

IBM Apptio Consulting Services for IT Cost Optimisation, Cloud FinOps and Business Agility G-Cloud 15





Table of Contents

1	Service Overview	3
2	Business Need	3
3	Our Approach.....	3
4	Buyer Responsibilities	5
5	Service Management	5
6	Protection of Data	5
7	On-boarding and Off-boarding	5
8	Skills and Knowledge Transfer	5
9	Vendor Accreditations/Awards	5
10	Sub-contractors	6
11	Business Continuity and Disaster Recovery	7
12	Pricing	7
13	Ordering and Invoicing	7
14	Termination Terms	7
15	Further Information	7



1 Service Overview

Capgemini offers consulting services for Buyers who are in the process of optimising IT costs, establishing FinOps, and improving business agility through use of IBM Apptio products and solutions.

Our services include:

- Defining the vision and objectives for the Buyer's cost optimisation, FinOps, and Agile journey
- Creating a target-state including a roadmap to deliver the target-state
- Developing the business case
- Creating and managing the programme delivery plans
- Redesigning and standardising the processes to achieve the desired benefits
- Establishing the programme governance
- Developing the business change strategy and embedding the change
- Delivering and implementing tools and processes

2 Business Need

One of the UK government's main challenges is achieving efficiency savings and this is a key focus area for Digital Leaders. Digital transformation and modernisation of government services and data are instrumental in achieving efficiencies, with huge gains to be achieved if all services were modernised (NAO Report 2023).

The management of these services presents various challenges, including the complexity of technologies, intricate reconciliation of cloud consumption, difficulty in implementing cost reduction opportunities, and the dynamic nature of cloud consumption forecasting. To address these challenges, specialised Cloud Financial Management (FinOps) services are offered to provide a modular approach that can be tailored to specific goals and each stage of cloud adoption and maturity. They can enable you to achieve financial objectives and capitalise on cloud-provided opportunities to achieve value for money and support generation of citizen outcomes.

Many government organisations face challenges in identifying the Total Cost of Ownership (TCO) of their IT estate. They may lack a single unified model to provide Finance, IT, and Commercial with a view of the IT costs. Capgemini can provide solutions to deploy a unified view of the IT costs for business leaders to make decisions on IT spend, forecast, and budgets.

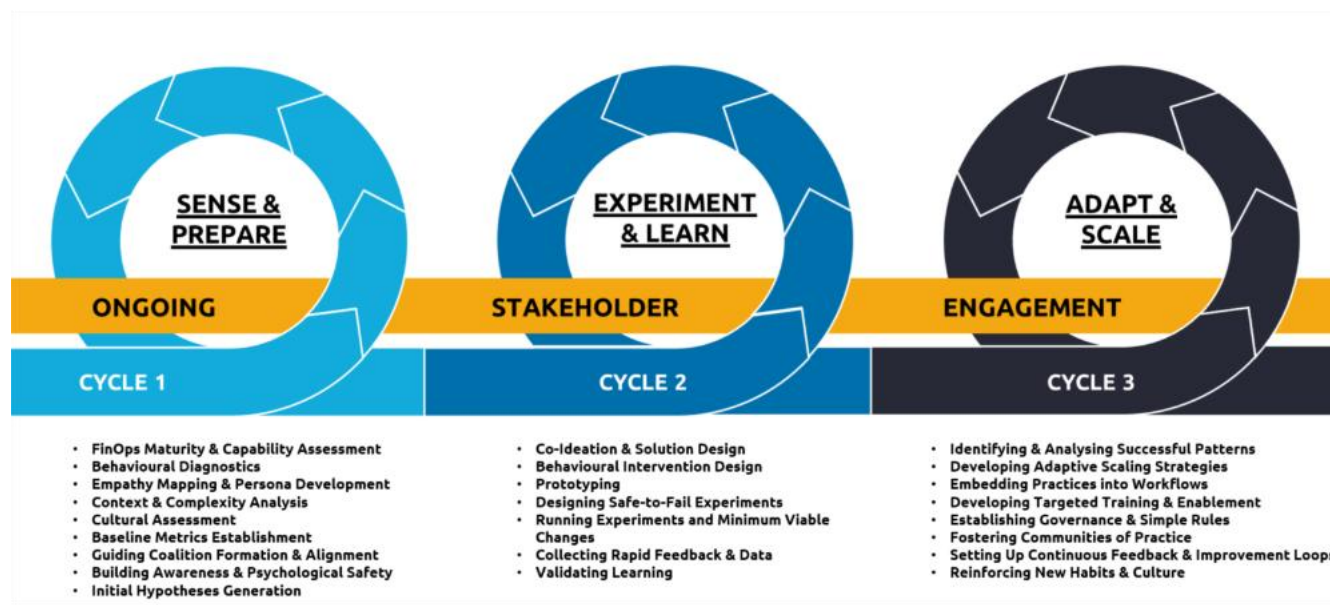
With deployment of cloud-based solutions in the IT estate, IT leaders face the challenge to optimise the cloud and infrastructure spend at a granular level. Capgemini services can allow the IT, Finance, and Operations teams to work together to allocate costs at a granular level, and ensure a full chargeback of cloud costs to the business, and to right-size the cloud capabilities to reduce operating expenses.

