

# Spend Profiling

## G-Cloud 14

November 2024





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# 1 Service Overview

Capgemini's Spend Profiling service can provide Design, Consultation and Business Analysis in support of the design and implementation of Cloud based services.

Spend analysis and spend intelligence can underpin many procurement and sourcing activity. Leveraged together to enable clear spend profiling of the existing expenditure, it can be used to identify areas of category management opportunity. Spend profiling can also be used to help with contract management, supplier management and stakeholder management. Spend profiling can help enable a clear view of the existing spend within the organisation, which business areas are procuring which goods and services, how they are buying, from whom and how often. This 'raw' spend data can then be enhanced with additional information specific to the commodity area pertaining to expected future spend and external market data, that can enable a commodity strategy and plan to be developed.

This service can help examine trends towards procurement of Cloud based products and services and help analyse the spend profile of these services against non-Cloud solutions.

This service can support Cloud based projects and services.

## 2 Business Need

In order to understand how organisations can make savings on expenditure, organisations can attempt to understand what they currently spend their money on, with whom and how much. The Capgemini approach to spend profiling can take the raw data, enhance and cleanse it where possible so that the data can be analysed in order to help provide information which can be used to identify and scale areas of opportunity.

Organisations themselves can struggle to analyse extensive amounts of data due to common system limitations. Capgemini can help bring spend analytics experience and databases to help interrogate and enhance the data. Once the data has been cleansed, Capgemini is able to leverage Capgemini's procurement centre of excellence to enable clients have up to date market information available to help develop category strategy.

## 3 Our Approach

Capgemini has different tools, methods and techniques that can help accelerate spend analysis and spend profiling processes. In Capgemini's experience, the faster that spend analysis and profiling can identify saving opportunities, using verified data, the more likely an organisation is to proceed and deliver the opportunities.

The Capgemini spend analysis methodology can take advantage of Capgemini's experience so that data can be enhanced. The spend cube, delivered by the spend analysis, can help provide the client with a tool which they can continue to maintain and update to help enable ongoing data interrogation.

Once the spend cube has been produced, the data can be used to create planning cycles to help identify and prioritise the next generation of opportunity areas for exploitation such as Cloud based products and services. Spend profiles can build upon the data, which can bring additional information pertaining to the internal needs of the business and the external market information that can help to determine how the opportunity could be delivered.

## 4 Buyer Responsibilities

Please refer to the Supplier Terms listed with this service on the Platform. These may contain additional Buyer obligations/costs the Buyer is subject to that are not identified anywhere else in the Supplier's Application or on the Platform.



## 5 Service Management

This service can be delivered as a defined project or on a day rate basis.

## 6 Protection of Data

This service is based on a security classification of 'Official', however should you have a requirement for a different security classification that you would like us to consider, please contact us to discuss.

## 7 On-boarding and Off-boarding

Prior to the execution of the Order, the Supplier and the Buyer will agree the scope of the exit plan for the Services and a timescale for delivering an exit plan to ensure continuity of service.

Capgemini shall undertake on-boarding and off-boarding activities agreed within the Order Form and an exit plan in line with the Call-Off Contract terms which will be charged for in accordance with the Pricing section for this service.

## 8 Skills and Knowledge Transfer

Capgemini recognises that skills and knowledge transfer is a critical element in the provision of G-Cloud services to public sector clients. Where possible and applicable, this forms part of the delivery plan for the service agreed at the start of the engagement. Our consultants and engineers are experienced in providing skills and knowledge transfer for major private and public sector clients.

Where appropriate, we may use a standard approach, tailored to topic, skills-gap and individual, to ensure consistency and effectiveness. The approach, Capgemini's Assess-Plan-Implement framework, has been used repeatedly by our teams to structure the work involved in transferring skills and creating new teams capable of driving and sustaining change long after the end of the formal programme. The framework can be applied throughout a project to understand knowledge transfer objectives, plan training delivery methods and materials, and deliver and evaluate success.

## 9 Partnerships/Alliances

There are no partnerships or alliances involved in this service.

## 10 Vendor Accreditations/Awards



For the 12th year in a row, Capgemini has been recognized as one of the World's Most Ethical Companies® by the Ethisphere® Institute. This is an acknowledgment of our ethical culture that makes us an employer of choice and responsible player in the eyes of our clients, shareholders, and the wider community.



ISO 9001 Quality Management for Management Consultancy and IT Implementation and services to the Public Sector



ISO 27001:2013 - Provision (Delivery) of IT services including business applications development, maintenance and Data, Digital and Cloud technologies.



NelsonHall has identified Capgemini as a Leader in its 2022 NEAT Vendor Evaluation for Learning Services due to its ability to meet future client requirements as well as its capability to deliver immediate learning benefits to them.



Capgemini is the first amongst consultancy and technology firms to be recognized six times in a row for its thought leadership reports.



2023 Ecovadis Platinum Rating: We maintained a platinum rating, recognising us as a responsible and sustainable business in the top 1% of companies assessed.



Better Society Awards: Our collaboration with Code Your Future to offer digital skills training won a Better Society Award in 2022. The awards celebrate efforts by commercial organisations to create a better society.



Inclusive Top 50 UK Employers List: We achieved second place in the Inclusive Top 50 UK Employers List 2022/23 – a list that assesses companies for best practice on diversity, equality and inclusion



UK Best Workplaces for Women: We were listed as a Best Workplace for Women by Great Place to Work®. This listing is based on responses from our team to an anonymous survey about their employee experience.



UK Best Workplaces for Wellbeing: We are listed by Great Place to Work® as a Best Workplace for Wellbeing



Great Place to Work: We were certified as a Great Place to Work® in 2023, reflecting our employees' experience of working at Capgemini in the UK.

## 11 Sub-contractors

Capgemini UK may use the following subcontractors to deliver this service:



- Capgemini Technology Services India Limited.

## 12 Business Continuity and Disaster Recovery

No disaster recovery plan is provided as part of these Services.

## 13 Pricing

This service is priced in accordance with the SFIA Rate Card attached. Capgemini can also provide offshore resources at reduced rates where appropriate. Projects can be priced either on a Time & Materials or Fixed Price basis.

## 14 Ordering and Invoicing

Please refer to the Supplier Terms for this service.

We would be pleased to arrange a call or meeting to discuss your requirements of our service in more detail.

## 15 Termination Terms

Please refer to the Supplier Terms for this service.

## 16 Further Information

For more information about this or any of our G-Cloud services, please contact our Public Sector Team.

**Phone:** 0370 904 4858

**Email:** [publicsector.opps.uk@capgemini.com](mailto:publicsector.opps.uk@capgemini.com) including the following information:

1. The name of this service.
2. The name of your organisation.
3. Your name and contact details.
4. A brief description of your business situation.
5. Your preferred timescales for starting the work.

## About Capgemini

Capgemini is a global business and technology transformation partner, helping organizations to accelerate their dual transition to a digital and sustainable world, while creating tangible impact for enterprises and society. It is a responsible and diverse group of 340,000 team members in more than 50 countries. With its strong over 55-year heritage, Capgemini is trusted by its clients to unlock the value of technology to address the entire breadth of their business needs. It delivers end-to-end services and solutions leveraging strengths from strategy and design to engineering, all fueled by its market leading capabilities in AI, cloud and data, combined with its deep industry expertise and partner ecosystem. The Group reported 2023 global revenues of €22.5 billion.

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