

# FS Alliances – Microsoft

5-6 minutes : 7/13/2023



## OUR PARTNERSHIP GROWTH

### Capgemini – Microsoft Alliance Overview

#### THE PEOPLE



**10000+**  
Microsoft Cloud Certified Consultants



**7000+**  
Azure Certified Architects



**5000+**  
Microsoft Cloud Trained Engineers

#### THE PARTNERSHIP

**23+ Years as a Microsoft Partner**



Out of nearly 100,000 Certified Microsoft Partners, only .5% of the Microsoft Partner Network is actually "Managed" by Microsoft. Capgemini is one of the .5%.

#### THE RECOGNITION

**Microsoft Awards**



- 2022 Microsoft Partner of the Year Award of Microsoft Power Apps Partner of the Year Award and Germany Partner of the Year Award
- 2021 Financial Services Partner of the Year
- 2021 Digital Transformation Partner of the Year
- 2021 Analytics Partner of the Year
- 2021 Country Partner of the Year (Spain & Netherland)
- 2021 Microsoft Sustainability Award: France
- 2020 Data Analytics Partner of the Year award (runner-up)
- 2020 Proactive Customer Service Partner of the Year award (runner-up)
- 2020 Capgemini Spain - Partner of the Year in Management Cloud Services

#### THE FS ADVANTAGE



- Dedicated Global Microsoft Cloud CoE
- Microsoft Financial Services IPS (Industry Priority Scenarios) aligned solutions and accelerators
- Proven successes at leading Banks with transformative solutions on Azure

#### THE OFFERINGS

**To transform client business at cloud scale**

- Outcome-based DCX at Scale
- E2E Cloud Native Modernization – Business Case to Run
- Core Platforms Transformation – GW, DCT, T24, Cards, Mainframe etc
- Cloud Managed Services and CTOM
- Data & AI Driven Risk & Compliance
- Cyber Defense Management – SIEM, Compliance Monitoring
- Enterprise DevSecOps & SRE Adoption
- Workplace of the Future with M365 – Technology & People Change Mgmt

#### GLOBAL CAPABILITIES

- Microsoft Managed Service Provider (MSP) Azure Expert
- Cloud Solution Provider (CSP) with global Center or Excellence
- Involved in the Cloud Early Adopter programs and Azure Advisory Councils (DevOps, SAP, Security)
- Dedicated Microsoft Cloud Solution Architects (CSAs) & access to Global Black Belts

#### GOLD COMPETENCIES

**validated by Microsoft**

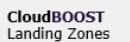
- Application Development
- Application Integration
- Cloud Business Applications
- Cloud Platform
- Cloud Productivity
- Collaboration and Content
- Communications
- Data Analytics
- Data Platform
- Datacenter
- DevOps
- Enterprise Mobility Management
- ERP
- Messaging
- Project and Portfolio Management
- Security
- Small and Midmarket Solutions
- Windows and Devices

