

Capgemini AWS Partner Services G-Cloud 15





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1 Service Overview

Together Capgemini and AWS blend deep industry knowledge, cloud expertise, and services to help you realise your vision of a 21st-century business. Capgemini helps client to enables their digital future with proven methodologies and programs to accelerate your journey to the cloud, delivering innovative solutions to help them reach their business ambitions and a sustainable future.



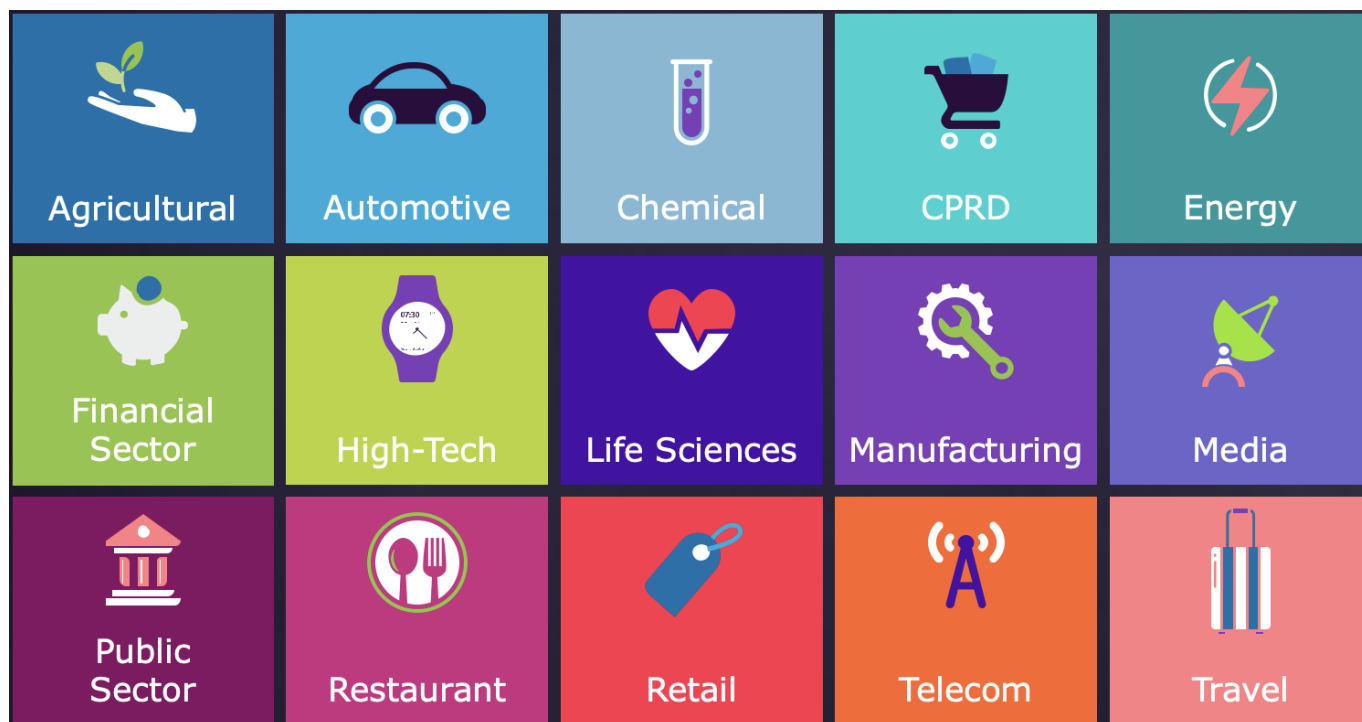
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We are recognized as an AWS Premier Consulting Partner and an AWS Well-Architected Partner, and we hold 10 AWS competencies: AWS SAP Consulting – AWS Migration Consulting – AWS Financial Services Consulting – AWS Industrial Software Consulting – AWS Travel and Hospitality Consulting – AWS Internet of Things (IoT) Consulting – AWS Level 1 MSSP – AWS Mainframe Migration Consulting, AWS Automotive Competency, SaaS Consulting Competency, Government Consulting Competency, Generative AI Competency

Our close, 10+ year partnership with AWS allows us to work end-to-end as a seamless, integrated team. It means we can help the client achieve the best possible outcome.

