

Value Management G-Cloud 15





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1 Service Overview

Capgemini's Value Management service provides expert consultation and delivery support to embed value management into transformation programs. Using the proprietary modular framework, we help clients identify, quantify, and realize benefits, ensuring that every initiative is aligned to strategic goals and delivers sustained business value.

2 Business Need

Organizations undertaking major transformations often struggle to realize the full value of their investments. Common challenges include misalignment between strategy and delivery, fragmented stakeholder engagement, lack of benefit tracking, and poor adoption. Clients need a structured approach to ensure measurable outcomes, maximize ROI, and build internal capability for ongoing value realization.

3 Our Approach

Value Management for Transformation Success

Our Value Management offering ensures that transformation programs deliver measurable and sustainable outcomes. We apply a structured, benefits-driven approach that aligns initiatives with strategic objectives, embeds accountability, and tracks progress against clear success metrics.

Key elements include:

- Strategic Alignment – Identifying priority value drivers and defining expected outcomes to focus efforts where they matter most.
- Stakeholder Engagement – Securing ownership and buy-in early to build momentum and accountability.
- Benefits Planning & Tracking – Linking benefits to program roadmaps and establishing clear measurement frameworks for transparency and control.
- Sustainability & Continuous Improvement – Embedding governance and capability-building to maintain value realization beyond implementation.

Our approach combines proven frameworks with digital tools to accelerate insight generation, enable real-time tracking, and support informed decision-making. This ensures organizations not only achieve their transformation goals but sustain value over time.

3.1 Supporting Enablers

- Practical AI Accelerators:
 - **Microsoft Copilot** for drafting documents, presentations, and analysis
 - **Mural AI** for collaborative design thinking and value mapping
 - **Power BI Copilot** for automated dashboards and KPI insights
- **Industry Benchmarks:** Comparative data to validate assumptions and set realistic targets
- **Flexible Team Structure:** Scaling from lead value managers and analysts to extended-scope change and product consultants for larger programs



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

This section is intentionally left blank.



10 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.

Business Analysis Accreditation

- BCS International Diploma in Business Analysis
- SAFe – Leading SAFe and SAFe PO/PM
- Agile EEE – Scrum.org PSM & PSPO
- Scrum.org User Experience
- Professional Scrum with User Experience Certification

Product Management Accreditation

- SAFe – Leading SAFe and SAFe PO/PM
- Agile EEE – Scrum.org PSM & PSPO
- scrum.org PSPO1
- scrum.org PSPO2
- scrum.org PSPO3
- scrum alliance CSPO
- scrum alliance A-CSPO
- SAFE POPM
- SAFE APM

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.

All prices are in GBP and exclude VAT.



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 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.

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