

Capgemini Microsoft Partner Services G-Cloud 15





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1 Service Overview

Capgemini worked with Microsoft for 20+ years. Together, they helped companies harness technologies, turbo-charge them, and point them at business goals, enabling organisations to go further and faster. Working across domains along with Microsoft's technology expertise helps design innovative industry joint solutions, data estate modernisation, digital experience, and cloud journey.

Capgemini have thousands of Microsoft Certified Professionals (MCPs), Microsoft Azure® certified architects, and Microsoft Cloud Solution architects. Capgemini is a Microsoft Azure Expert Managed Services Provider for three years in a row, member of the Business application Inner Circle for four years in a row and a Gold member of the Microsoft Partner Network. Capgemini also work in close collaboration with Microsoft Cloud Solution Architects and serve Microsoft-enabled enterprises across the Americas, Europe, and Asia Pacific.



AWARDS

2023

WINNER:

- SAP on Azure (Global)
- GSI Growth Champion (Global)
- GSI, Western Europe
- Sweden, Capgemini and Sogeti
- Industry, Financial Services, US
- Security, France

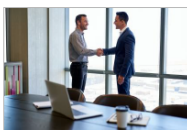
FINALIST:

- Business Apps
- GSI, Global
- Analytics
- Retail, France

Microsoft Global Alliance | July 2023

CAPGEMINI-MICROSOFT PARTNERSHIP: COLLABORATION FOR BETTER BUSINESS VALUE

Our industry know-how across domains along with Microsoft's technology expertise helps design innovative industry joint solutions to accelerate migration, ease data estate modernization, enhance digital experience and transform customer's cloud journey.



25+ YEARS
of solid partnership – Microsoft's technology together with Capgemini's industry expertise has helped thousands of clients in their cloud transformation journey



More than **2000+** accounts in 2022 trusted our partnership to help them achieve their goals

A TEAM OF HIGHLY SEASONED EXPERTS AND SET-UPS



With **6 (OF 6)** Solution Partner designations we are the top Microsoft Solutions Partner- Cloud



14 Advanced Specializations across Azure, Modern Work, Security and Business Applications



Azure Expert MSP for **4 years** in a row (inception of the program in 2018) always **100%** compliant.



35K+ Microsoft certifications ranking us amongst the top #3 Microsoft Partners globally, **52K+** trained FTE in 2022



Microsoft Cloud CoEs to design and build the most relevant solutions tailored to the clients' needs.
Alongside the Microsoft Product Teams and dedicated Microsoft CSAs to ensure state-of-the-art solutions leveraging the best of the Microsoft Cloud platforms



53 Unique Industrialized Solutions developed on top of Microsoft Cloud and made available in the Microsoft marketplaces

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

Microsoft credentials validate our deep technical expertise and capability to deliver best in class specialised services to customers. Having achieved these, customers are assured of the highest quality standards for service delivery and support.

CAPGEMINI ADVANCED SPECIALISATIONS	CAPGEMINI SOLUTIONS PARTNER (OCT 2022)*												
- Analytics on Microsoft Azure - Data Warehouse Migration to Microsoft Azure - AI and Machine Learning in Microsoft Azure - Kubernetes on Microsoft Azure - Modernization of Web Applications to Microsoft Azure - SAP on Microsoft Azure - Windows Server and SQL Server Migration to Microsoft Azure - DevOps with GitHub on Microsoft Azure - Calling for Microsoft Teams - Meetings and Meeting Rooms for Microsoft Teams - Cloud Security - Identity and Access Management - Threat Protection - Low Code Application Development (PowerApps)	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td>INFRASTRUCTURE (AZURE)</td><td>Qualified</td></tr> <tr><td>DATA & AI (AZURE)</td><td>Qualified</td></tr> <tr><td>DIGITAL & APP INNOVATION (AZURE)</td><td>Qualified</td></tr> <tr><td>MODERN WORK</td><td>Qualified</td></tr> <tr><td>SECURITY</td><td>Qualified</td></tr> <tr><td>BUSINESS APPLICATIONS</td><td>Qualified</td></tr> </table>  Microsoft Cloud * Microsoft retired Gold competencies and introduced six new Microsoft Solutions Partner designations on 3rd October, 2022	INFRASTRUCTURE (AZURE)	Qualified	DATA & AI (AZURE)	Qualified	DIGITAL & APP INNOVATION (AZURE)	Qualified	MODERN WORK	Qualified	SECURITY	Qualified	BUSINESS APPLICATIONS	Qualified
INFRASTRUCTURE (AZURE)	Qualified												
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MODERN WORK	Qualified												
SECURITY	Qualified												
BUSINESS APPLICATIONS	Qualified												