#### KEY ACCELERATORS

**differentiated IP & Assets**



eAPM Studio



CloudBOOST Landing Zones



Omni-Cloud Framework



API Center Framework

## Capgemini Financial Services | Microsoft | Partnership Growth



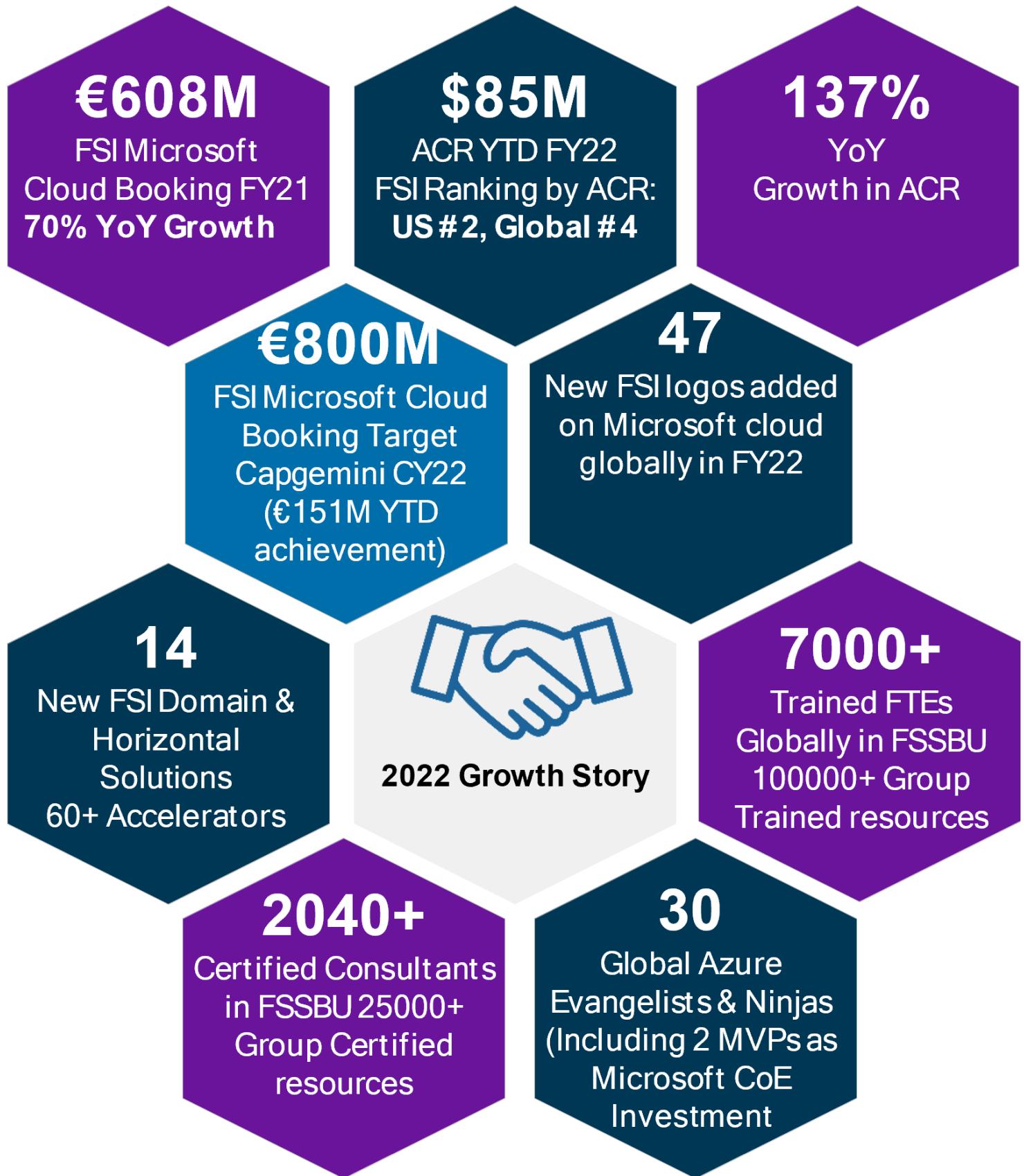
- FS Focused CoE established
- Baseline of 120M EUR Microsoft book of business in FSI
- 3 Year Ambition to grow to 1.8B EUR Microsoft Cloud business



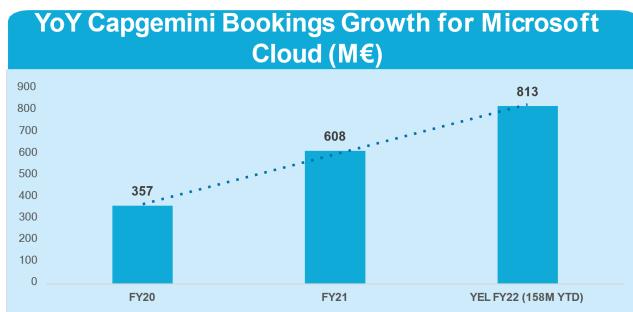
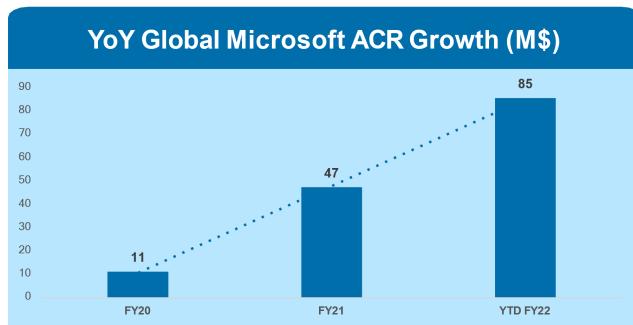
- Grew ACR by 4X, #2 SI in Banking worldwide
- FS Microsoft Cloud book of business grown 70% with investment of 25 Azure Ninjas
- Launch Partner for MC4FSI



