

Business Insights Support G-Cloud 15





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1 Service Overview

Capgemini G-Cloud Business Insights Support offer is provided as part of Capgemini's Business Insightful Services, contained within the Capgemini portfolio of next generation application management offers and services, known as ADMnext.

This is a holistic, business-focused application management approach that brings together an organisation's processes, applications, and IT into one insight-driven command solution to provide end to end Business insights and operational support.

Business Insightful Services identify; process bottlenecks, impact of end user activities, critical activities, issue prediction and root cause analysis (RCA). It drives business focus in core areas of the landscape and provides business focused results. Business Insightful Services incorporate the right tools. including AI and process mining, and assets to perform powerful actions to improve business process performance, efficiency, and competitiveness.

Digital Transformation and working in the Cloud has changed the way companies do business, but it can often bring increased complexity, which can result in inefficiencies and sub-optimal performance. So, Capgemini has developed a solution to meet these needs and generate simplicity out of complexity. With Business Insightful Services we can help enable our clients to:

- Measure everything against one set of business objectives
- Regulate everything from a single window focused on their organisation
- Implement in an agile, incremental way to ensure minimal risk and maximum benefit
- Act on the wealth of insights available to create business value
- Continually manage risk and improve reputation
- View everything online – anytime, anywhere

2 Business Need

The expectations of a Buyer's business on IT have shifted from being a cost centre to a business partner. Developing, deploying and maintaining IT systems is simply not enough. It is about aligning IT services with measurable business goals and outcomes, as the applications have become the face for business services delivered to customers and end users. So, reactive SLAs based on response and resolution times are not able to support the increasing need to minimise disruption and enhance the experience of the end consumers of IT systems and services.

This means that the focus of a successful Application Development and Maintenance (ADM) service moves from speed of response to proactively maintaining stability not only of IT landscapes but more especially the business value chain in its entirety. To this end, the ability to measure the availability of a business process - based on the stability of the applications and infrastructure, whether Cloud based or on premise, that supports it, and its efficiency - based on KPIs relating to specific steps in the process, becomes of paramount importance to deliver expectations.

In addition, the ability to measure business process KPIs then provides a sound foundation on which to address a further customer expectation and that is to drive continuous Business Process Improvement and Innovation. Knowing the business blueprint and bottlenecks explored, will come handy to fuel the technical transformation needed to support the Digital business, bringing the following value:

1. The Application/Infrastructure estate's performance becomes increasingly measured on Business KPIs with the focus on activity becoming more proactive to prevent incidents before they arise and thereby increasing the stability of these business processes;
2. The value of IT becomes more aligned to business expectations thereby supporting better decision making for future investment;



3. The ability to measure business KPIs close to real time, and how IT supports these, allows the customer and Capgemini to drive continuous process improvement thereby increasing efficiency and driving down costs in the business;
4. Carrying out process mining will help developing a business blueprint that can be very useful when it comes to technical transformation e.g. S/4 HANA;
5. Process mining based benchmarking of business processes helps to identify areas to improve the competitiveness relative to peers in the market.

3 Our Approach

Business Insights Services begin with Business Process Focus (BPF), where jointly we methodically explore the known business problem areas, and to map the corresponding IT systems, to identify the potential failures in them that can affect the business process performance and to provide quick solutions from our ready to use bot libraries.

Following a flexible and transformational method, we adopt a progressive approach that enables the scalability to cover multiple business value chains end-to-end. It is Capgemini's approach to support its customers to achieve this increased alignment of services to business goals. Bringing assets, such as the BPF KPI and bot Libraries, with strong industry experience and business processes understanding, insights and analytics it delivers "command centre" capabilities that monitor performance, efficiency and competitiveness of business value chains, whilst also providing insight to drive continuous improvement.

The four core elements of Business Insightful Services are:

- **Business Process Performance:** We monitor business process performance by identifying bottlenecks, critical activities and helps contain impact of issues by early detection of their occurrence;
- **Business Process Efficiency:** We help improve business process efficiency by identifying and addressing process inefficiencies detected by Business and IT process mining;
- **Business Process Competitiveness:** We improve competitiveness by providing benchmarking with industry best-in-class processes and comparative KPI performance analysis;
- **Business Insights:** We provide insights to improve business performance by leveraging analytics and AI/Machine Learning to make business sense out of the rich data available.

Recognising that each customer's journey will be different, we avoid a one size fits all approach and work to define a specific journey for each customer. Such variation is true also for the outcome measurement, the data sources, the volume of ingestion and technology components of the stack.

