



GROUP STRATEGIC INITIATIVES
& PARTNERSHIPS

GLOBAL CAPABILITY AND SERVICES

ORACLE ALLIANCE

**WELCOME TO
CLARITY WITH CLOUD**



OVERVIEW



> GLOBAL PARTNERSHIP WITH ORACLE – OVERVIEW



> CLOUD GO TO MARKET SOLUTIONS



> OUR SUCCESS STORIES

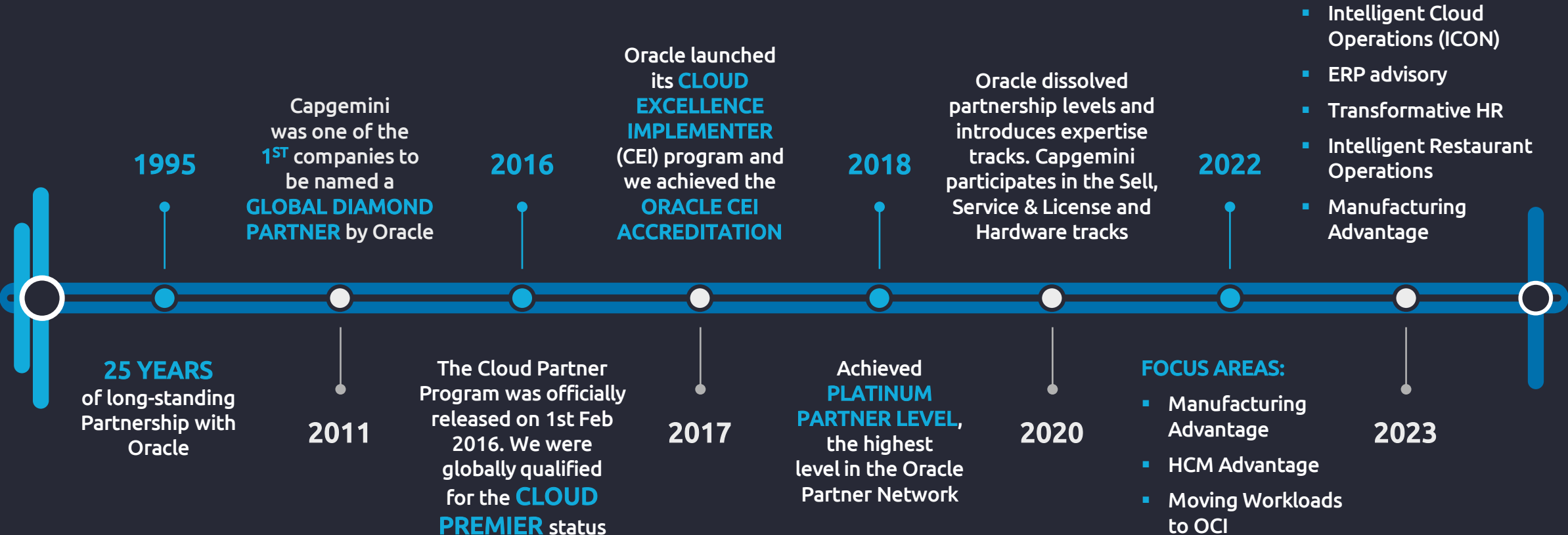


> GLOBAL AWARDS & RECOGNITION















**GLOBAL PARTNERSHIP
WITH ORACLE –
AN OVERVIEW**



PARTNERSHIP HISTORY WITH ORACLE

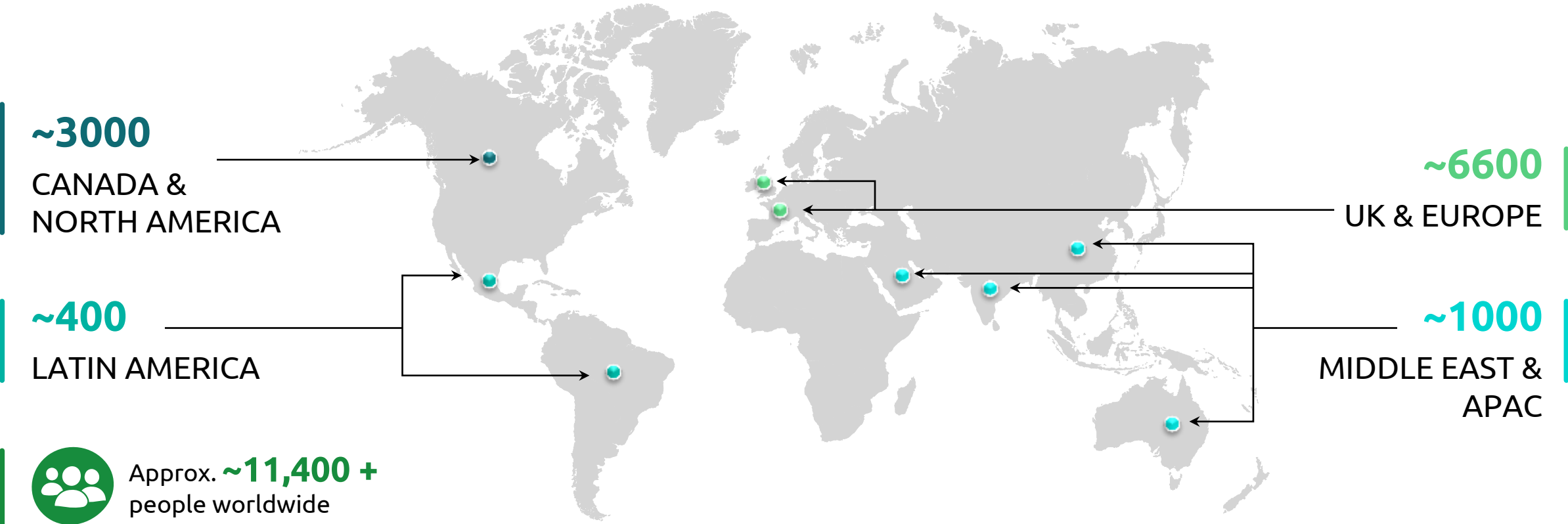


CURRENT PARTNERSHIP SNAPSHOT

 <h2>PARTNERSHIP OVERVIEW</h2> <ul style="list-style-type: none"> ▪ Long-standing partnership since 1997 ▪ Core partner for the Group ▪ Expertise across the Oracle SaaS, PaaS and IaaS portfolio 	<h2>FACTS AND FIGURES</h2> <p>Capgemini’s partnership with Oracle began in 1997, and has been growing stronger ever since. Capgemini has been at the highest level of partnership status with Oracle. As a key strategic partner globally for Oracle, and a member of the modern Oracle Partner Network (OPN), Capgemini participates in the Sell, Service & License and Hardware tracks and holds demonstrated expertise across the Oracle SaaS, PaaS, and IaaS portfolio.