- On track to exceed 1.8B EUR cumulative bookings on MS Cloud platforms by Capgemini FY22
- Innovation-focused growth – DeFi, Sustainability, Intelligent Industry



Capgemini And Microsoft Growth Evolution Over Last 3 Years



## DELIVERING DIGITAL TRANSFORMATION

Delivered Digital Transformation Outcomes To Banking And Capital Markets Globally In FY'22

# WELLS FARGO

- Outcome-based Modernization of Portfolio of 3500+ Apps to Azure
- Enterprise-wide Cloud Security & Controls
- Close collaboration with Microsoft Industry Solutions Team



# AllianceData<sup>SM</sup>

- Modernize Legacy Cards platform to Fiserv Omaha and Azure
- Enterprise Data strategy on Azure
- Cloud Centre of Excellence Build and Run



- Microsoft 365 E5 Rollout for 250,000+ Bank users
- Collaboration and productivity initiatives on Power Platform



- Create a DLT-based Platform – for real-time, Post-trade operation across Euroclear clients
- Partnership with R3 Corda and hosted on Azure



- Intelligent process automation Chatbots and virtual agents with Azure Cognitive Services
- Collaboration and productivity initiatives on Power Platform

## Transformational Solutions Delivered For Global Insurance With Microsoft Cloud In MS FY'22



- Born-in-the-cloud InsurTech business on Azure enabled by Capgemini
- Vantage Azure Business Cloud foundation delivered with Guidewire and Majesco in weeks leveraging Capgemini IP and assets



- Design, build and implement an enterprise Data Lake (ADLS Gen 2) on Azure Cloud with different data lake zones.
- Azure Data bricks cluster to run re-usable data quality and transformation frameworks.



- Envision strategy for next generation Intelligent Insurance Data and Analytics platform
- Build a Data Modernization platform in Microsoft Azure Cloud to consolidate existing on-premise



- Strategic Partner to large-scale modernization and simplification program of ~1400 apps to Azure
- Content Modernization (OpenText) and move to Azure



- Guidewire Claims Transformation on MS Azure
- Guidewire integration with Azure Data Lake using ADF
- Deriving advanced claims insights and analytics

## PARTNERING FOR A PURPOSE

### Capgemini & Microsoft – Partnering With Purpose



## Thought Leadership | GTM | Industry Priorities

- Bill Borden, CVP & WW Head of FSI Microsoft presenting Microsoft vision for FSI at Capgemini VP kick-off
- [SWIFT Alliance Connect Virtual](#) (published on Marketplace) on Microsoft Azure. Capgemini is the launch partner and presenting at Microsoft Global Banking Community
- Karen Bailey, WW FSI Partner Strategy, Participating in Capgemini World Wealth Report 2022 – Launch in June 2022
- Joint Capgemini, Microsoft, Intel & Microfocus GTM on Mainframe Modernization



## Partnering in Field

- Jointly Shaping deals together at multiple accounts including but not limited to, Barclays, BNPP, Wells Fargo, MetLife, Euroclear, etc.
- Joint FSI Sales kickoff in France attended by 60+ Capgemini & Microsoft sellers
- Julie Clark, Capgemini UK Head of Cyber Security & [Microsoft's Head of Security Andrew Bentley](#)- Adapt to multi-cloud environments with security by design
- Capgemini/Microsoft Joint CISO summit targeted for US clients scheduled for March 24th on Making Zero Trust Practical

