

# Integrated Business Planning G-Cloud 15





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# 1 Service Overview

Capgemini's Integrated Business Planning service provides Design, Consultation and Business Analysis in support of the design and implementation of Cloud-based services.

Capgemini can deliver an Integrated Business Planning (IBP) solution that can help drive an organisation's commercial, operational and financial strategies through all levels of decision making and operational execution. This can be based upon blueprints and roadmaps that can streamline and integrate the planning activities and underpin these activities with technology that can provide automation and efficiency.

IBP can encompass the review and alignment of planning processes that can consist of one or more of the following: Strategic Planning, Financial Planning (Budgets and Forecasts), Commercial (Sales) & Operational Planning (Demand and Supply) to a common set of cascaded objectives.

Capgemini recognises the need of the Government to understand the impact of various pan-Government activities and initiatives and can support quick responses to the changes in the macroeconomic climate by:

- Enabling a more effective use of cash through "joined up" and financially informed client decision making;
- Enabling strategic client decision making to weigh up the commercial, operational and financial implications;
- Bridging the gap between external cost pressures and internal client inefficiency;
- Helping clients to identify and implement Cloud services that can make Integrated Business Planning more efficient and effective.

This service supports Cloud based projects and services.

## 1.1 What does IBP deliver?

IBP can take a collaborative and flexible approach to assist in embedding aligned behaviours across the various departments by enabling one or more of the following:

- A common understanding of future plans for different scenarios;
- An efficient and effective planning process across all business units;
- A framework that allows for early identification of gaps in performance against target;
- A line of sight to root causes enabling faster corrective action.

# 2 Business Need

Capgemini's IBP services can be used to address one or more of the following issues:

- Out of date budgets that do not reconcile to the overall strategy;
- Different departments generating budgets based on misunderstood or poorly communicated assumptions; or are working to different plans leading to loss of value;
- Significant gaps between forecasts and performance without any root cause analysis;
- Inability to understand gaps in performance versus the forecast and to understand the impact of agreed actions on financial / operational results;
- Individual departments failing to execute the intended strategy;
- Departments operating in silos leading to poor service and higher costs;
- Geographical regions operating under divergent functional agendas.

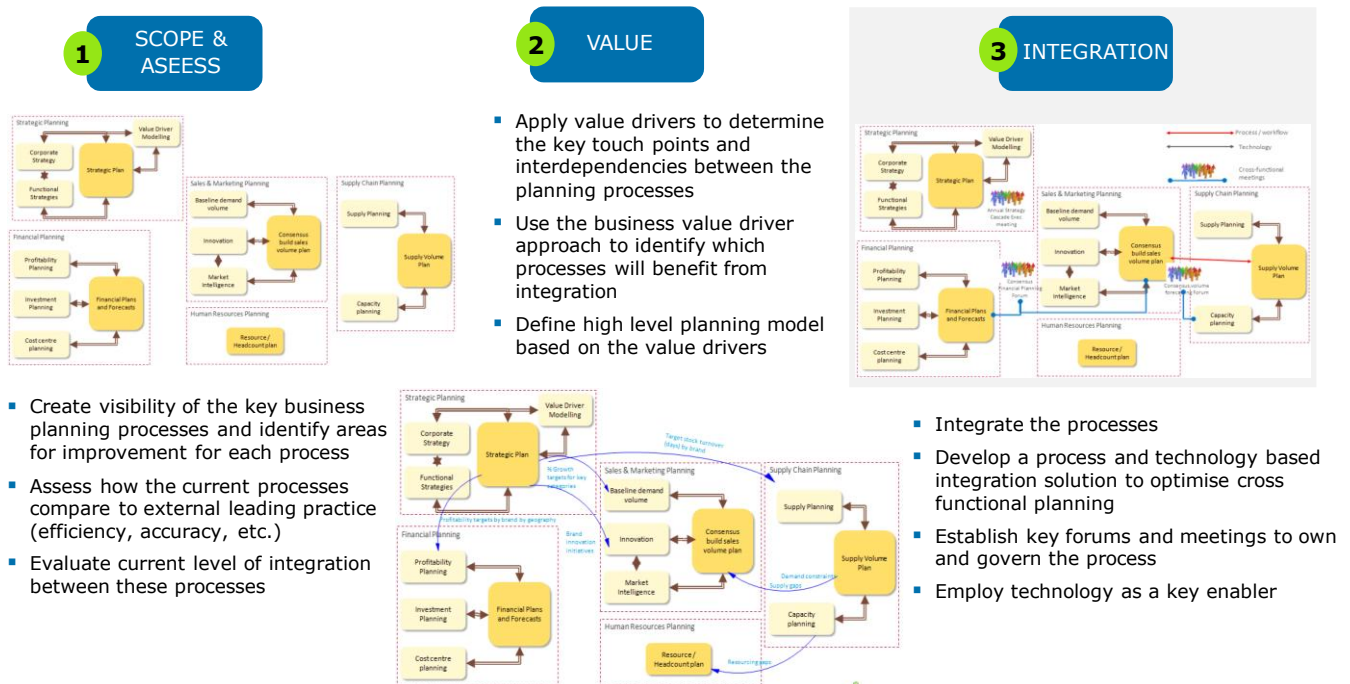
Capgemini is well positioned to deliver IBP services. We have experience of designing and implementing Effective Information Delivery solutions for various organisations. We also understand how Cloud products and services can be used to make IBP more efficient and effective.

## 3 Our Approach

Capgemini has a structured approach that can enable the delivery of Integrated Business Planning solutions that can embed business value. Capgemini believes that implementing an integrated technology platform alone will not deliver the intended benefits. Capgemini can consider the business planning processes in the context of the organisation and can then overlay it with the underlying data and organisational structure in developing an IBP solution.

Every organisation is unique. Capgemini can adopt a collaborative approach that can involve using a team of experienced consultants and client subject matter experts to define the IBP operating model and to develop a framework for their overall planning processes, which can integrate with the client's organisation.

Capgemini's methodology to deliver a typical full IBP solution is illustrated in the following image:



**This diagram is for illustration only and does not represent any obligation or responsibility of Capgemini.**

Depending on the options selected, the benefits of this approach can consist of one or more of the following:

- Improved agility in responding to the changes in the macroeconomic environment;
- Improved outcomes and value by better allocation of resources;
- Alignment of strategies across departments within the organisation;
- Greater planning and forecasting accuracy;
- More efficient planning processes and reduced costs;
- Greater insight and support for decision making.

## 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 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.

## 10 Sub-contractors

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

- Capgemini Technology Services India Limited.

## 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.



All prices are in GBP and exclude VAT

## 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](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, 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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