

Cloud IT Portfolio Analysis

G-Cloud 15





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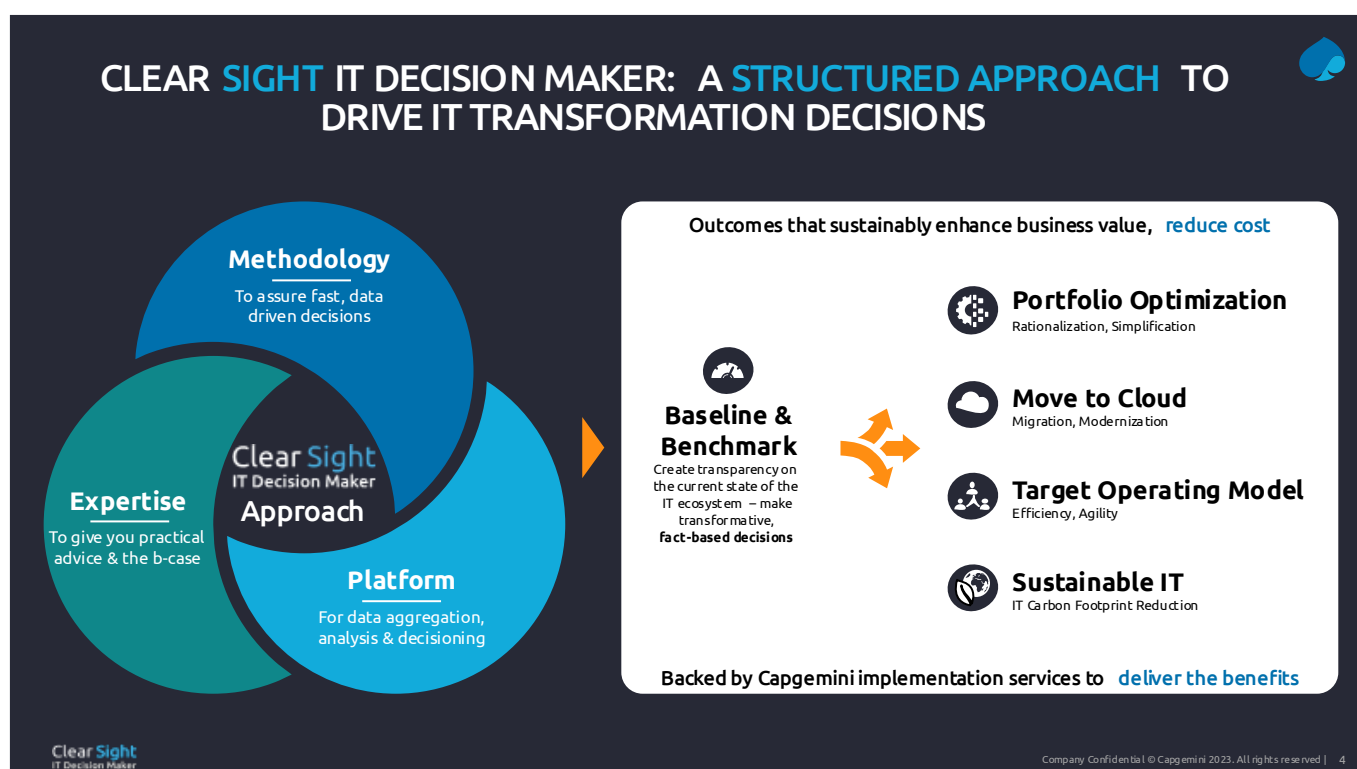
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1 Service Overview

Capgemini's Cloud IT Portfolio Analysis uses our Clear Sight IT Decision Maker (hereby called Clear Sight ITDM) process and tool, to supply an innovative and proven approach to analyse and take decisions on a client's IT ecosystem. Clear Sight ITDM helps obtain the answers needed to accelerate digital and cost transformation initiatives. Clear Sight ITDM uses a data driven methodology to provide visibility on the current client IT state and provides vital insights supporting the future state design.

This Clear Sight ITDM process brings together a robust assessment methodology, Clear Sight ITDM studio tool for data analysis and decision making and the right experts from Capgemini to deliver results. It takes baselining and benchmarking as the first step by bringing together existing data sources of applications, infrastructure, and business components together to provide a 360° view of the client IT ecosystem.



