



Capgemini Group Software Testing

Vendor Assessment
Report Abstract

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Who Is This Vendor Assessment For?

NelsonHall's Software Testing Vendor Assessment for Capgemini Group (including Sogeti) is a comprehensive assessment of Capgemini's software testing offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IT services and identifying vendor suitability for software testing services
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the software testing sector.

Key Findings & Highlights

In Q3 2009, Capgemini Group announced its 'Business as Unusual' effort, later renamed 'Top Line Initiative' (TLI), which brought together the capabilities of its different strategic business units (SBU) for service offerings expected to be in demand by clients.

As part of TLI, Capgemini created its testing global service line (TGSL), which combined testing activities from several subsidiaries/business units (Sogeti, Financial Services, Applications One and Two) as well as coordinating offerings, delivery and sales activities. Sogeti, known for its testing activities and for its test methodologies TMap and TPI books, contributed 50% of TGSL revenues.

The strategy worked well: Capgemini captured (NelsonHall estimated) six "mega-deals" (contracts with a TCV over \$100m), three in the U.S., one in the U.K., and two in a relatively small Capgemini geography, Australia.

Capgemini had high growth ambitions for the TGSL; in 2012 announcing that it wanted the business to reach €1bn (~\$1.1bn) in revenues by 2015. We estimate that Capgemini achieved this revenue target in 2015, notably thanks to the acquisition of IGATE.

Scope of the Report

The report provides a comprehensive and objective analysis of Capgemini Group's software testing offerings, capabilities, and market and financial strength, including:

- Analysis of the company's offerings and key service components
- Revenue estimates
- Identification of the company's strategy, emphasis and new developments
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.



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