



Capgemini

Key Vendor Assessment
Report Abstract

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93 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 IT outsourcing services and identifying vendor suitability for 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 the BPO/IT services sector.



Key Findings & Highlights

New CEO in 2020

Aiman Ezzat, a Capgemini veteran who has worked closely with Paul Hermelin for years. Succession planning has been evident since 2017.

Current strategy, to position as a 'Leader for Leaders' will continue.

Capgemini Invent: looking to increase access to CXOs

In a major portfolio development, in September 2018 Capgemini launched a new global service, Capgemini Invent. The GSL combines the group's digital innovation, consulting and transformation capabilities across several units Capgemini Consulting, and a series of recent acquisitions

M&A to build Digital Capabilities

Recent acquisitions that are now part of Capgemini Invent include LiquidHub, Fahrenheit 212, Idean, Adaptive Lab, also Backelite. The unit has since expanded in Europe with three more tuck-in acquisitions.

And cyber capabilities in the U.S. have been strengthened with that of Leidos Cyber.

Reinvigorating of portfolio

The new portfolio comprises seven families of strategic offerings, which Capgemini classifies in terms of:

- Rejuvenating Core IT
- Reinforce high growth offers (more of a sectorial dimension)
- 'The New'

First Ventures Fund

Friendly offer to acquire Altran

Would make Capgemini largest ER&D services provider globally and position it very strongly for what it calls 'Intelligent Industry'.

Scope of the Report

The report provides a comprehensive and objective analysis of Capgemini's IT services and BPO 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 client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, challenges and outlook.

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