, commercial models of cloud computing and cost-effectively create differentiation through the emergent cloud services environment which radically changes the way organizations assemble solutions. Four distinct offerings within Infostructure Transformation Services will help companies on their journey towards the cloud; these include data center optimization and consolidation, virtualization, unified communications and cloud-based solutions*. This broad offering will draw on expertise from right across Capgemini’s technology services, Sogeti, consulting and outsourcing business groups.

Virtualization and cloud computing were highlighted as the top two technology priorities in Gartner's recent [2010 CIO survey](#). The report also highlighted the industry-wide need to innovate against the backdrop of budget cuts as we move into a period of growth: “2009 was the most challenging year for CIOs in the corporate and public sectors as they faced multiple budget cuts, delayed spending and increased demand for services with reduced resources,” said Mark McDonald, group vice president and head of research for Gartner EXP. “This is set to change in 2010, as the economy transitions from recession to recovery and organizations transition their strategies from cost-cutting efficiency to value-creating productivity.”

¹ **Infostructure:** The combination of an organization’s virtualised applications portfolio, infrastructure and data.

“CIOs are under pressure to deliver sustainable cost-reduction whilst providing value-for-money opportunities for growth and differentiation. New business models are disrupting the manner in which computing capability is deployed and procured, perhaps more importantly the explosion of new cloud services creates the notion of the ‘Enterprise Apps Store’² which we believe will fundamentally change the means by which companies assemble solutions,” said David Boulter, vice president, Global Infostructure Transformation Services. *“Capgemini has a track record for being an independent, progressive partner and is always eager to embrace the disruptive innovators, which has enabled us to accelerate our field learnings and bring cloud into reality for our clients”.*

The journey to the cloud is a business-led conversation, typically starting with aligning business models and drivers with the technology roadmap. Infostructure Transformation Services takes this from business case through design and architecture to implementation and utility run. Capgemini has developed processes and methodologies to help clients with the journey—first from physical to virtual, and then into cloud; all the while moving from the traditional world of system integration, into the new world of services assembly.

As well as delivering sustainable cost-reduction and creating more opportunities in terms of cloud services, Infostructure Transformation Services will also create a considerable impact to clients’ carbon footprint. All four offerings* create considerable optimization and hardware savings, while any services outsourced to Capgemini will benefit from operating within its new world-class green datacenters.

The creation of Infostructure Transformation Services represents the fourth stage of Capgemini’s major growth initiative, part of its ‘Business as Unusual’ plan which was unveiled on November 5, 2009. It was launched with a major investment in the Group’s Business Information Management capability, followed by the announcement of new global Application Lifecycle Services and the launch of an updated Testing Services offering. Through this series of strategic offerings, Capgemini aims to generate €800 million of additional bookings in 2010.

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² **Enterprise Apps Store™**: An ecosystem of niche software-as-a-service providers, targeted at a specific sector or type of enterprise.

*** Note to Editors**

The four key services within Infostructure Transformation Services are as follows:

1. **Data Centre Optimization:** this involves the consolidation of physical data centre real estate, the modernization of servers and storage and importantly, the rationalization applications portfolio. Data centre optimization appeals to organizations with old facilities, which may lack capacity or be ill-equipped to meet today's power requirements for modern hardware, and typically fall short of environmental expectations. Typical projects may reduce total cost of ownership by up to 25% and may optimize space usage by up to 75%, with an increasingly important improvement in carbon footprint.
2. **Virtualization:** this service converts hardware such as servers, networks, storage and even desktops into virtual environments. This radically improves utilization, speed of deployment and provisioning, and enables new support models. Virtualization appeals to any organization looking to improve its capacity whilst avoiding further capital expenditure. Virtualization projects may cut the number of servers needed by an average 55%-75%, improving a typical IT estate's utilization significantly.
3. **Unified Communications and Collaboration (UCC):** Expanding on traditional unified messaging, UCC helps to accelerate the flow of information across all platforms and devices, uniting blended user groups across the organization for more efficient interaction between employees, partners or customers. UCC appeals to organizations looking to reduce costs through process improvement; to high-growth organizations and those penetrating new markets; or to those organizations that need to collaborate intimately with other organizations or consumers. Capgemini customers commonly see up to 50% cost reduction in core areas.
4. **Cloud Computing and Services:** These enable organizations to scale their compute capacity through public, private and hybrid cloud models and access and assemble niche services. Cloud computing is especially relevant for organizations that may have a business model subject to significant demand fluctuation—for example in the retail and pharmaceutical industries; cloud services are ideal in a highly commoditized business model that needs constant refreshing and differentiation, but that requires a cost effective way to continually innovate.

For more information about Capgemini and Sogeti's Infostructure Transformation Services, please visit:
<http://www.capgemini.com/its>

About Capgemini

Capgemini, one of the world's foremost providers of consulting, technology and outsourcing services, enables its clients to transform and perform through technologies. Capgemini provides its clients with insights and capabilities that boost their freedom to achieve superior results through a unique way of working, the Collaborative Business Experience. The Group relies on its global delivery model called Rightshore[®], which aims to get the right balance of the best talent from multiple locations, working as one team to create and deliver the optimum solution for clients. Present in more than 30 countries, Capgemini reported 2009 global revenues of EUR 8.4 billion and employs 90,000 people worldwide.

More information is available at www.capgemini.com.

About Sogeti

Sogeti is one of the leading local IT and engineering service providers and is specialised in application and infrastructure management, high-tech engineering and software testing. Sogeti works with its clients to optimize their IT systems' performances thanks to technologic innovation. Sogeti is present in 15 countries worldwide with more than 200 offices in Europe, the US and India, and brings together over 20 000 professionals. Sogeti is 100 % part of Cap Gemini S.A., quoted on Paris stock exchange market.

For further information: www.sogeti.com.

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