

SAP Cloud Migration Service G-Cloud 15





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1 Service Overview

Capgemini is recognised as a “leader” in the migration and operation of SAP solutions by key research and advisory analysts, such as Gartner, IDC, ISG, Forrester and NelsonHall. Capgemini is recognised by AWS, Microsoft and Google for being a key partner as well as having published case studies on their respective websites for SAP migration and operations.

Capgemini has developed an established and repeatable delivery capability, approach and methodology for SAP Cloud Adoption onto hyperscaler cloud, secure cloud and SAP ERP Cloud (RISE). Successful delivery for SAP on Cloud requires specialist knowledge and skills to architect, migrate and operate. Capgemini assists Buyers in their journey to HANA S/4 on Cloud with a set of tooling and processes that allow for an early discovery and evaluation of their existing SAP estate to ensure a repeatable and defined outcome when moving their SAP estate to cloud

Capgemini is able to provide key services at all stages of the Buyer’s journey to HANA S/4 and/or Cloud adoption. These services include business case advisory, discovery, design, migrate, operate and innovation for SAP on AWS, Azure, GCP, SAP ERP Cloud (RISE) as well as Secure Private cloud for more secure workloads.

Capgemini has been partnered with and is working with SAP on the SAP ERP Cloud (RISE) Cloud hosting proposition to ensure the full value of SAP ERP Cloud can be realised by the Buyer.

Capgemini has further strengthened its partnership with SAP in 2025 to accelerate agentic AI-driven enterprise transformation solutions for all European industries, and notably the public sector, defence organizations and those in highly regulated sectors. The companies will launch a Sovereign Technology Partnership to help enable European organizations to innovate securely and independently. It will be specifically designed to reinforce Europe’s digital sovereignty and provide control needed to protect sensitive data and critical operations. This partnership will initially focus on France, Germany, the Netherlands, and the United Kingdom, with plans to expand across European markets.

2 Business Need

SAP Cloud Migrations can result from internal or external compelling events, business-driven and IT-driven programmes requiring that a Buyer considers operating their SAP estate on Cloud and/or moving to HANA S/4. These events include:

- SAP termination of legacy software support at the end of 2027, long replacement cycle
- Infrastructure and/or application managed service contracts coming up for renewal
- Data centre contracts and leases coming up for renewal
- Large CAPEX hardware repurchases requirement Tech Refresh mandates
- End of Life situations for hardware/software
- As-Is SAP Data center assets require significant further investments due to technical debt
- Capacity, reliability, or performance constraints
- Mergers, acquisitions, and divestiture scenarios
- Market pressures forcing greater agility and reduction in OpEx for SAP Hosting Total Cost of Ownership (TCO)
- Cloud First Strategy
- Sovereign IT requirements

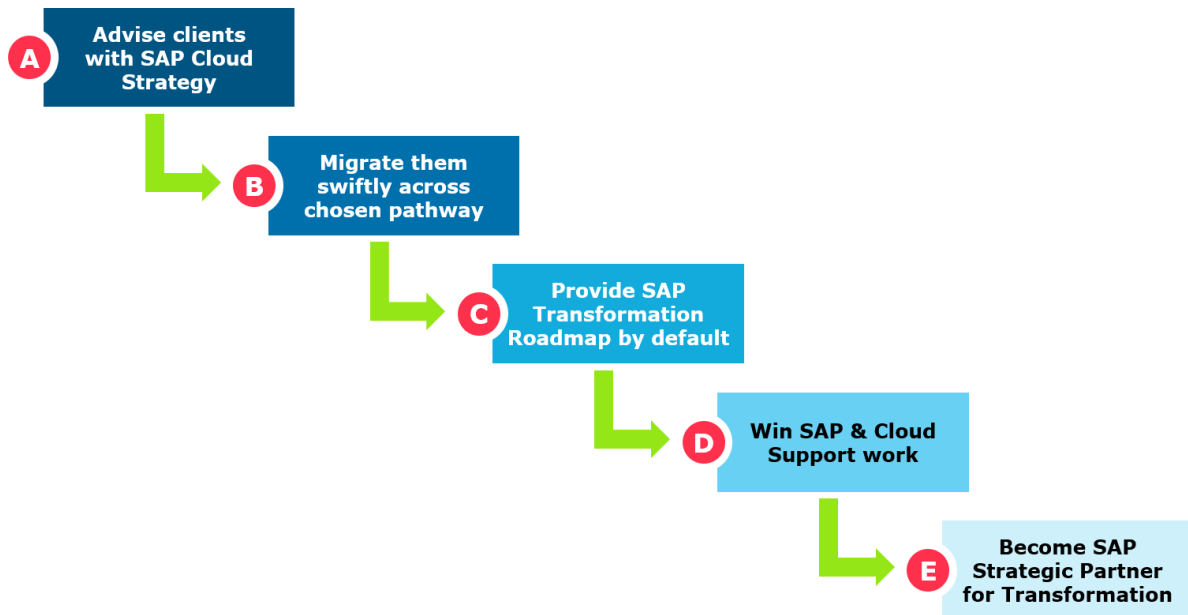
Capgemini experience is that a combination of the above events coupled with a transformation programme can be used to develop a compelling business case for an SAP Cloud Migration as part of a larger transformation Programme.



