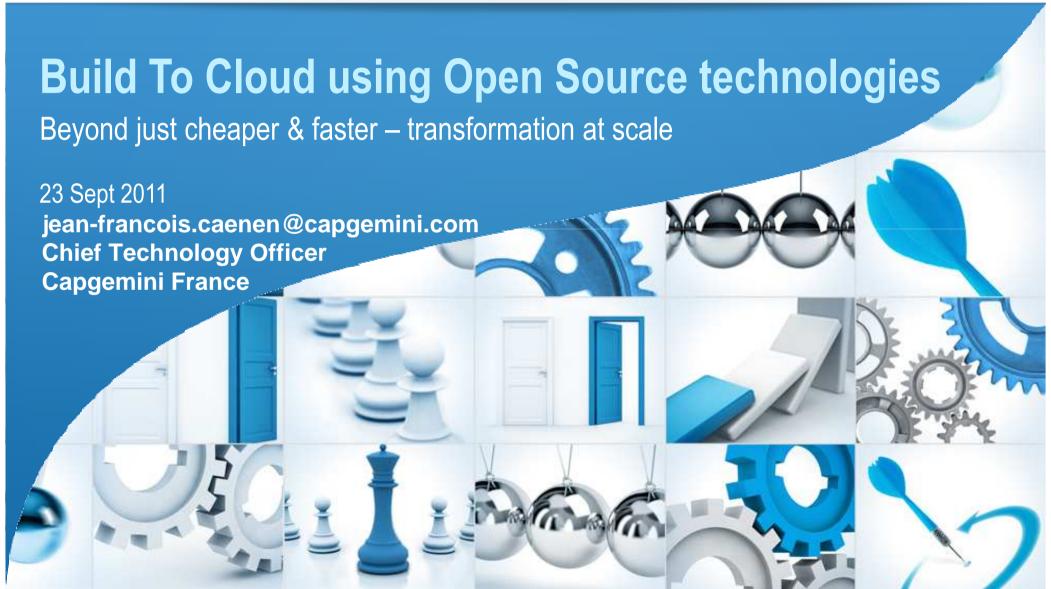


People matter, results count.





CFOs love Cloud Computing!









No investment before use.

Pay for what you need, when you need.

Instead of investing in rigidity, you buy flexibility.











Business Executives

IT Executives

Business managers know & love Cloud Computing!

Implement Business Applications we need much quicker

Source: HfS Research and London School of Economics, Oct 2010 846 Entreprises









Cloud empowers us to access best-in-class applications quickly, that we could never have...

Cloud helps us store, access and manage data more easily

Cloud enables us to focus on transforming our business, and not our IT

Cloud frees us from the stranglehold of software vendors (easier to switch)

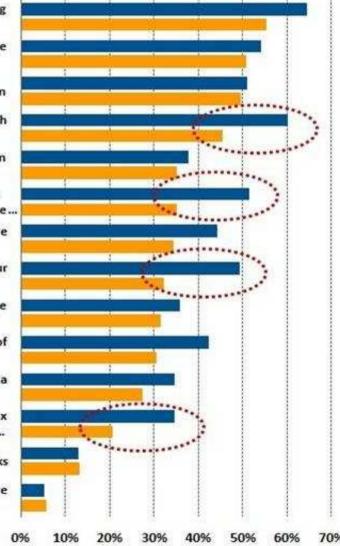
Cloud forces us to conform to better ways of running business tasks / functions

Cloud will help us store, access and manage data more securely

Cloud gives our business staff access to complex business apps that our IT staff can't configure...

Cloud will help us access social networks

Not entirely sure what benefits Cloud brings, we're just following the crowd



A Major Shift in Solution Sourcing



From This

Some Open Source (in commoditized or embedded stacks)

Mostly
Commercial
Software
on-premise







A Major Shift in Solution Sourcing



From This

To This

Experimenting with Cloud

Some Open Source (in commoditized or embedded stacks)

Mostly
Commercial
Software
on-premise

Cloud-based Services wherever viable

Continual reappraisal

Open Source Software (on laaS or PaaS)

Commercial SW on-premise only where needed

due to lack of viable alternatives, or for risk mitigation







BEYOND JUST CHEAPER & FASTER TRANSFORMATION AT SCALE



You will not get all the business solutions you need from a single Cloud Service Provider!