Cloud IT Portfolio Analysis - Clear Sight ITDM overview

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

Clear Sight ITDM is recognised by Gartner, ISG & Forrester as an important asset in the market and is designed to address the four main burning platforms of clients as follows:

- **Portfolio Optimisation** - for clients setting the stage for a broader transformation, where Clear Sight ITDM looks at business, technology, and cost dimensions in an integrated way to find levers for simplification and cost optimisation.
- **Target Operating Model** - for clients determined to evolve to a more agile operating model to better respond to business needs and build a more resilient sourcing model that is both cost efficient and adapted to their future needs.
- **Move to Cloud** - for clients looking to build their Cloud strategy to migrate and modernize their applications and infrastructure to the Cloud – whether private, public or, more typically, a hybrid Cloud.
- **Sustainable IT** – for clients aiming to compute and baseline the Scope 2 and Scope 3 CO2e emissions attributable to IT operations and build tangible actions at an application level to reduce the overall IT carbon footprint.



In addition to the above components, Clear Sight ITDM provides a Transformation Program Office construct via its Transformation Cockpit feature. This feature supports the development and maintenance of a transformation plan based on the recommendations from the portfolio analysis. The cockpit provides dashboards to govern the execution of the transformation program and fine-tune where necessary. The Transformation Program Office brings together relevant Capgemini expertise, powered by Clear Sight ITDM to anchor the next steps in collaboration with the client's transformation team.

The deliverables of a Cloud Portfolio Analysis Clear Sight ITDM engagement are tailored to the objectives of the clients which are discussed with them beforehand. Deliverables include the results of Capgemini's in-depth analysis and recommendations along with a pragmatic implementation or transformation roadmap with a business case. Typical deliverables of an Clear Sight ITDM project can be:

1. **Portfolio Optimisation Report** – Report providing as-is state of the IT Landscape along with benchmarks, strengths and weaknesses through data driven analysis. Based on the data gathered, this report can also include analysis and findings focused on:
 - a. Rationalisation analysis – determining application destinies through rationalisation and determining their target state destinies such as Tolerate, Invest, Migrate and Eliminate which is in line with Gartner's TIME model
 - b. Risk analysis of the portfolio – summarising portfolio level applications risk to take corrective actions
 - c. Functional Redundancy analysis – determining applications performing similar functionalities for consolidation
 - d. TCO analysis – providing a Total Cost of Ownership (TCO) view of the portfolio along with insights for improvement

In addition, the output can include licensing analysis and technology obsolescence analysis.

2. **Cloud Assessment Analysis Report** – Report describing the cloud eligibility and migration pattern of applications e.g., Retire, Replace, Redeploy, Replatform, Refactor and Rearchitect, based on the decision trees defined at the start of the project.

This report can also include migration wave plan / move groups along with migration complexity rating and high-level business case, if part of the scope. An application overview card per application can also be created detailing the target destiny for each application along with the required characteristics of application that will be significant during migration.

3. **Portfolio Database/Inventory** - Structured flat file with the full inventory of data collected during the project which can be imported to any other tool used by the client or for offline analysis or other use (e.g. Microsoft Excel).
4. **Business Case (Optional)** – case to quantify the savings potential wherever possible and to show investments required to achieve the benefits of the transformation projects along with return on investment.
5. **Sustainability Analysis Report** – Report providing the current CO2e emissions baseline (Scope 2 & 3) and levers for its reduction (app and infrastructure). Predictive impact in terms of carbon footprint reductions based on the Portfolio Optimisation and Cloud Assessment deliverables if part of the scope.
6. **Clear Sight ITDM Studio tool (Optional)** – This tool is Capgemini's in-house developed Software-as-a-Service tool which will be used by Capgemini consultants during the project. The tool access can be extended to the client during the project duration or post assessment, if requested.