Providing transparency and clarity are some of the key challenges in large scale technology programmes. Capgemini can build solutions that empower businesses to scale and execute agile processes across the enterprise portfolio, thereby providing greater transparency and clarity to stakeholders.

3 Our Approach

Capgemini's public sector services are delivered by UK-based, security-cleared teams. Capgemini can design and deliver these services using a proprietary FinOps Change Management Framework, which uses an evidenced-based yet adaptive approach leveraging behavioural science and organisational change theory to manage IT costs and enable data-driven decision-making.

Capgemini's FinOps Change Management Framework for embedding outcome-based and lasting change with measurable capability enhancement:



Capgemini is a global leader in delivering complex cost optimisation, cloud FinOps, and agile programmes. Leveraging practical experience and through our global partnership with IBM Apptio, Capgemini can help establish and deliver the solutions that directly address the business needs.

IBM Apptio is a SaaS-based platform that allows organisations to analyse and optimise financial spend, manage cloud and hybrid infrastructure, and improve value through Agile investment planning. Capgemini is a global consulting partner with IBM Apptio and our partnership helps clients to achieve greater cost transparency, agility, and discipline through the adoption of IBM Apptio software and by acting on the insights that the products deliver.

Our service offerings under this capability include:

IT Cost Management & Optimisation: Organisations can sometimes find it difficult to obtain clear visibility of IT spend, limiting their ability to take data-driven decisions on where to invest and how to optimise the IT cost base. Capgemini can help clients to develop a robust and sustainable approach to IT cost management and to drive cost optimisation actions based on tooling insights. Through the IBM ApptioOne platform, Capgemini can enable organisations to consolidate their financial and operational data into a unified cost model based on a standard taxonomy, and assess it against industry benchmarks and their own investment appetite. The cost model enables organisations to surface insights across budgets and forecasts, accelerate investment planning, optimise spend, and improve strategic decision-making. Based on insights from the tool, Capgemini can help a Buyer's organisation take action to optimise their IT costs through technical, people, process, and operating model transformation.

Cloud Optimisation: Capgemini can work with organisations to assess and optimise the spend being incurred on Cloud platforms and to right-size their Cloud capabilities to reduce Cloud operating expenses. The IBM Apptio Cloudability solution allows IT, Finance, and DevOps teams to work together to optimise cloud resources for speed, cost, and quality. Capgemini teams can work with the Buyer's organisation to build insights through the tool, interpret the results, take action to drive financial benefits, and establish ongoing Cloud FinOps functions to support continuous Cloud cost management.

Agile transformation including Scaled Agile and Lean Portfolio Management: Capgemini can develop strategies and build capabilities within the Buyer's organisation to scale and execute agile processes across the enterprise portfolio, track goals, and show value delivered. The IBM Apptio TargetProcess solution connects the strategy, investment portfolio and agile execution through agile metrics, thereby providing greater transparency and clarity to stakeholders. Capgemini's agile transformation consultants can help the Buyer to deliver business benefits and organisational agility through adoption of the IBM Apptio tooling and introduction of new agile ways of working.

Delivery & Operations: Capgemini can work with IBM Apptio and Buyer teams to implement the IBM Apptio products, and lead the adoption of the solutions through training, good practices, and knowledge transfer.



Through our offshore team based in India, Capgemini can run a cost-effective, ongoing IT cost optimisation and cloud optimisation managed service to deliver regular cost insights and potential savings to clients – helping Buyers to continuously optimise costs and quantify the benefits from improvement initiatives.

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

Capgemini has managed and delivered many projects and programmes. Capgemini has an overall governance model, which can provide internal standards that Capgemini follows for both for small projects and large programmes of work.

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

Capgemini shall undertake on-boarding and off-boarding activities agreed within the Order Form (including as a minimum 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 Vendor Accreditations/Awards



For the 13th year in a row, Capgemini has been recognised as one of the World's Most Ethical Companies® by the Ethisphere® Institute. This is an acknowledgement 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.

Apptio Awards:

- 2020 Apptio EMEA Public Sector Partner of the Year award

10 Sub-contractors

- Not Applicable



11 Business Continuity and Disaster Recovery

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

12 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.

13 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.

14 Termination Terms

Please refer to the Supplier Terms for this service.

15 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 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, generative AI, cloud and data, combined with its deep industry expertise and partner ecosystem. The Group reported 2024 global revenues of €22.1 billion.

Make it real. | www.capgemini.com



This presentation contains information that may be privileged or confidential and is the property of the Capgemini Group.

Copyright © 2026 Capgemini. All rights reserved.