## Deep Collaboration On Microsoft Cloud For Financial Services (MC4FSI):

### Existing solutions on AppSource/Marketplace

#### DOMAIN FOCUSED SOLUTIONS

## Capgemini Solutions On BCM Focused On Financial Services Industry Themes

Modernize Core Platforms	Manage Risk & Compliance	Re-imagine Collaboration & Productivity	Deliver Differentiated Experiences
<ul style="list-style-type: none"> <li>Core Banking Transformation</li> <li>Cards Platform Transformation</li> <li>SAP Transformation</li> <li>Mainframe Revitalization</li> <li>Trade Finance as a Service</li> <li>Payments Transformation</li> </ul>  	<ul style="list-style-type: none"> <li>Regulatory Reporting</li> <li>Credit Risk Analytics</li> <li>Intelligent Document Processing</li> <li>PCI Compliant Engineering</li> </ul> 	<ul style="list-style-type: none"> <li>Workplace of the Future</li> <li>Remote Advisor Intelligence</li> <li>Citizen Development with Power Platform</li> <li>Bank Guarantee Collaboration</li> <li>FS Cloud Onboarding Accelerator</li> </ul>  	<ul style="list-style-type: none"> <li>Digital Marketing</li> <li>Customer Communications Hub</li> <li>Digital Sales and Service</li> <li>Retail banking solution on D365 platform</li> <li>Marketing Effectiveness Insights</li> <li>Digital Selling Experience</li> <li>PEGA Modernization</li> </ul> 

### Enabling Cloud Foundation Solutions

Modern Apps, API & Innovation	Data Estate Modernization	Enterprise Agility & DevSecOps	Cyber Security	APIM Service	FSI Ready Terraform Landing Zone	Data Center Transformation	Cloud Managed Services
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## What Differentiates Us Is Our Focus On Insurance Domain Solutions That Drive Business Outcomes Enabled By Microsoft Cloud

Modernize Core Platforms	Manage Risk & Compliance	Re-imagine Collaboration & Productivity	Deliver Differentiated Experiences
<ul style="list-style-type: none"> <li>Core Transformation - Duck Creek &amp; Guidewire</li> <li>Mainframe Modernization</li> <li>Open Insurance APIs</li> <li>Connected Content-as-a-service</li> </ul>  	<ul style="list-style-type: none"> <li>Risk Modeling - IFRS and LDTI</li> <li>890 - Data Exchange Platform</li> <li>Intelligent Document Processing</li> </ul> 	<ul style="list-style-type: none"> <li>Workplace of the Future</li> <li>Digital Agent</li> <li>Citizen Development with Power Platform</li> </ul>    <b>Power Platform</b> 	<ul style="list-style-type: none"> <li>Touchless Claims</li> <li>Digital Acquisition and Service</li> <li>Surety Bond</li> </ul> 

### Enabling Cloud Foundation Solutions

Modern Apps, API & Innovation	Data Estate Modernization	Enterprise Agility & DevSecOps	Cyber Security	APIM Service	FSI Ready Terraform Landing Zone	Data Center Transformation	Cloud Managed Services
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## OUR OFFERS ON AZURE MARKETPLACE

# Azure APIM As a Service 4 week implementation

Capgemini Group

Capgemini to perform APIs assessment and automate provisioning of Azure APIM, APIs policy transformations with API Gateway and DevOpsification of end-end APIM across environments.

Capgemini's Azure API Management-as-a-Service offering helps to automate provisioning of Azure API Management and APIs leveraging our accelerators and resources which are modular and aligned with industry standards like Swagger and OpenAPIs. It enables our experts to quickly help Financial Services Organizations to integrate their existing and new APIs with the Microsoft API Management services with minimum or no efforts.

Highlights:

1. Infrastructure as Code: Leverages Terraform and Azure CLI for Infra provisioning and Service Endpoints for providing secured RBAC for Azure Pipelines to automatically provision the services in Azure.
2. Developer Friendliness: Developers can just focus on building APIs using their favorite languages and need not worry on authoring Infra as Code. The offering leverages Microsoft recommended Open-Source tools and utilities that generate required Infra as Code for creating required APIs and Operations in Azure API Management Service.