Capgemini Immediate



Capgemini Immediate offer aims to deliver a world class customer experience by bringing together a broad range of market leading cloud services into an integrated technical and business process ecosystem.

Not a one-size-fit-all approach!

Continual Innovation
Ecosystem of
Partners

Best of breed



3 Customers in Europe



Extended CRM & Billing for a Service prodiver for car owners

B2B platform for one of the largest electronics companies

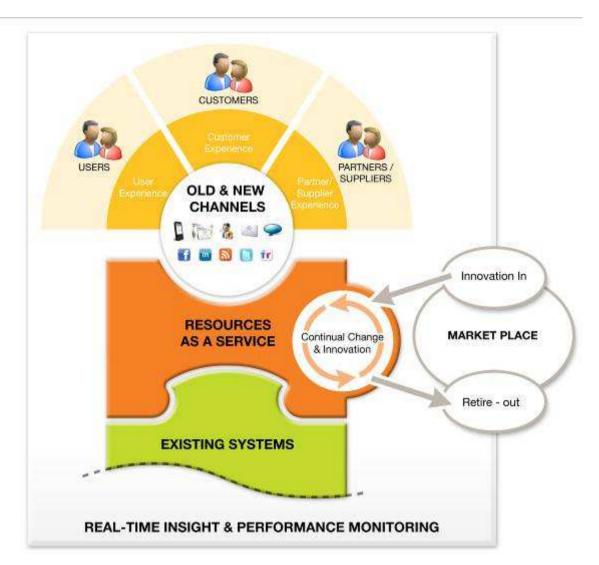






CONTINUAL INNOVATION





Capgemini Immediate

Instant. Flexible. Revolutionary.

A team to monitor the market constantly, interrogating new value propositions and constantly assessing and evolving our current partner landscape











Capgemini Immediate Engagement Model



Value Based Charging / Global SLA

Capgemini Service Management, Supplier Management, **Delivery management**

SaaS Costs / SLAs

laaS Costs / SLAs

Licenses

Resource Costs

1 to n vendors









THE ROYAL MAIL GROUP





- One of the world's oldest organisations
- Can trace itself back to the organisation formed by Henry VIII in the 1500s



Responsible for the 1st postage stamp, the Penny Black c.1840





Responsible for the 1st post boxes, red pillar boxes c.1850





THE ROYAL MAIL GROUP





- 165,000 employees
- 69 Mail Centres
- 1,400 Delivery Offices
- 30,800 vehicles
- 80m items handled per day
- Delivers to 28m addresses per day



- 4,500 employees
- 2 Hubs
- 47 Depots
- 1,800 vehicles
- 207k parcels handled per day



Post Office®

- 92,000 employees
- 13,850 branches (more than any other UK retailer)
- 63m transactions per week
- 15p in every £1 transacted in the UK handled via the Post Office Network