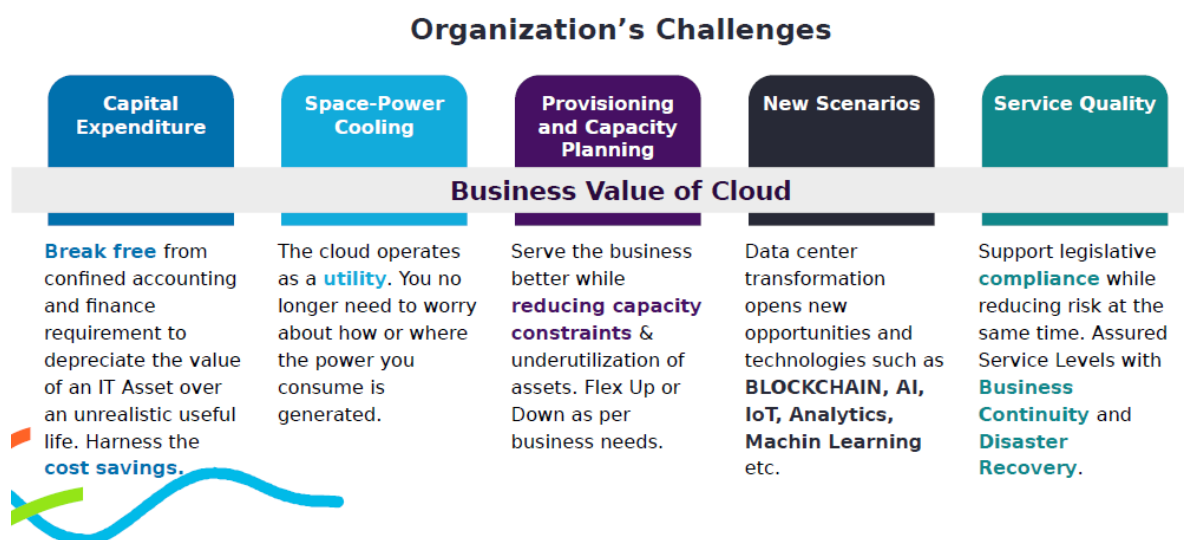
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2 Business Need

With the growth and diversification of systems, technologies, applications, processes, suppliers, specialised staffing, and regulatory mandates, more organisations than ever look to embark on the cloud journey and migration of their data centre footprint. However, this migration can invite risk and disruption to processes with unplanned outages, security breaches, compliance issues, lack of control and unexpected running costs.

Simply transferring IT infrastructure from the data centre to a public cloud provider doesn't necessarily deliver the modernisation, security, cost efficiency organisations seek or harnessing innovation.



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By advising and guiding organisations on their move to the cloud, Capgemini in partnership with Microsoft help organisations to effectively and confidently harness the cloud to accelerate the migration safely and efficiently with minimised disruption and cost outlays.

3 Our Approach

Now more than ever, businesses need everything to be connected. Everything to be accessible. Everything to be simple, smart, and useful.

What they need, in short, is digital transformation. As a partner, we have the agility to combine Microsoft's versatile portfolio, with our expertise and long experience, help organisations to move smoothly to the cloud, so they can start to benefit straight away – and so they can be ready for the adventure of tomorrow.

Capgemini has experience, methodologies, tools, people, and partners such as Microsoft to help organisations manage the overwhelming complexities involved in planning and executing a business-focused data centre migration initiative. A more efficient and effective approach to data centre migration. Capgemini combines a proven methodology with leading-edge tools, and project accelerators—delivered by data centre and cloud experts who work collaboratively with your organisation to achieve their business objectives. A full-scale support network to guide the end-to-end migration journey – managing all phases of delivery, from strategy and planning to execution and implementation including business case and business benefit tracking, along with a leading industry recognised ongoing adaptive Managed Services solution.



CAPGEMINI DIFFERENTIATORS



Capgemini has the experience and credibility in getting you to Cloud faster, and with a proven risk mitigation strategy backed by our financial commitments.



Capgemini commitment to specific cloud migration outcomes (% reduction, % migrated, % eliminated) backed by financial KPI's and penalties (subject to validation of environmental data)



Experience in fast tracking cloud journey through innovative use of latest and best practice from Microsoft including AVS and VDI - Capgemini has performed the largest AVS migration (Follett)



Access to Microsoft's DCO incentive and investment programs including AMMP that helps to reduce the cost of transformation.



Access to additional Microsoft "white glove" support services during cloud transformations to de-risk the transformation journey.



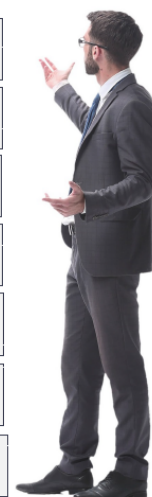
Rapid development of transformation plan through Capgemini Accelerate process - 3-4 weeks from initial meeting to ROM proposal.



