Capgemini

Key Vendor Assessment Report Abstract

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102 pages

Who Is This Key Vendor Assessment For?

NelsonHall's Key Vendor Assessment for Capgemini is a comprehensive assessment of Capgemini's offerings and capabilities, designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT services markets
- Sourcing managers monitoring the capabilities of existing suppliers of business process and IT outsourcing and identifying vendor suitability for BPO and IT services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in BPO/IT services sector.

Key Findings & Highlights

For the first time since 2008, Capgemini is now talking about its organic growth targets, which is a significant development on its focus in recent years on margin improvement.

Capgemini's guidance for full year 2014 is organic revenue growth of 2% to 4% (the organic growth achieved in H1 214 is in line with this). The mid-term target is 5% to 7% organic growth.

This ambition for sustainable revenue growth is driven by a set of initiatives that together make up the "Strategic Offers":

- Top Lines Initiatives, the newer areas of the portfolio which receive most investment
- SBU Bets
- Sector Growth Initiatives
- Partner Growth Initiatives.

Meanwhile, the company continues to pull a wide range of levers in pursuit of its objective to reach a 10%+ operating margin (before restructuring, one-offs and amortization), ideally in 2015.

Capgemini has achieved a great deal in recent years to improve its competitiveness against Indian oriented service providers: that drive continues across each of its outsourcing service lines.

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Scope of the Report

The report provides a comprehensive and objective analysis of Capgemini's IT and business process services 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.

Report Length

102 pages

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