NETSUITE

Capgemini and NetSuite
Proven Cloud Solutions for Speed and Agility in Complex Global Markets

Capgemini
CONSULTING.TECHNOLOGY.OUTSOURCING

Key Capabilities

- Elastic ERP Assessment
- Capgemini Cloud Assessment (CCA)
- Capgemini Virtual Company, Powered by NetSuite
- IBX Business Network for Procurement
- Capgemini Integrated Procurement All Channels Experience (inPACE) for NetSuite

Benefits

- Gain new cloud agility for global growth.
- Improve efficiency and visibility across the enterprise.
- Reduce risk and business process costs.
- Decrease IT costs of on-premise infrastructure.
- Increase collaboration with suppliers, partners and customers.

Unprecedented change is reshaping the global business landscape. Enterprises are confronted by new demands for greater speed and agility in highly complex markets, even as IT budgets remain stagnant and competition intensifies. These forces are prompting enterprises to turn to cloud technologies to drive their business forward with dramatically less time and cost than is possible with traditional on-premise systems.
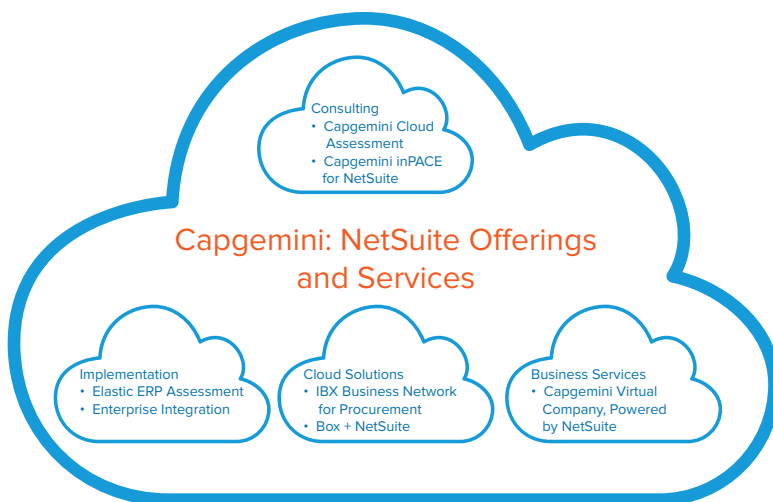
To capitalize on cloud's potential to transform your business, Capgemini and NetSuite offer proven expertise and solutions tailored to your unique business needs. The Capgemini/NetSuite partnership is designed to enable your enterprise to reduce risk and cost, maximize efficiency and visibility, and swiftly implement a scalable cloud foundation for rapid, agile growth.

Why Capgemini and NetSuite?

The alliance between Capgemini and NetSuite combines the strengths of two global leaders. It leverages Capgemini's deep experience in ERP and cloud solutions, and global presence of more than 130,000 people across over 40 countries, in delivering consulting, technology and outsourced services to leaders in virtually every industry. With these assets, Capgemini is uniquely positioned to help your organization take full advantage of NetSuite's industry-leading suite of cloud ERP/financials, CRM, professional services automation (PSA) and omnichannel commerce software used by more than 20,000 organizations around the world.

With Capgemini solutions utilizing the NetSuite platform, customers can easily deploy applications and services across any number of business units and subsidiaries and scale the business across the globe. By enabling real-time access to critical business data across the globe, Capgemini and NetSuite empower organizations with greater agility to meet any business challenge, from supply chain optimization to global business efficiency, mergers and acquisitions, ecommerce and CRM.

Capgemini with NetSuite delivers value-added solutions in key areas such as two-tier (Elastic) ERP, cloud readiness assessment, business process outsourcing (BPO), procurement and ecommerce.

Consulting
- Capgemini Cloud Assessment
- Capgemini inPACE for NetSuite

Capgemini: NetSuite Offerings and Services

Implementation
- Elastic ERP Assessment
- Enterprise Integration

Cloud Solutions
- IBX Business Network for Procurement
- Box + NetSuite

Business Services
- Capgemini Virtual Company, Powered by NetSuite

Capgemini NetSuite Business Cloud

Capgemini Elastic ERP in the Cloud with NetSuite

Many enterprises struggle with the high cost of ownership of a single instance ERP strategy. Initiatives around business process re-engineering drove and coincided with the inception of a single instance ERP. At the time, enterprises had few other choices in their quest for standardization of ERP processes between their headquarters and subsidiary locations.

Elastic ERP is retaining a legacy on-premise system for a corporate headquarters and adopting NetSuite ERP in the Cloud for outlying business units and geographies that are lighter weight, faster and easier to deploy and customize. This elastic strategy provides a standard, template based deployment for

subsidiaries while reducing the overall number and variety of distinct systems throughout the organization. This strategy also accommodates expansion, contraction and consolidation of the enterprise. It allows CFOs and controllers dramatically simplified financial consolidation, fewer systems to track, and effective financial and management reporting. The benefits of Capgemini Elastic ERP are:

- Deploy at a fraction of the cost and time of on-premise alternatives.
- Enable real-time visibility and control over distributed financials and operations.
- Seamlessly synchronize with on-premise ERP at HQ.
- Dramatically improve business agility and time to value.
- Equip subsidiaries with flexibility to meet local requirements.

Capgemini Cloud Assessment (CCA)

You've heard a lot about the phenomenal growth of cloud technology usage across industries—but is the cloud right for your organization? CCA can size up the implications of a cloud implementation for your enterprise and chart a path to accelerate your journey.