**CAPGEMINI AZURE APIM AS A SERVICE**

**WHAT WE OFFER**

- **Infrastructure as Code:** Leverages Terraform and Azure CLI for Infra provisioning and Service Endpoints for providing secured RBAC for Azure Pipelines to automatically provision the services in Azure.
- **Developer Friendliness:** Developers can just focus on building APIs using their favorite languages and need not worry on authoring Infra as Code. The offering leverages Microsoft recommended Open-Source tools and utilities that generate required Infra as Code for creating required APIs and Operations in Azure API Management Service.
- **Multi-Environment:** Supports Infra Provisioning of resources in multiple environments and includes RBAC with help of Service Connection.
- **Custom Branding in Developer portal:** Provisioning, creation of multiple API Developer portals with branding tailored that help different API Consumer Teams to understand various Core APIs help and documentation.
- **Automation with Azure DevOps:** Supports end-to-end automation of provisioning infrastructure for APIM Gateways, API Operations, Global Policies and API specific Policies for multiple environments with Pipelines as Code.

**Capgemini's Engagement Model:**  
A typical engagement take 4 weeks where a team of experts from Capgemini to perform API assessment and automate provisioning of Azure APIM, APIs with policy transformations with API Gateway and DevOpsification of end-end APIM across environments.

**Microsoft Partner**  
2021 Partner of the Year Winner  
Financial Services Award  
Global SI Digital Transformation Award  
Analytics Award

## Azure APIM As a Service 4 week implementation

Read More

## Azure Landing Zone for FS 3 Month Implementation

Capgemini Group

Usual engagement starts with 4 to 6 weeks Landing Zone Architecture definition and continues with accelerated Landing Zone build, performed by our experts.

Capgemini's Landing Zone is a flexible solution based on architecture artefacts, accelerators and resources, developed by Capgemini FS, during numerous successful engagements with Financial Services Clients. All resources are modular, which enables Capgemini experts to create customized and adjustable Landing Zones, that meet the specific needs and design decisions of our customers. The accelerators and resources include and provide the following benefits: Secure: Use of hardened terraform modules that allows creation of Management groups, subscriptions, VNets, vWAN, VPN Gateways, ExpressRoute, Azure monitor resources, Azure Sentinel, Azure AD Groups, RBAC Roles and many more; DevOps: readily available Azure DevOps and GitHub Actions pipelines, that include various stages, including modules deployment, integration testing and security gates. Additional pipeline capabilities are available for automating the full SDLC; Policy as Code: creation and assignment of Azure Custom/Built-in Policies and Initiatives. This ensures compliance with various regulatory frameworks, like PCI-DSS, SWIFT, HIPAA and others; Interoperable: integrates with third-party logging and monitoring tools (DataDog, Splunk, etc.), various ITSM tools and Identity providers, like Okta and Google Cloud Identity; Standardized: ability to provision and manage Service Catalog to automate workflows, improve Developer experience and centralize control. We continuously adapt and improve our accelerators and resources to incorporate the latest features, follow best security standards and create new integrations and capabilities. Usual engagement starts

**CAPGEMINI**

**AZURE LANDING ZONE FOR FINANCIAL SERVICES ORGANIZATIONS**

A flexible solution based on modular architecture artefacts, accelerators and resources, which enables Capgemini experts to create customized and adjustable Landing zones, that meet the specific needs and design decisions of our customers.

**Microsoft Partner**  
2021 Partner of the Year Winner  
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Analytics Award



## Azure Landing Zone for FS 3 Month Implementation

[Read More](#)

## SWIFT Alliance Connect Virtual Assessment and Onboarding in 6 weeks

Capgemini Group

Our new joint offering with Microsoft and SWIFT on real-time cross border payments enables FS organizations to rapidly deploy SWIFT connectivity and messaging infrastructure on Azure.

With accelerated Cloud adoption within the Financial Services Industry; FinTechs, Financial Institutions and established Banks look to move SWIFT workloads into the Azure Public Cloud.

SWIFT Alliance Connect Virtual, a unique solution that enables FS organizations to deploy the SWIFT messaging and connectivity infrastructure in Azure.

Capgemini partnered with Microsoft to deliver end-to-end managed services for SWIFT Alliance Connect Virtual.