</p> <div style="display: flex; justify-content: space-between;"> <div style="width: 30%;">  <p>Over 11,400 Oracle expert consultants worldwide</p> </div> <div style="width: 30%;">  <p>2600+ certified consultants (Applications/Technology/Industry)</p> </div> <div style="width: 30%;">  <p>630+ active clients in 2023</p> </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 20px;"> <div style="width: 30%;">  <p>85+ OPN expertise (Sell, Service, License & Hardware)</p> </div> <div style="width: 30%;">  <p>7000+ projects, and in 2023 we have 2683 projects till date</p> </div> </div>				
<h2>INDUSTRY RECOGNITIONS</h2> 	<h2>SOLUTIONS PORTFOLIO</h2> 				
 <h2>AWARDS</h2> <ul style="list-style-type: none"> ▪ Oracle EMEA Business Impact award for Cloud/Tech 2023 ▪ Real IT Award for Cloud ERP 2022 ▪ Oracle Cloud Infrastructure (OCI) Partner of the Year France Award 2020 ▪ 3 UK OUG Awards 2019 ▪ 2 NetSuite Industry Vertical Awards 2019 ▪ 2 PaaS Forum Awards 2019 ▪ IaaS Forum Award 2019 	 <p>Intelligent Cloud Operations with Oracle Cloud Infra</p>	 <p>Manufacturing Advantage with Oracle SCM Cloud</p>	 <p>ERP Cloud Advisory for Oracle Cloud</p>	 <p>Transformative HR with Oracle HCM Cloud</p>	 <p>Intelligent Restaurant Operations with Oracle Fusion Cloud</p>