2 Business Need

In today's rapidly evolving digital landscape, businesses are constantly seeking innovative solutions to enhance their operational efficiency, scalability, and overall performance. The partnership between Capgemini and AWS emerges as a strategic imperative to meet these demands head-on. Capgemini, renowned for its expertise in consulting, technology, and outsourcing services, teams up with AWS, a global leader in cloud computing, to offer a comprehensive suite of solutions tailored to address the diverse needs of businesses across industries.

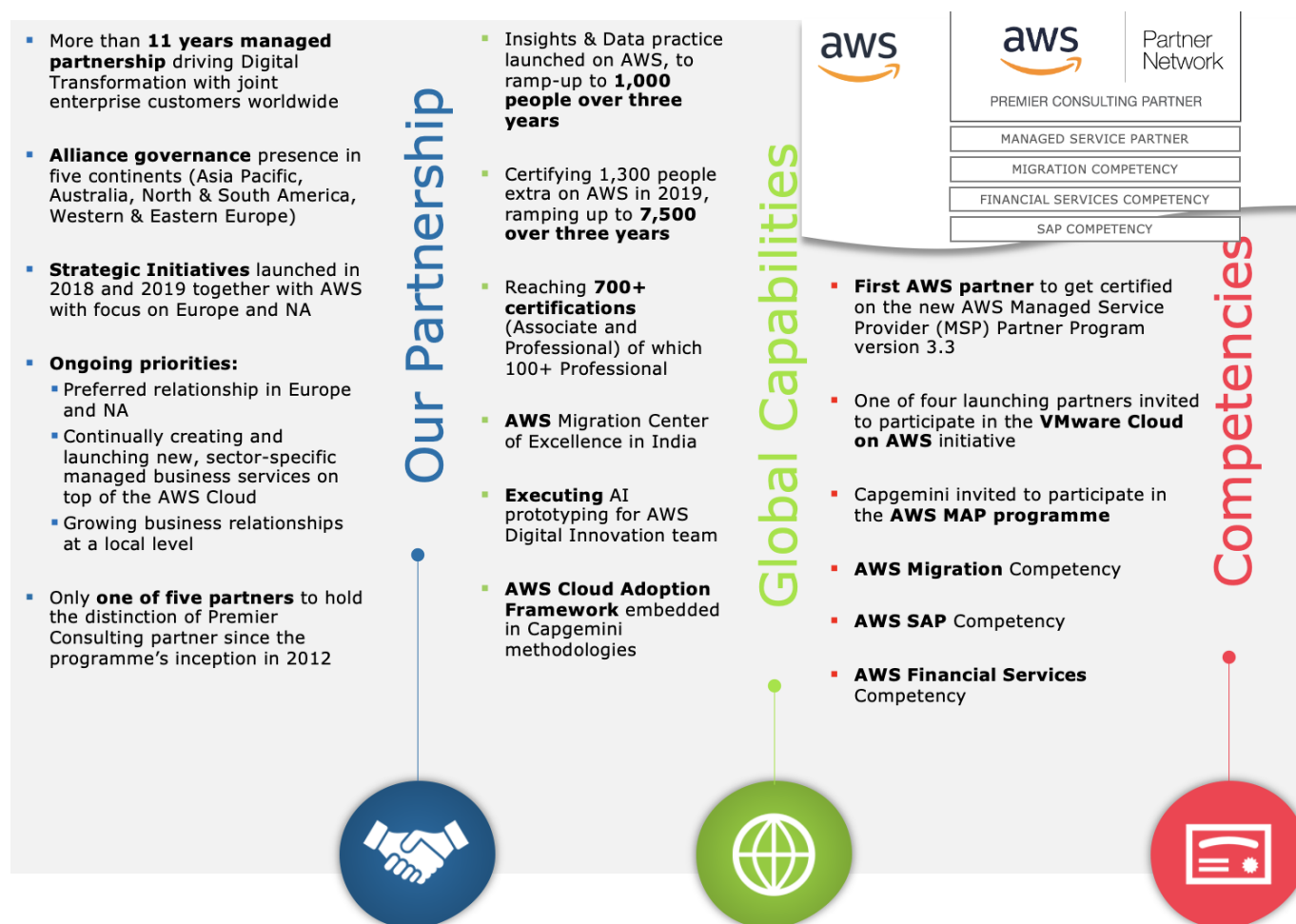


One of the primary drivers behind the business need for this partnership lies in the growing demand for cloud-based services. As enterprises increasingly migrate their operations to the cloud, they require reliable, secure, and scalable solutions to manage their digital infrastructure. The combined capabilities of Capgemini and AWS empower businesses to leverage cutting-edge cloud technologies, such as artificial intelligence, machine learning, and data analytics, to drive innovation, optimize processes, and gain a competitive edge in the market. Whether it's modernizing legacy systems, developing custom applications, or implementing advanced data management strategies, the partnership offers a holistic approach to meet the evolving needs of modern businesses.