**Solution Benefits:** Compliance - Azure provides various compliance and regulatory services like Microsoft Trust Center, compliance with SWIFT, PCI-DS, Azure Security Benchmark and Azure CIS Benchmarks

Cost Management - Cloud adoption leads to a few tangible benefits like decreased administrative overheads, ability to right size and auto scale virtual machines, ability to turn off unused environments, automated deployments



## SWIFT Alliance Connect Virtual Assessment and Onboarding in 6 weeks

[Read More](#)

## Migrate Guidewire on Azure 3 Month Implementation

Capgemini Group

Containerize and Deploy Guidewire Insurance Suite to Azure Kubernetes Service

Our offer is focused on migrating containerized Guidewire Insurance Suite onto Azure Cloud. As part of this, we setup the necessary underlying Azure environment, which is comprised of AKS, Key Vault, VNET, etc. We utilize a set of accelerators and reusable resources, that may be customized to meet various customer requirements.

Benefits:

1. Cloud-native: Our solution uses Terraform IaC to provision the underlying Azure infrastructure. The Guidewire Insurance suite applications run on a secured, best-practice Azure Kubernetes Cluster. Supported scenario is Guidewire portability to other Kubernetes environments, enabling for hybrid and multi-cloud scenarios.
2. DevOps: Fully automated deployments via CI/CD pipelines. This enables organizations to easily adopt fully deployed Guidewire stack in Azure.
3. Secure: The solution follows best practice Azure and Kubernetes configuration. Additionally, it integrates with Azure AD for administrative and service AAA. Traffic is encrypted at rest and in transit. Additionally, sensitive secrets are stored in Azure KeyVault. SWIFT, PCI-DSS and other regulatory compliance.
4. Flexible and Scalable: Running Guidewire in containers enables fast boot times and elasticity. Combined with Service Mesh it further secures the application stack and



## Migrate Guidewire on Azure 3 Month Implementation

[Read More](#)



## Bank Guarantee Collaboration 6 week POC

Capgemini Group  
Power Apps

Pricing \$65,000 Contact me Save to my list

[Overview](#) [Additional information](#)

**Empowers employees to orchestrate end-to-end processes across your bank to review, comment, and finalize the contract, resulting in increased productivity and significant reduction of operational risk**

Capgemini's Bank Guarantee Collaboration solution empowers employees to orchestrate end-to-end processes across your bank to review, comment, and finalize the contract, resulting in increased productivity and significant reduction of operational risk. The solution leverages Microsoft Cloud for Financial Services Collaboration Manager for the interaction among employees and the customers.

The UI is developed using Model Driven Power Apps and surfaced within Teams. The app lets you use meetings, chats, events, tasks, and notes to keep all your information in one place.

Key Highlights of Capgemini's Bank Guarantee Collaboration solution: Customer Portal: Customers can request bank guarantee digitally and upload the supporting documents. Collaboration Manager: The employee experience is delivered using Microsoft Teams and PowerApps with workflow capabilities which can be customized as per bank needs to enable collaboration between various employees. E-signature: Ability to request digital signature from the customers using Adobe e-sign

## Bank Guarantee Collaboration 6 week POC

[Read More](#)



# Patient Centric Care Management12wk implementation

Capgemini Group

Power Apps

Pricing A\$69,556

Contact me

Save to my list

[Overview](#)[Additional information](#)

**Capgemini's Care Management suite of offering includes solutions for more effective care planning, care coordination, real time medical management and member services.**

It provides enhanced patient engagement capabilities and empowers Care Team collaboration, thereby streamlining care program enrolment, planning, and monitoring, interventions, care gap detection and other complex workflows.

It uses PowerApps and collab toolkit to provide an application to care managers and patients as they pass through different processes involved in care coordination. It encompasses a care management data model on dataverse and Power Automate flows that enable simplification of complex processes. It also leverages chatbots to support virtual interactions between patients/ families and care managers. Outreach and member segmentation is triggered by Azure Data Bricks jobs that detect high risk patients and initiate workflows automatically within PowerApps. Using Power BI dashboards, it shows adherence of patients to care programs and their effectiveness in delivering better clinical outcomes.