GLOBAL ORACLE CAPABILITY OVERVIEW

WE HAVE OVER **11,400** ORACLE CONSULTANTS GLOBALLY WITH SUCCESSFUL DELIVERIES IN **50+** COUNTRIES



OUR UNIQUE CAPABILITIES POWERED BY ORACLE

COVERS THE FULL SPAN OF ORACLE CLOUD APPLICATIONS AND INFRASTRUCTURE

OUR END-TO-END CAPABILITIES ON ORACLE CLOUD

(Public , Sovereign , Secret & Above Secret)

CLOUD ADVISORY SERVICES

(Business Case, Operating Model, Transformation Roadmap, Product Selection)

OUR SOLUTIONS

BUSINESS APPLICATIONS

- Manufacturing Advantage
- Intelligent HR
- Finance Advantage
- Strategic Performance
- Customer Experience

INTELLIGENT OPERATIONS

- High Performance Compute (HPC)
- Databases
- VMWare
- Azure Interconnect
- Analytics and BI

AGILE INNOVATION PLATFORM

- Cloud Native Development
- Digital Integration Hub
- Modernising Java Applications

INTELLIGENT INDUSTRY

- Retail
- Utilities
- Insurance & Banking
- Hospitality / Restaurants
- Public
- Manufacturing

OUR SERVICES

BUSINESS TRANSFORMATION –
ACCELERATED BY ORACLE CLOUD APPLICATIONS (SaaS)

IMPLEMENTATIONS: Oracle Business & Industry Applications

MIGRATIONS: Oracle Legacy Applications (EBS, Peoplesoft, JD Edwards)

UPGRADES: Oracle Business, Industry and Legacy Applications

LEGACY MODERNISATIONS –
ENABLED BY ORACLE CLOUD INFRASTRUCTURE (PaaS, IaaS)

APPLICATION MODERNISATIONS: Java & Non-Java

WORKLOAD MIGRATIONS: Oracle & Non-Oracle

DATABASE MODERNISATION: Oracle Database

APPLICATION DEVELOPMENT AND MAINTENANCE –
SUPPORTED ON ORACLE CLOUD (SaaS, PaaS, IaaS)

APPLICATION SUPPORT: Oracle Business, Industry and Legacy Applications

INFRASTRUCTURE SUPPORT: Oracle Cloud Infrastructure

CLOUD SPECIALIZED SOLUTIONS





INTELLIGENT CLOUD OPERATIONS (ICON)



BUSINESS CHALLENGE —

Many businesses have Oracle technology underpinning an enterprise IT estate of established and stable application suites. Such estates often include applications with traditional monolithic architectures which do not easily lend themselves to modernization. This adds complexity, cost and time to the transformation challenge of cloud adoption. This can lead to a divergence of approach, whereby enterprises exploit cloud for digitalization in discrete business domains where adoption is easier, but stall digitalization in systems of record and mission critical parts of the enterprise. This duality prevents leaves digitalization partially achieved and dilutes the commercial and business benefits offered by cloud adoption, with TCO reduction remaining a persistently elusive goal.



CAPGEMINI SOLUTION —

OCI's unique technical architecture and Capgemini's ICON capabilities unlock a raft of cloud use-cases, with proven architectures, tools, accelerators, patterns and code artefacts to harness the power of Oracle Cloud Infrastructure:

- **Capgemini 50/50 for Oracle ERP:** helps to reduce deployment effort by 50% and a production ready environment can be realized in as little as 50 days.
- **Oracle HPC:** Provision High-Performance Compute cluster of nodes for computation & visualization, either standalone or as a burstable extension to complement an on-premise HPC platform.
- **Database Consolidation:** Oracle database modernization and consolidation, migration of non-Oracle databases.
- **Workload Migration:** OCI is hyperscale cloud for x86 and ARM workloads, plus the Kubernetes containerization service, Oracle's accelerators for Weblogic workload migration and Oracle Verrazzano for Open Source multicloud container orchestration.
- **VMware to Cloud:** Run your own VMware in the cloud, instead of running your VMs in someone else's VMware. You retain control of software versions, configuration, operation and root credentials, fully in the cloud or hybrid across the datacentre and cloud.



CUSTOMER BENEFITS —

Extreme performance and availability, with public cloud agility and economy of scale

- Reduce the cost and improve the performance of Oracle Unlimited Applications

- Exit the Data Centre, modernize and transform your database estate
- Improved TCO and reduced lead-times with a modern cloud-enabled IT Operating Model
- Workload containerization and modernization

Read more: <https://www.capgemini.com/solutions/intelligent-cloud-operations/>



ERP CLOUD ADVISORY



BUSINESS CHALLENGE —

- Are our systems too complex for the Cloud?
- Do the functionalities we need exist In the Cloud?
- What should our migration strategy be?
- How much time will it take?
- How much will it cost?
- How will it impact my people?
- What would My ROI be?