Helping CIOs make better decisions since 2010

600+ Portfolios

200K+ Applications

9M+ Datapoints

13 Sectorial Benchmarks

Clear Sight ITDM Studio Capabilities

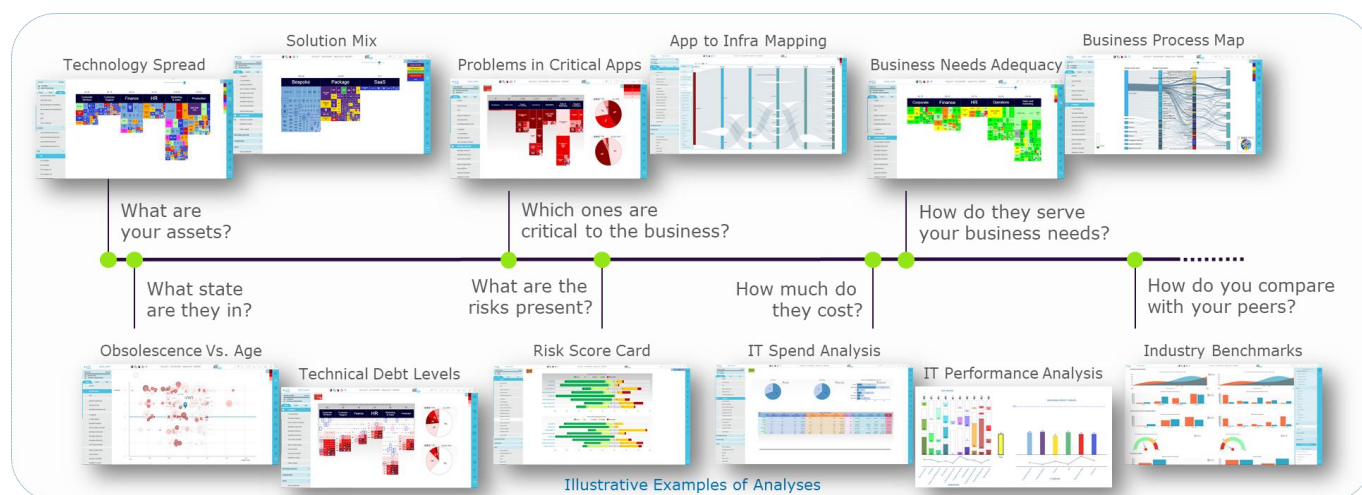
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2 Business Need

CIOs and IT Leaders need more visibility on their IT estate to take control by making the right decisions. In the current environment, there is a pressure to cut costs, to be more agile, to meet the speed to market expectations of the business stakeholders and adopt digitalisation while being Sustainable. These challenges are amplified when the estate is dominated by legacy applications or if there is high level of technical debt.

To address these challenges and transform their IT for better performance, clients can take advantage of the established approach of Clear Sight ITDM. Clear Sight ITDM has served more than 600 customers globally over last 13 years and created a rich database of more than 9 million+ data points across 13 different sectors including public sector enterprises. Clear Sight ITDM studio, the tool underpinning the Clear Sight ITDM assessment methodology, is powered by Artificial Intelligence (AI) and leverages more than 400 rules to understand the IT portfolio and can help in responding to the tough questions faced by them concerning digitalisation and cost transformation. This virtual expert AI is upgraded with Generative AI capability to accelerate the analysis process by improving efficiency and to enrich the Clear Sight ITDM deliverables.

Clear Sight ITDM studio with its advanced visualisation capabilities can provide reliable insights into the current application portfolio, which is then used to benchmark client IT performance across similar organisations and geographies. These insights are viewed through over 150 visualisations (e.g., *interactive bubble graphs, heat maps etc.*).



Indicative solution scenarios in Clear Sight ITDM studio



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An action plan can be prepared to address the three dominant pillars of IT- people, process, and technology to devise the transformation agenda focused on varied priority digitalisation topics such as, but not limited to:

- IT portfolio modernisation and optimisation
- Improving speed to market by adopting move to cloud.
- Enabling IT to meet business challenges
- Improve the alignment of IT spend to business priorities
- Addressing legacy IT estate modernisation

Reducing carbon emissions of IT by rightsizing

3 Our Approach

Capgemini looks at each assessment as a project, which means that the prerequisites are the same: strong project managers, rigorous planning, governance, and executive sponsorship are keys to success.

Honed by incorporating best practices over time, the Clear Sight ITDM assessment projects typically take 8-12 weeks depending on the scope and complexity of the portfolio. The timeline is decided based on the scope of applications and infrastructure along with the ambition of the project.

Broadly, there are 3 phases in the project and multiple parallel streams within each phase:

The **Preparation phase** is key to lay the foundation for success. The first stream focuses on the project setup, scope, identification of stakeholders and governance aspects. The second stream focuses on data – available data on the IT Landscape is mapped to Clear Sight ITDM attributes and reused to optimise the data gathering effort. A data gap analysis is performed and the IT stakeholders who will provide the data will be identified and briefed on the collection process and the data points needed.

For Move to Cloud projects when there is not enough infrastructure data available in the CMDB (Configuration Management Database) or other client data sources then there can be a need to run auto-discovery of the infrastructure estate to capture the server details in-depth. In those situations, Capgemini can work with third party auto-discovery tool providers such as, but not limited to, Cloudscape, Migration Evaluator (formerly known as TSO Logic) or Movere to implement the discovery tools. The extract from these discovery tools complements the standard Clear Sight ITDM attributes with application dependency and infrastructure asset data.