Moreover, the collaboration between Capgemini and AWS addresses the imperative for agility and flexibility in today's business environment. With dynamic market conditions and evolving customer expectations, organizations need agile solutions that can adapt to changing requirements seamlessly. By harnessing the power of AWS's cloud infrastructure and Capgemini's industry-specific expertise, businesses can rapidly deploy, scale, and optimize their digital initiatives, enabling them to stay ahead of the curve and capitalize on emerging opportunities. From startups to enterprise-level corporations, the partnership offers tailored solutions that empower businesses to innovate, transform, and thrive in the digital age.

3 Our Approach

From strategy to migrations, and application modernisation, we transform your business, and optimise your AWS cloud investment. To do that, Capgemini and AWS together provide the required integration expertise to create maximum value.



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Buyers/Sellers as unique as you require a cloud strategy that is equally unique, agile, cost-effective, and sustainable. A legacy system migration to the cloud is only the beginning. Capgemini's deep expertise in the AWS cloud platform can help you see beyond that initial migration project.

AWS has recognized the unique value the Capgemini partnership brings to our mutual customers and is making significant investments in our business relationship. Capgemini provides AWS:

- Access to the C-Suite of strategic customer accounts (above the CIO), and cloud-based enterprise assessment to analyze complex IT landscape for cloud migrations.
- A strong customer base with big legacy applications which are developed, maintained and support by Capgemini and are potential for cloud transition and build end to end it transformation from strategy to migration.
- Thought leadership in cloud native API and development.
- Dedicated AWS Cloud Centre of Excellence (COE's) and Platform Development Engineers (PDE's) to support globally.
- Strong industry-based expertise and transformation capabilities with agile deliver for mission critical workloads e.g. SAP, Mainframe modernization, Application portfolio management; Database migrations and specific industry-based offerings to address this opportunity, AWS are investing in Capgemini joint go-to markets, joint sales execution and partner certification and people readiness.

Our mission is to help you derive value from your digital transformation strategy. This strategy could involve cloud-native application development, application modernisation, or the infusion of AI – allowing you to make informed, data driven performance.



What we do:

1. Cost and energy savings powered by AWS Graviton
 - Our cost and energy saving consultancy offering has been developed for enterprises with existing or planned EC2-based AWS cloud services that want to reduce their operating costs, energy consumption and environmental footprint.
2. Migrating workloads to the Cloud
 - Our industrialised and robust methodology for migrating workloads to the cloud delivers quick time-to-value. We ensure the cloud architecture and migration pattern are aligned to your cloud ambitions, while industrial methods, tooling and automation drive high quality and cost-efficient migration.
3. SAP migration on AWS
 - Capgemini has developed a unique library of optimized microservices called Digital Cloud Platform (DCP). DCP includes a set of SAP to AWS Migration-ready offers and accelerators that will take the guesswork and complexity out of your cloud journey.
4. Economic Application Portfolio Management (Clearsight) on AWS
 - Take control of your move-to-AWS journey. By integrating AWS pricing catalogue, Clearsight secures your move-to-AWS by delivering a project plan together with a fact-based business case, including target run cost and post cloud assessment custom report for an accelerated migration.
5. Data migration
 - We integrate innovative processes, tools, and solutions to help you ensure that your data migration is carried out quickly and effectively. We use our industrialised data migration factory to combine data migration with an effective archival strategy.

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.

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

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

- **Offshore resources:** Capgemini's consultants work from its offshore locations. This provides a cost-effective solution with access to a large pool of related skills.
- **Onshore resources:** Capgemini's consultants work from its UK offices. This provides a cost-effective solution for Buyers that require UK delivery.
- **Dedicated resources:** Capgemini's consultants work on Buyer's sites, embedded as part of its 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

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.

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.



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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