CAPGEMINI SOLUTION —

Capgemini put together an easy-to-use framework to quickly provide customers a view of cloud fitment for their organizations. It amalgamates Capgemini's extensive expertise in Oracle Cloud solutions and a deep understanding of business process mapping. The framework works on a T-shirt sizing principle, enabled by a spreadsheet-based questionnaire that helps clients understand their Cloud migration journey in all aspects.



CUSTOMER BENEFITS —

The tool uses an in-built maturity model that Capgemini has developed for each process area, and maps the customers inputs against product capabilities of the Cloud. The outcome of the assessment is designed to achieve:

- Scalability to the client's needs
- Focus on the future state
- Agility to market conditions
- Actionable Cloud roadmap

Read more: <https://www.capgemini.com/solutions/erp-cloud-advisory/>



INTELLIGENT RESTAURANT OPERATIONS (IRO)



BUSINESS CHALLENGE —

Adapting to consumers' ever-changing preferences and ever-growing need for convenience has always been a driving force of innovation in the Restaurant industry. To stay ahead in this fiercely competitive market, Growth-oriented Restaurant operators, need to streamline their **"Front of the house", "Back of the House" and "Back-Office" & Support processes**; all the while delighting guests by providing them with memorable experiences to turn them into repeat customers.



CAPGEMINI SOLUTION —

CAPGEMINI'S IRO SOLUTION, with Oracle Fusion Cloud at its core, offers a comprehensive & integrated platform that empowers Restaurant operators to drive innovation across all aspects of their enterprise – Financials, People & Operations. Capgemini's solution offers **a digital core for Quick Service and Casual Dining Restaurant Operators**; a digital core that is simple yet comprehensive and that will evolve with the growing needs of Restaurant Operators. The architecture is scalable, automated, & connected enabling Restaurant enterprises to transform into what we call **'the Renewable Enterprise', an enterprise able to constantly grow and adapt.**



CUSTOMER BENEFITS —

- **Enhanced Financial Accuracy and Reporting:** The integration of POS to receivables eliminates manual errors, ensuring accurate revenue recognition and financial reporting. With a streamlined revenue cycle, and the ability to generate real-time financial statements, clients can make informed business decisions based on reliable data.
- **Improved Operational Efficiency:** By automating revenue calculations and simplifying financial management, administrative burden on staff is reduced, freeing up time to focus on strategic activities, such as optimizing menu offerings, enhancing customer experiences, and expanding our brand portfolio. Operational efficiency gains result in cost savings and increased productivity.
- **Franchise Partner Collaboration and Satisfaction:** The integration with Franchise Partners' systems facilitates real-time data on revenue sharing & royalty payments and automates payment collection. This transparency fosters trust, leading to increased franchisee satisfaction and loyalty.
- **Scalability and Futureproofing:** Clients can easily adapt to incorporate brand and outlet expansions. Oracle's continuous features + functionalities' enhancements are instantly updated on the Cloud platform, leading to a futureproof solution.

Read more: <https://www.capgemini.com/solutions/intelligent-restaurant-operations/>



MANUFACTURING ADVANTAGE



BUSINESS CHALLENGE —

In supply chain management, the rules of the game are changing. From new regulations, to dramatically increased buyer expectations, to shorter product lifecycles, the traditional supply chain model is being challenged from every angle. Today, organizations need levels of agility, integration, and visibility that are beyond what traditional supply chain systems were designed to deliver. They also need innovative ways to bring new products to market and effectively manage procurement, manufacturing, inventory, and logistics.



CAPGEMINI SOLUTION —

MANUFACTURING ADVANTAGE is an 'end to end' solution for the manufacturing industry, allowing maximum productivity, efficiencies, improved product quality and drives excellence in the supply chain.

It's a preconfigured cloud platform with standard business processes and industry specific templates that simplifies the system architecture, so that it can be stood up at speed with reduced cost, allowing your important resources to spend more time on innovation and driving growth.

It is further enhanced with Capgemini accelerators and Capgemini digital IP that underpin a broad scope of out-of-the-box manufacturing processes (engineer to order, make to stock, make to order, and configure to order). It also provides the foundation for additional functions such as Additive Manufacturing, Connected Factory and Digital Twin mechanisms—with further value for integration, analytics, and digital assistants.