3 Our Approach

Capgemini can provide support and services for Buyers with their journey to SAP on Cloud adoption including:

- Advisory services at the start of the cloud journey to determine the correct strategic approach and hosting options for Capgemini's Buyers for SAP Cloud adoption and the development of the roadmap with relevant benefits case to achieve this.
- Discovery services to identify existing SAP IT estate and the readiness of SAP components and any mitigation requirements to migrate to hyperscaler cloud, sovereign cloud, SAP S/4HANA, ASP BTP or SAP ERP Cloud. Capgemini have looked to "productionise" some of the discovery services, in that Capgemini has developed a three week discovery model for "lift and shift" and an eight week discovery model for S/4 Conversions.
- Migration capabilities to migrate SAP estate rapidly (usually within six months) and safely onto Cloud platform, with minimal business disruption or production system outage, while ensuring the security of the systems on cloud and the quality of service to be delivered to the business.
- Transformational roadmaps for HANA S/4 benefit leveraging with the focus on process improvement and innovation with new technology adoption, such as Generative AI, Blockchain and IoT by maintaining a stable digital platform.
- IaaS, PaaS or fully supported Target operation model options, for hosting and supporting SAP estates as per the Buyer requirements.
- Strategic transformational partner, developing the Buyer SAP and IT estate into "intelligent businesses"



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

Capgemini's combination of resources and skills include:

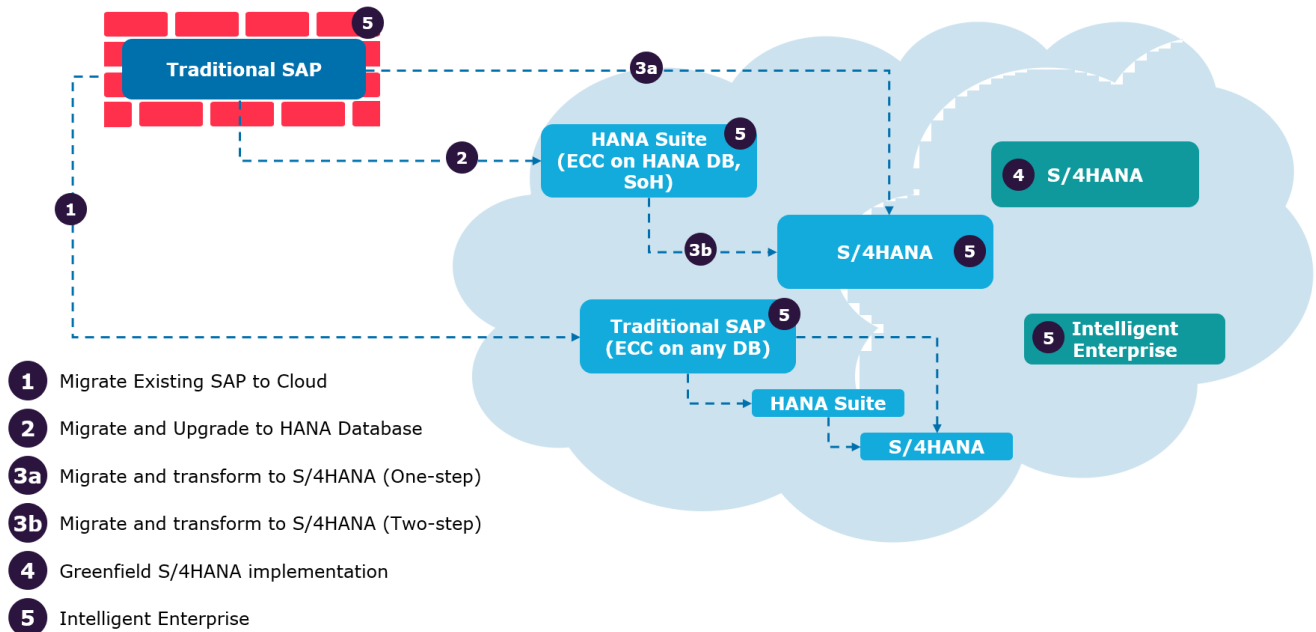
- A blend of human skills and capabilities with experienced Cloud engineers and SAP technologists providing the correct outcome from the Buyer
- Continued investment and improvement of the Capgemini Cloud automation and management capabilities
- Specialised tooling/automation for SAP with Capgemini Cloud assessment and migration to cloud
- Specialised tooling/automation for SAP HANA S/4 evaluation and adoption accelerators
- Capgemini iCaptivate business transformation delivery methodology