Leveraging years of experience in on-premise SAP and Oracle ERP deployments, and managing global rollouts with NetSuite, CCA helps identify your enterprise's cloud power and builds a roadmap to move your applications to the cloud as effectively as possible. The service is comprised of three stages:

Analyze the global process model: Engagement planning, workshops, interviews, process models and data access collation are key steps to assess the current process models and identify local and business unit-specific customizations in scope.

Gap/fit analysis for two-tier roadmap: Using its cloud ERP framework, Capgemini identifies process steps or customizations needed for a specific region or business unit, or regulatory requirements that need to be handled in a specific way.

Business case and roadmap validation: After workshops, Capgemini delivers a final report that outlines the analysis and recommendations for the two-tier ERP cloud roadmap, including a business case justification.

Capgemini Virtual Company, Powered by NetSuite

Capgemini Virtual Company is a fully managed outsourced service for fast-moving companies that want to leverage the strengths of NetSuite with Capgemini's back-office BPO services for finance and accounting. Capgemini BPO services are based on more than 12 years of back-office outsourcing experience built into a unique Global Enterprise Model, offering best practices, talent, location, technology and pricing with proven and repeatable deployment.

Capgemini BPO Finance and Accounting services have repeatedly been recognized as leaders in the industry by all the top analyst firms. Together with NetSuite's enabling technology, Capgemini Virtual Company are particularly well suited to address such challenges as:

- Division- or region-specific solution needs for process standardization.
- Deployment of a managed service supporting a two-tier ERP implementation.
- Agile, professional back-office services for new locations, operating units or divisions.
- New product incubation, innovation and start up.
- Merger and acquisition integration, new market expansion and divestitures.

Capgemini Virtual Company is delivered to the client as a single contract from Capgemini, simplifying management of both services and technology provision to ensure clients get the maximum benefit for the lowest economic total cost of service.

IBX Business Network for Procurement

Procuring products, services and materials from dozens or hundreds of suppliers running different IT platforms around the world can be extremely challenging. To make procurement as simple as online shopping, Capgemini has integrated its IBX Business Network e-procurement platform with NetSuite's cloud ERP solution to improve productivity, spend visibility and contract compliance while reducing costs

With an ecosystem of more than 500,000 suppliers, the IBX Business Network for NetSuite connects companies globally with new and existing suppliers, allowing suppliers to update customer catalogs online, confirm orders and send electronic invoices. Buyers make purchases, confirm receipt and manage relationships all in one system. The system improves on-time payment rates through automated invoicing and brings all sourcing information to your fingertips with enhanced content management. The solution offers:

Purchase-to-pay: Supports the full procurement process, including a consumerized shopping experience with user-friendly tools, and provides order handling and invoice services, allowing enterprise-class procurement for the masses

Supplier network: Delivers instant access to 500,000+ suppliers and their catalogs. Invite or connect to new or existing suppliers, adopt their catalogs, and manage relationships, orders, invoices and agreements—all in one place.

With full support for NetSuite's two-tier ERP offering, the procurement technologies from IBX Business Network can be implemented on top of a multi-vendor ERP infrastructure, on premise, in the cloud or any combination thereof.

Capgemini Integrated Procurement All Channels Experience (inPACE) for NetSuite

Capgemini inPACE provides an end-to-end technology solution focused first and foremost on managing a personal interaction with consumers combined with rich content across all channels and touch points. It extends to optimal merchandising and pricing to consumers and efficient delivery of orders in the right channel, right place and right time requested by the consumer.

By leveraging the multitenant, cloud-based solution from NetSuite, Capgemini provides retailers a single view of their business and customer with a complete solution that includes multi-channel, multi-location retail business—POS, ecommerce, CRM, marketing, merchandising, inventory/order management and financials. Built solely in the cloud, it provides the agility retailers require to respond to rapid market changes without the cost of a resource intensive on-premises system, ensuring that customer, order, inventory and financial information is always up to date with the experience customers demand across all channels.

Capgemini and NetSuite team up to provide:

- Proven expertise in merchandising and fulfillment process management.
- Depth of retail and consumer products domain knowledge.
- Pedigree of managing organization-wide transformation...not just implementation.
- Industry leading Cloud ERP application and domain expertise in distributed environments.
- Committed partnership and depth of skills with NetSuite.

Summary

Capgemini's view of cloud as the current and next frontier for business is reflected in its comprehensive approach to consulting, implementation, services and seamless operations across all cloud offerings. By partnering with NetSuite, the world's leading provider of cloud ERP, CRM, ecommerce and PSA solutions, Capgemini offers global organizations proven solutions to reduce costs, improve agility and decision-making, stay ahead of the competition and ensure uniform operations across all locations.

Next Steps

Explore how Capgemini and NetSuite can help transform your business and power growth. Contact us to get started on your journey to the cloud.

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About Capgemini

With more than 130,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2013 global revenues of EUR 10.1 billion.

Together with its clients, Capgemini creates and delivers business and technology solutions that fit their needs and drive the results they want. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

Learn more at www.capgemini.com.

About NetSuite

NetSuite Inc. is the industry's leading provider of cloud-based financials/Enterprise Resource Planning (ERP) software suites. In addition to financials/ERP software suites, NetSuite offers a broad suite of applications, including accounting, Customer Relationship Management (CRM), Professional Services Automation (PSA) and Ecommerce that enables companies to manage most of their core business operations in one unified suite. NetSuite allows businesses to automate operations, streamline processes and access real-time business information anytime, anywhere. For more information about NetSuite, please visit www.netsuite.com.