## Patient Centric Care Management 12 week implementation

[Read More](#)

# Service Mesh Accelerator on Azure – Implementation in 6 weeks

Capgemini Group

Capgemini's Service Mesh Accelerator delivers a fully functional Kubernetes Cluster with Service Mesh of your choice – Microsoft Open Service Mesh (OSM) or Istio.

**Ready To Use:** Capgemini's Accelerator abstracts all complexity of a Service Mesh deployment on the Kubernetes Cluster. Getting started is easy allowing the customer to quickly realize the benefits of Service Mesh. All-inclusive package comes with intuitive UI that generates customized code, sample microservice app, CI/CD pipelines and Azure DevOps Board.

**Rapid Start:** The package contains everything you need to get started. With all the key design decisions already incorporated, customers can easily adopt Service Mesh in Azure. Creation and destruction pipelines are included in the package that gives them the flexibility of choice between Dev to Prod.

**SERVICE MESH ACCELERATOR ON AZURE**

Customizable Service Mesh deployment utilizing Infrastructure as Code and Automation

Microsoft Partner

2021 Partner of the Year Winner  
Financial Services Award  
Global SI Digital Transformation Award  
Analytics Award





## Digital Selling Exp. for FS 6 week implementation

Capgemini Group  
Power Apps

Pricing \$70,000 Contact me Save to my list

[Overview](#) [Additional information](#)

Digital Selling Experience solution is designed to help financial service organizations augment their sales platform providing the necessary tools to their agents & advisors enabling omnichannel exp.

WHAT WE OFFER Capgemini's Digital Selling Experience solution is designed to help financial service organizations augment their sales platform providing the necessary tools to their agents & advisors enabling omnichannel experience for potential new customers. This B2C solution helps businesses with rapid prototyping to enable digital channels to engage with new customers, using Microsoft PowerApps.

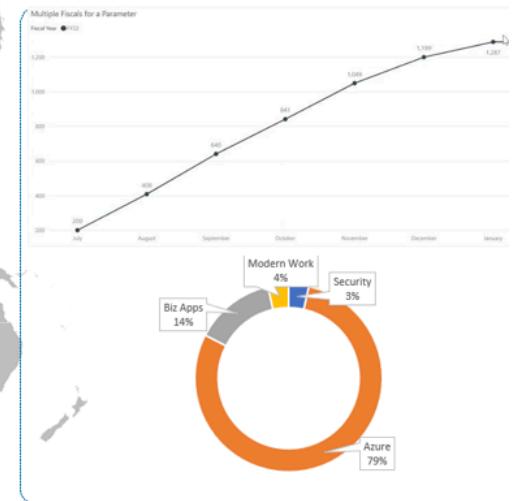
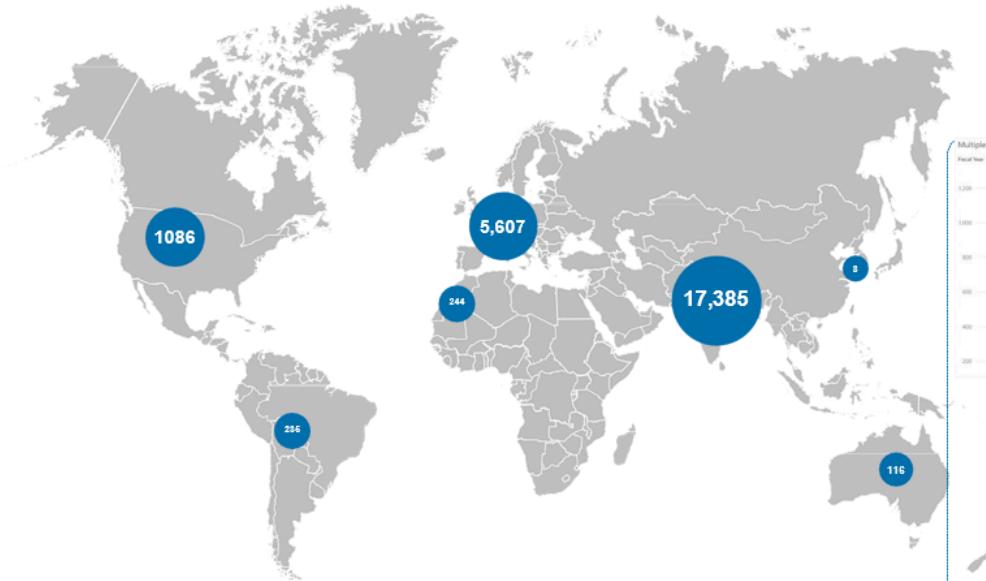
## QUICK LINKS

