



Capgemini

Quarterly Update
Report Abstract

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12 pages





Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Capgemini provides a snapshot of developments at the company in the last quarter. It accompanies NelsonHall's more comprehensive Key Vendor Assessment program.

Both programs are 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 and BPO services and identifying vendor suitability for these 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.



Highlights

Q2 2017 Performance:

- Improving organic topline growth, in spite of several headwinds, with momentum in Europe and early signs of recovery in North America
- Slightly improving book-to-bill, although deals tend to be smaller.
- Full year guidance is confirmed.

North America margins under pressure: looking to accelerate industrialization in Infrastructure Services.

Remains active in M&A: looking to acquire to reinforce capabilities in U.S. and fill in portfolio gaps in Europe.

Is looking to expand number of digital studios on the back of Backelite, Idean and Fahrenheit acquisitions.

Ongoing work on developing sector-specific Digital offerings.

New Global Head of Sales; internal appointment

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Overview

Financials

Recent Contract Awards

New Offerings

New Partnerships

Immediate Challenges

Appendix A: Financials

Appendix B: Bookings

Appendix C: Employee Data

Scope of the Report

The report provides a quarterly update on Capgemini, looking at financial performance and key developments during the period.

It accompanies NelsonHall's Key Vendor Assessment program which looks at Capgemini's IT and BPO offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphases and new developments
- Revenue breakdowns
- Analysis of the company's offerings and key service components
- 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, weaknesses and outlook.

Report Length

13 pages

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