Commitment to achieve a specific savings target through Capgemini investment of "open book" business case with joint validation of the assumptions between Capgemini and the customer's finance team.



Proven experience in migrating complex environments with expedited timelines, and entirely through remote support operations during COVID.



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With a complete portfolio of Microsoft cloud solutions, Capgemini supports its customers from cloud strategy development to managing hybrid environments that deliver a cloud first way of working.

Capgemini deliver the Microsoft Digital customer experience of the future-

ROADMAP	FOUNDATION	DEPLOYMENT	POST-DEPLOYMENT
Value-based roadmap	Intelligent customer experience platform	Agile-at-scale deployment	Maintenance and Innovation
Design a multi-year roadmap that combines: • Tried and tested framework • Extensive industry expertise • Digital transformation experience	Identify the ideal technology and data foundation based on: • Dynamics 365, Power Platform, Azure and Office 365 capabilities • Capgemini industry expertise • Reference architecture and accelerators	Leverage agile-at-scale to progressively evolve your operating model using: • SAFe methodology • Vast experience from Microsoft Customer Experience projects • Design thinking • Architecture leadership and governance	Enhance your technology aligned with business needs: • New technology and process adoption • Flexibility while servicing • Fixed and flexible scope of work • Boost user satisfaction
Drive incremental innovation Use cases are delivered one at a time, delivering short term financial gain while supporting long-term innovation	Drive performance and decision-making Integrated insights across sales, service, marketing and commerce enables data-driven intelligence	Improves process and project effectiveness DevOps methodology focuses teams on the most critical development aspects, reducing waste and ensuring a lasting impact	Larger engagements with fixed scope Capacity based on AM & AD scope, SLA commitment and better time coverage
Enable continuous innovation An evolving roadmap creates a continuous circle of innovation	Faster time to value Platform-enabled innovation and an efficient, incremental process drives value	Accelerates transformation A more efficient and effective deployment process accelerates business modernization	Industrialized Delivery Process driven support – from onboarding to stabilization. DevOps for Dynamics 365 tools and processes.
Increase adoption A governance framework ensures adoption and adaptation into the business fabric	Strengthen security Integrated cloud foundation and secure cloud flexibility implemented at speed with minimal disruption	Delivers enterprise-wide benefit Scalability of use cases across the business and across borders ensures the entire organization can benefit	

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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:

- The Buyer has a contract with the cloud provider of choice for the provision of capacity.
- Provide access to SMEs, Architects and Project Management resources from the Buyer to work with Supplier in the design and implementation of Platform engineering and automation capabilities.
- Allow Supplier to work with Cloud platform provider on behalf of the Buyer.
- Provide access to in scope implementation(s).
- Provide access to desired Cloud platform(s)
- Provide access to all relevant Security standards and documentation relating to Cloud platforms.
- Provide all required software licenses.
- Provide all required network connectivity and configuration.
- Cover all costs of the Cloud platforms used.
- Allow Capgemini to work with Cloud platform provider on behalf of the Buyer.

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

5 Service Management

Capgemini's service can be consumed in the following deployment and delivery models, all fully managed by Capgemini. Please contact us to discuss which of these fits your requirements. These are:

- **Offshore resources:** Capgemini's consultants work from our offshore locations. This provides a very cost-effective solution with access to a large pool of related skills.
- **Onshore resources:** Capgemini's consultants work from our UK offices. This provides a cost-effective solution for buyers that require UK delivery.
- **Dedicated resources:** Capgemini's consultants work on your sites, embedded as part of your team. This provides a solution for buyers that require skills augmentation and a high degree of control over the 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

Supplier 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, Supplier 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 program. 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



Capgemini and **Microsoft** together help companies harness technologies, turbo-charge them, and point them at individual business goals enabling organisations go further – and get there faster.

Capgemini have worked side by side with Microsoft for more than 20 years and our relationship is stronger than ever. Capgemini has thousands of Microsoft Certified Professionals (MCPs), Microsoft Azure® certified architects, and Microsoft Cloud Solution architects. Capgemini are a Microsoft Azure Expert Managed Services Provider for three years in a row, member of the Business application Inner Circle for four years in a row and a Gold member of the Microsoft Partner Network. Capgemini also work in close collaboration with Microsoft Cloud Solution Architects and serve Microsoft-enabled enterprises across the Americas, Europe, and Asia Pacific.

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.

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.



14 Ordering and Invoicing

Please refer to the Supplier Terms for this service.

- Capgemini 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.

Make it real. | www.capgemini.com



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