3.1 Cloud Adoption Routes for SAP Systems

There are several well understood SAP to **Cloud migration routes**; each with their own advantages and complexities. Capgemini has experience with these migration routes and has developed accelerators to enable quality and speed achievement at competitive price points for Buyers to rapidly move to Cloud adoption.

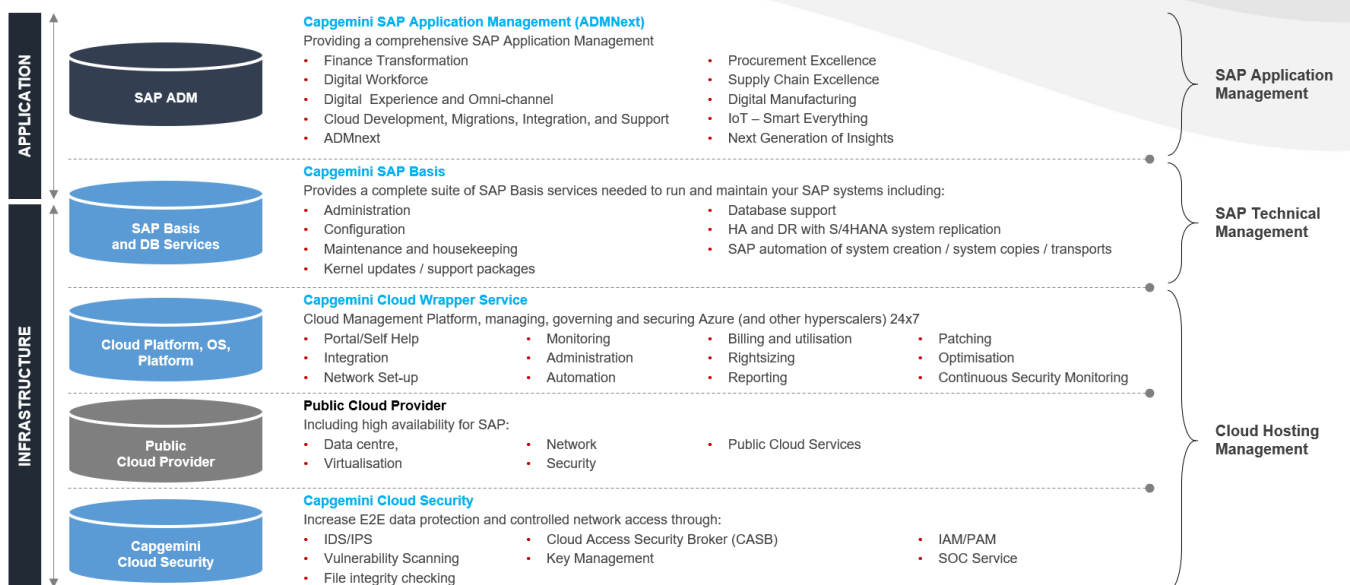
Cloud Migration Service Patterns



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

There are several different **target operating model hosting options**, the following diagram illustrates the different layers and components that are needed to provide a fully supported SAP on Cloud SAP estate. Capgemini can provide support services at each of these layers.

Capgemini has a defined SAP target operating model, that can provide partial or full service SAP delivery stack operations



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



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

Capgemini can deliver as a fixed price, defined project or specific service components, either as defined projects or on a day rate basis.

6 Protection of Data

This service is based on a security classification of 'Official'; however, should a Buyer have a requirement for a different security classification that it would like Capgemini to consider, please contact Capgemini to discuss.

7 On-boarding and Off-boarding

Prior to the execution of the Order, Capgemini and the Buyer will agree the scope of the exit plan for the services and a timescale for delivering an exit plan to enable continuity of the 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 recognized as one of the World's Most Ethical Companies® by the Ethisphere® Institute. This is an acknowledgment 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.

As a leading global partner for SAP since 1994, Capgemini has continually invested in expanding and enhancing our SAP expertise, capabilities, assets, tools, methods, and approaches. Capgemini has a highly mature and



acclaimed SAP capability, evidenced by our 'Leader' positioning with both industry analysts and SAP. With over 32,000 SAP resources globally, and skills across all SAP applications and modules, we offer our clients best-in-class SAP expertise.