The **Data Collection** phase is usually the most intensive phase. IT Stakeholders/Application owners are typically given 4 weeks to complete the activity incrementally. The duration of this phase is jointly decided with the client to take the consideration of the client stakeholders' workload. Capgemini tracks the progression and data quality and lend support as needed. From practical experience, Capgemini finds that this time-boxing approach is helpful in driving data collection to a successful closure.

At the end of this phase, data is validated before going forward to the analysis phase. Standard reports from Clear Sight ITDM Studio are used in this phase for tracking progress & validation.

In parallel, Capgemini will run the auto-discovery on infrastructure estate, where applicable, to scan the infrastructure landscape.

In the **Analysis Phase**, the Capgemini team will integrate the infrastructure data coming from auto-discovery (if applicable) and run the decision trees defined in the preparation phase. The Clear Sight ITDM Studio's benchmarking capabilities as well as automated reports with different analyses lenses allows the analysis of data, derive the strengths and weaknesses, and build recommendations for improvement actions.

Capgemini will conduct workshops to share the first findings, get the client's feedback so that any necessary adjustments can be made. The final deliverables will be customised to meet the ambition of the project to create the implementation roadmap.



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

- Supply the relevant data to support the Cloud IT Portfolio Analysis or allow Capgemini to perform a data collection exercise working with Buyer employees

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

Projects are executed within Capgemini using our proprietary Unified Project Management (UPM) methodology which, while following standard project management guidelines to ensure that regular stakeholder engagement across all levels is achieved, also emphasises and ensures the setting up of a robust Governance and Finance management structure to deliver projects to expectations required and within the pre-defined budgets.

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.

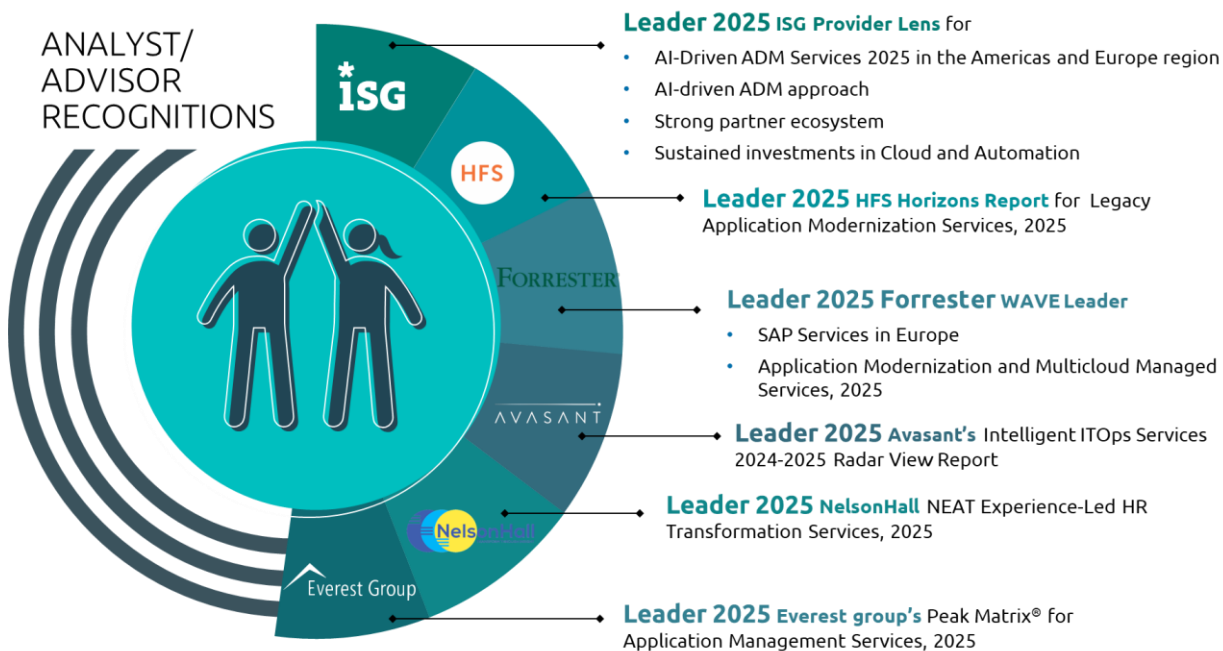
9 Vendor Accreditations/Awards



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.

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.

10 Analyst Recognition



11 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.

12 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.

13 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.

14 AWS

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.

15 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.

16 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.

17 Sub-contractors

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



- Capgemini Technology Services India Limited.

18 Business Continuity and Disaster Recovery

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

19 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.

20 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.

21 Termination Terms

Please refer to the Supplier Terms for this service.

22 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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