- [GSIP page on Talent](#)
- [KM 3.0](#)
- [Azure Marketplace](#)

## SCALING OUR DIVERSE WORKFORCE



# GLOBAL MICROSOFT CERTIFICATIONS 25,000+



## Focused Workforce Transformation Programs to Scale Our Global Delivery Capability

### iUpskill

#### Objective

Self learning program that enables the employee to gain new age skills.

#### Outcome

Promote internal talent building.

#### Target audience

Jr Developers/Developers/Sr Developers

#### Tracks

1. Microsoft Full Stack
2. Java ~~FullStack~~
3. JavaScript Full Stack
4. Mainframe
5. SDET Full Stack

1

### Finishing school

#### Objective

Targeted toward people in between assignments to add in demand additional skills or to close skill gaps.

#### Outcome

Promote internal talent building

#### Target audience

Jr Developers/Developers/Sr Developers

#### Tracks

Cloud - .NET Core Web API/Azure PaaS Services/Java API | PL/SQL | Spring BOOT | Microservices  
Testing - API Testing | Java Selenium Effective

2

### Agile Workforce

#### Objective

lead the transformation to Business Agility with SAFe Agile lift off. Agile High performing team

#### Outcome

Techno-functional  
SMES

#### Target audience

All Grades from technology and domain practices

#### Tracks

Agile lift off, Agile High performing team, Leading SAFe, Agile Delivery Leadership

4



5

### Domain Transformation

#### Objective

- Enhancing and skill building towards day-to-day project deliverables.

#### Outcome

- upgradation on future skills in Alignment with evolving technology demand

#### Target audience

All client facing associates

#### Tracks

1. Digital
2. Cloud
3. Domain

## OUR GLOBAL TEAM DEDICATED TO MICROSOFT FSI PARTNERSHIP

GLOBAL TEAM				COE CHAMPIONS				GLOBAL ENABLERMENT	
									
Abhaya Gupta Global Head Technology Practic	Ravinder Khokhar Global Head of FS Cloud	Vivek Desai Azure COE Leader	Himanshu Kalra Microsoft Alliance Leader	Devender Vannela India COE, IN	Kieran Maltz Cloud Native Apps and Infra SME, US	Sam Yande Cloud Native Apps and Infra SME, US	Jose Vega SITE RELIABILITY ENGINEERING SME, US	Rachna Bhutoria Sales Enablement & GTM Lead	Raheema Shaikh Microsoft Incentive Program Lead
BIZ APPS									
									
Vinay Bhatia MC4FSI Industry Cloud Lead	Kashi Vishwanath BizApps Go-to-market Lead	Jayachandra Abbaraju D365 Customer Insights, US		Pavel Dokov Azure Security SME, UK	Ash Dubey Azure DevOps SME, US	Vaibhav Gujral Azure CSA, US	Sam Zamanian Azure CoEAU	Tomasz Radwanski Head of Cloud Practice, Poland	Vincent Fokke CTO (BELGIUM/NL)
MICROSOFT COMPETENCY & TALENT DEVELOPMENT					Data & AI				
									
Swaminathan Santhanam Global/APAC/IN	Pratap Ramisetty CE	Deepak Sharma Azure CU Head (NA)	Owen Oriaku Azure DevOps, UK	Aman Khan Head of I&D UK	Sudarshan Damle Innovation Lead	Tej Vakta Sustainability Lead	Nirmal Maity SITE Insights & Data Cloud Practice Lead	Inderpuneet Sohanpal I&D Azure Practice Leader	Abdul Anwar-Khaaliq Engagement Manager

## CONTACTS

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