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.

The Buyer responsibilities as part of this service are as follows:

- Supply the relevant access to data, business processes, tooling, and resources required to allow Capgemini to perform the initial Business Process Focus exercise.

If these responsibilities do not match your expectations, then please contact us in order that we can explore options to vary our approach.



5 Service Management

This service will be managed by a UK service delivery manager who will be responsible for meeting agreed service performance targets.

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.

Capgemini maintains strong strategic alliances with leading technology providers to deliver innovative Application Development and Maintenance (ADM) solutions in the cloud. Through its extensive "Cloud Alliance," Capgemini partners with industry leaders such as Microsoft, Oracle, AWS, Salesforce, SAP, Google Cloud, VMware, MuleSoft, and others to enable end-to-end digital transformation for clients. These partnerships empower Capgemini to leverage cutting edge technologies across cloud, AI, and automation. Capgemini has consistently been recognised with numerous awards and accreditations from its partners and industry analysts, including multiple Google Cloud Partner of the Year awards for Generative AI, Sustainability, and Industry Solutions. These accolades underscore Capgemini's commitment to delivering innovative, secure, and scalable solutions that drive measurable business outcomes for clients worldwide.



9.1 Analyst Recognition



9.2 Oracle

As a key global strategic partner, Capgemini continues to participate in the Sell, Service, and License & Hardware tracks, and holds recognized Expertise across Oracle's SaaS, PaaS, and IaaS portfolio. Capgemini brings deep capabilities in Intelligent Cloud Operations, ERP Cloud Advisory, and industry-specific solutions, supported by over 11,400 Oracle-certified consultants worldwide and more than 85 OPN Expertise areas.

The power of our collaboration with Oracle continues to earn global recognition, with recent highlights including:

- **2025:** Capgemini named Regional Best-in-Class Service Partner for Technology/Cloud – EMEA at the Oracle Partner Awards, reflecting excellence in Oracle Cloud implementations and business impact across Europe, Middle East, and Africa.
- **2024 -2025:** Recognized as an Innovator in Avasant's Oracle Cloud ERP Services RadarView™, for embedding generative AI in delivery platforms and accelerating ERP transformations.
- **2025:** Winner of multiple Oracle Partner accolades for cloud transformation projects and industry solutions, reinforcing our leadership in Oracle SaaS and PaaS deployments.

9.3 SAP

Capgemini remains a certified Global AMS and Cloud Services provider for SAP, with over 25,000 SAP practitioners worldwide and more than 8,000 certified resources. It continues to lead in SAP S/4HANA certifications in Europe and ranks among the top globally for overall SAP certifications. In 2025, Capgemini strengthened its SAP partnership through initiatives like the Sovereign Technology Partnership, aimed at delivering secure, AI-powered enterprise transformation across highly regulated European sectors.

Analyst Recognition:

Capgemini is consistently recognized as a Leader in SAP services. In 2025, it was named a **Leader in The Forrester Wave™: SAP Services in Europe, Q2 2025**, earning top scores for SAP S/4HANA transformations, AI innovation, and data-driven strategy.



Gartner continues to position Capgemini as a Leader in its **Magic Quadrant for SAP S/4HANA Application Services, Worldwide**, maintaining its leadership for multiple years.

Awards:

- **2025 SAP Pinnacle Awards:** Capgemini was a finalist in the SAP Business AI – Partner Innovation category for delivering advanced AI use cases on SAP Business Technology Platform.
- **2025 SAP Innovation Awards:** Winner in the Transformation Titan category for leveraging SAP S/4HANA Cloud and SAP Analytics Cloud to drive enterprise agility and automation.

9.4 Microsoft

Capgemini is a strategic global partner of Microsoft, driving innovation across development, integration, and Application Lifecycle Management. Today, Capgemini has **over 28,000 Microsoft-certified professionals** worldwide, including Microsoft Certified Professionals (MCPs), Azure® certified architects, and Microsoft Cloud Solution Architects.

Capgemini holds **Microsoft Solutions Partner** designations across all six solution areas and continues to maintain advanced specialisations in key domains such as Application Development, Data & AI, Security, and Azure Expert Managed Services (MSP).

As a leading partner for Azure Cloud, Dynamics 365, and AI-driven solutions in Europe and globally, Capgemini has strengthened its position in delivering end-to-end cloud transformation and industry-specific solutions.