CUSTOMER BENEFITS —

- Greater resilience to sudden supply-demand changes, with improved visibility across the supply chain
- Standardized processes to support and drive deliver efficiencies
- Processes to drive and improve product quality

Read more: <https://www.capgemini.com/solutions/manufacturing-advantage/>



TRANSFORMATIVE HR



BUSINESS CHALLENGE

- Outdated systems creating complexity
- Inability to attract and retain Top talent
- Inability to ascertain skill gap
- Inability to plan and manage skill demand and deployment
- Lack of digital self-service and empowerment
- Complex benefits management with aggregators
- Non-standard view of HR KPI across personas
- Dependence on best of breed solutions for each function



CAPGEMINI SOLUTION

TRANSFORMATIVE HR is a transformation (with Capgemini Invent) framework to deliver a future-fit HR function supporting the fluid and augmented workforces of the future. Delivering a personalized employee experience underpinned by Oracle Cloud IP:

- Capgemini IP added to our advisory services
- **Fast track:** Oracle Cloud HCM – Script based Rapid Implementation
- **Business Process:** Enhanced business process for Digital HCM
- **Solutions:** Digital Solutions powered by PaaS
- Testing Automation for on-going quarterly updates powered by Cap Gemini Café Test Automation
- Configuration workbooks, Process maps, prebuilt integrations, prebuilt data migration tool kit



CUSTOMER BENEFITS

- Personalized HR services for employees in an engaging, intelligent, and secured way
- The HR function becomes a strategic business enabler
- Win the war for talent in a competitive global workplace
- Optimized Workforce, aligning roles to business goals
- Reduce manual effort by improved visibility

Read more: <https://www.capgemini.com/solutions/transformative-hr/>

OUR SUCCESS STORIES





SUCCESS STORIES

[READ MORE](#)

Our combined GTM solutions, customized for our clients' unique needs, are geared to deliver tangible value quickly and cost-effectively.

Our success story catalog outlines some of our key client stories across multiple industries

GLOBAL RECOGNITIONS





AWARDS

- **2023:** Oracle EMEA Business Impact award for Cloud/Tech
- **2022:** Real IT Award for Outstanding team of 2022: ERP Cloud implementation for Heathrow
- **2020:** Oracle Cloud Infrastructure (OCI) Partner of the Year France Award
- **2019:** UKOUG Business Transformation Partner of the Year Award – Silver
- **2019:** UKOUG Industry Partner of the Year Award – Bronze
- **2019:** UKOUG Middleware Partner of the Year Award – Bronze
- **2019:** Oracle PaaS Forum; Best PaaS Contribution
- **2018:** UKOUG Partner of the Year Award: Middleware, Silver
- **2018:** UKOUG Partner of the Year Award: Systems & Infrastructure, Silver
- **2018:** UKOUG Partner of the Year Award: Managed Services, Silver
- **2018:** Global Oracle Excellence: Oracle Cloud Platform Global Innovation Award
- **2018:** Oracle Cloud Managed Service Provider Maximum MSP Performance
- **2018:** Best PaaS Partner Community Award
- **2018:** Best API Partner Community Award: for Luis Weir, Oracle ACE Director & CTO Oracle DU (UK)
- **2017:** Gold & Silver UKOUG Partner of the Year Awards
- **2017:** Global Excellence for Extend & Connect
- **2017:** API Community Award
- **2017:** Chatbot PaaS Community Award
- **2016:** Oracle Specialised Partner of the Year: Industry
- **2016:** Oracle University Partner of the Year



READY FOR CLARITY WITH CLOUD?

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KNOW MORE: <https://www.capgemini.com/about-us/technology-partners/oracle/>



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About Capgemini

Capgemini is a global leader in partnering with companies to transform and manage their business by harnessing the power of technology. The Group is guided every day by its purpose of unleashing human energy through technology for an inclusive and sustainable future. It is a responsible and diverse organization of nearly 350,000 team members in more than 50 countries. With its strong 55-year heritage and deep industry expertise, Capgemini is trusted by its clients to address the entire breadth of their business needs, from strategy and design to operations, fueled by the fast evolving and innovative world of cloud, data, AI, connectivity, software, digital engineering, and platforms. The Group reported in 2022 global revenues of €22 billion

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