Capgemini hold the following organisational accreditations from SAP:

- Global SAP S/4HANA Solution Operations and works with RISE with SAP
- Global SAP BTP Operations and works with RISE with SAP
- Global SAP SuccessFactors Solution Operations
- Global SAP DevOps
- Global SAP Hosting Operations
- Global SAP Business Suite Solutions Operations
- Global SAP SAP HANA Operations

Capgemini is held in high regard by our partners as evidenced by the following:

- 2025 SAP Pinnacle WINNER – SAP Business AI -Partner Innovation – Customer AI Use Case
- 2025 SAP Pinnacle FINALIST – SAP BTP Data and AI Growth
- 2025 SAP Global Line of business Partner awards FINALIST – SAP Business AI Customer Adoption
- 2025 SAP Innovation Awards WINNER – Transformation Titan
- 2025 SAP Innovation Award Finalist – Business Network Innovator – Twinings
- 2025 SAP EMEA award for service partner excellence WINNER Cloud Adoption
- 2025 SAP EMEA award for service partner excellence FINALIST Line of Business, Growth, RISE
- 2024 SAP Pinnacle FINALIST – Sales Success Large Enterprise
- 2024 Google Cloud WINNER – Global Specialization Partner of the Year award for SAP on Google Cloud
- 2024 SAP EMEA North Award for Partner Excellence – BTP
- 2023 SAP Pinnacle FINALIST – Industry Cloud
- 2023 WINNER: Partner of the Year, SAP on Microsoft Azure (Global)
- 2023 SAP EMEA North Award for Service Partner Excellence 2023 for Industry Cloud
- 2022 Winner Tricentis Global Partner Award (SAP Transformation Partner of the Year)
- 2022 Winner SAP Global SAP Customer Experience Partner Excellence Award for Sales Success – Large Enterprise
- 2022 SAP EMEA North Award for Service Partner Excellence 2022 for SAP Business Technology Platform Adoption
- 2022 SAP Pinnacle Award Finalist – Social Impact, Sustainability
- 2022 Finalist (Runner-up), Partner of the Year, SAP on Azure

Furthermore, we have received recent analyst recognition:

- Capgemini named a Leader and Customer Favourite in The Forrester Wave™: SAP Services in Europe Q2 2025
- Penteo has positioned Capgemini as a "Leader" in its report S/4 HANA 2025
- IDC named Capgemini as a "Leader" in their report: IDC Marketscape: Worldwide SAP Implementation Services 2025 Vendor Assessment



- Everest Group has positioned Capgemini as a “Leader and Star Performer” in its report SAP Business Application Services PEAK Matrix® Assessment 2025
 - Recognized as a market leader by ISG for the sixth consecutive year in 2024
 - Capgemini named a leader in the Forrester wave AI Services Q2 2024
 - NelsonHall recognizes Capgemini for its commitment to sustainable supply chain transformations in 2024
 - Leader in the 2024 ISG Provider Lens™ SAP Ecosystem for United Kingdom, Nordics, Germany, United States
 - NelsonHall has named Capgemini as a Leader in their NEAT Evaluation Report: SAP Cloud Migration Services 2023; NelsonHall, Eric Levine, May 2023
 - Leader: Avasant SAP S/4HANA Services 2022–2023 RadarView™
 - Leader: Gartner 2022 Magic Quadrant for SAP S/4HANA Application Services, Worldwide
 - Leader: in IDC MarketScape: Worldwide SAP Implementation Services 2022 Vendor Assessment (DOC #US48395822/ JUN 2022)
 - Leader in the ISG 2022 Provider Lens™ SAP Ecosystem for United Kingdom, France, Germany
- Leader in the IDC MarketScape: Asia/Pacific SAP Implementation Services Vendor Assessment, 2022 (Doc # AP48871022/ Aug 2022)

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

Hosting Disaster Recovery solutions can be designed to meet a Buyer’s requirements based on the Cloud Hosting Vendors underlying infrastructure as part of the SAP Migration. These solutions can integrate application availability to deliver various levels of Recovery Time Objectives (RTO) and Recovery Point Objectives (RPO).

12 Pricing

Each Buyer’s journey is unique and therefore there is no catalogue pricing; however, for each of the services, there is a known range in the price of the service that can be used to provide a price view based on the complexity of the Buyer’s SAP environments.

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.

Capgemini would be pleased to arrange a call or meeting to discuss the Buyer’s requirements of Capgemini 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 Capgemini G-Cloud services, please contact Capgemini 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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