In recognition of its impact, Capgemini was honoured with multiple **2024 Microsoft Partner of the Year Awards**, including global awards for SAP on Azure, AI Innovation, and Sustainability Transformation, reinforcing its role as a trusted advisor for enterprise modernization and digital acceleration.

9.5 Amazon Web Services (AWS)

Capgemini has been associated with AWS since 2008. Capgemini has a strong collaboration with AWS across sales, delivery and innovation. Capgemini was one of the first premium partners jointly certified for delivering ERP solutions (SAP) on AWS. Capgemini is recognised by AWS as a provider of cloud migration services with deep industry expertise and a global leader in complex migration projects including discovery, planning, migration, and operations. Capgemini is a Premier Consulting Partner of Amazon Web Services (AWS) and a Managed Service Provider (MSP), part of AWS' elite MSP programme. Capgemini's team of AWS-trained consultants and architects know how to optimise migrated workloads and cloud-native applications on AWS. Capgemini can offer an all-in-one package of cloud hosting, industry-specific solutions, ongoing management, and continual improvement. With more than 5,000 successful cloud projects Capgemini has a proven ability to migrate and optimise workloads in the AWS cloud. In 2023 Capgemini won seven AWS Partner of the Year awards across a record number of global and local categories, including the coveted Artificial Intelligence and Machine Learning (AI/ML) Global Partner of the Year award. Global Capgemini has partnered with **Amazon Web Services (AWS)** since 2008, building a strong collaboration across **sales, delivery, and innovation**. Today, Capgemini is recognized as a **Premier Consulting Partner and an AWS Managed Service Provider (MSP)**, part of AWS's elite MSP program, with advanced specialisations in **migration, SAP on AWS, AI/ML, and industry-specific solutions**.

Capgemini's global team of **AWS-certified architects and consultants** delivers end-to-end cloud transformation, from **discovery and planning to migration, optimization, and operations**, ensuring workloads and cloud-native applications are fully optimized on AWS.

With **over 6,500 successful cloud projects** and deep industry expertise, Capgemini offers a comprehensive portfolio of **cloud hosting, modernization, industry solutions, and continuous improvement services**.

In 2024, Capgemini earned **multiple AWS Partner of the Year Awards**, including global recognition for **AI/ML Innovation, Industry Leadership in Automotive**, and **Global Innovation Partner of the Year**, reinforcing its position as a trusted leader in cloud-driven business transformation. Innovation Partner of the Year and Global Industry Partner of the Year for Automotive.



9.6 Salesforce

Capgemini has been delivering **successful Salesforce implementations and integrations for over a decade**, helping organisations make **SaaS solutions a strategic component of their IT landscape**. As a **Salesforce Global Strategic Consulting Partner**, Capgemini operates across key geographies with a team of **over 3,000 Salesforce-certified specialists**, enabling businesses to deliver **cloud-based processes seamlessly integrated with enterprise systems**.

Capgemini continues to drive innovation in **Salesforce Customer 360, Industry Clouds, and AI-powered experiences**, supporting clients in achieving **personalised engagement and data-driven decision-making**.

Recent recognitions highlight Capgemini's leadership:

- **2024:** Salesforce Partner Innovation Award for **AI-Driven Customer Experience**
- **2024:** Named among the **Top Global Strategic Partners for Industry Solutions**
- **2023:** Best Salesforce Partner to Work For in the UK (Digital Revolution Awards)

Capgemini's Salesforce practice is focused on **accelerating digital transformation through AI, automation, and industry-specific solutions**, ensuring clients maximize the value of their Salesforce investments.

9.7 Mulesoft

Capgemini has been a trusted **MuleSoft global partner** since 2008, initially as a reseller and later as a **supplier partner** from 2014. Today, we have a strong global network of over **1,100 MuleSoft specialists** and more than **800 certified professionals** across architecture and development worldwide.

Our leadership in the MuleSoft ecosystem has been consistently recognized through multiple awards:

- **2023:** Global Practice Development Partner of the Year, LATAM Partner of the Year, UK Partner of the Year, France Partner of the Year, JAPAC Partner of the Year, ANZ Partner of the Year, Asia Partner of the Year, and JAPAC Practice Development Partner of the Year.
- **2025:** Capgemini continued to be recognised for innovation and practice development, maintaining its position as a leading MuleSoft partner globally.

These accolades reflect our commitment to driving innovation, scaling MuleSoft expertise, and delivering transformative integration solutions for clients worldwide.

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.



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.

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