RMG BUSINESS CONTEXT



Core postal business in decline



Customers increasing online... everywhere



RMG Core Business Challenges













Constant change in business, regulations, public policy, & customers



IT- Constant game of catch-up











E-commerce Platform Renewal

Legacy replacement

3,000+ pages 100+ applications





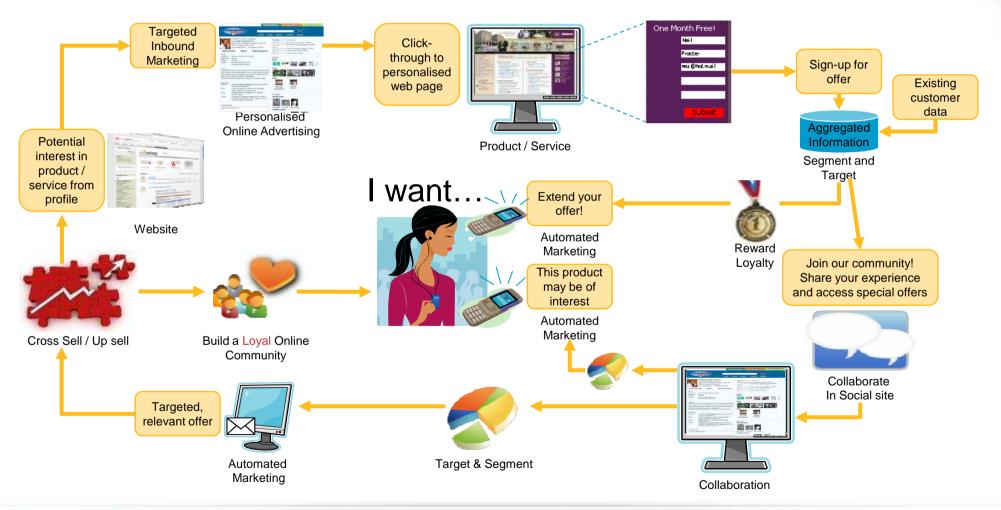








EVOLVING CONSUMER DEMANDS NEXT GENERATION EBUSINESS







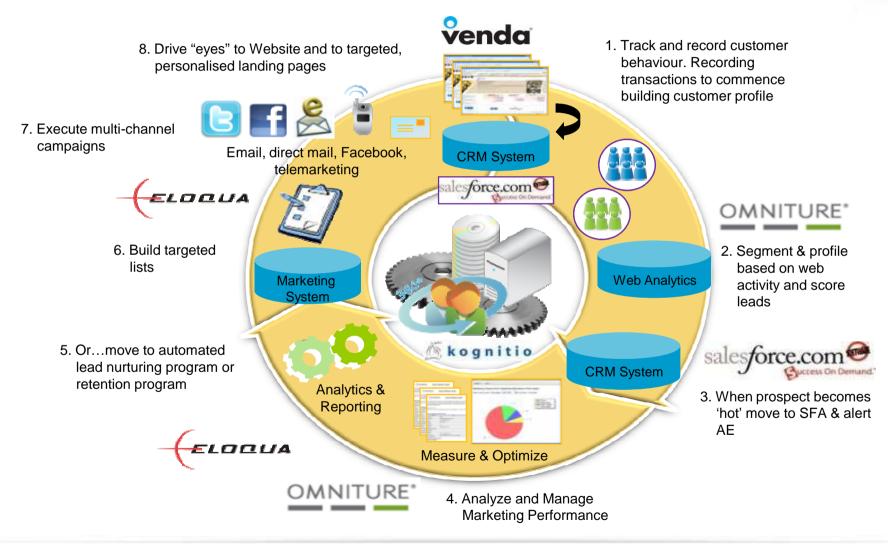
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BEST EBUSINESS PRACTICES SUPPORTED BY AN INTEGRATED SET OF MARKET LEADING SERVICES





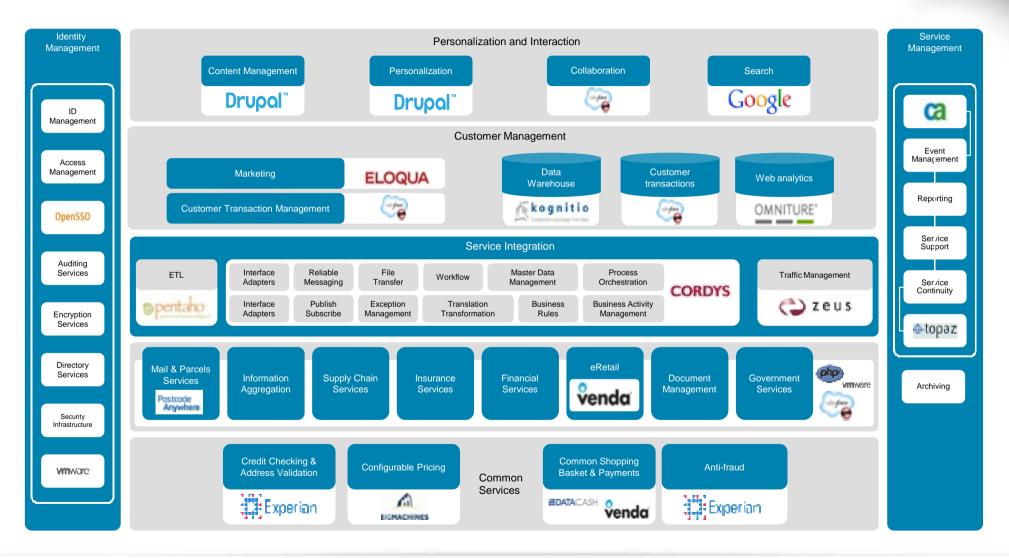






BEST OF BREED SOLUTION INCLUDING 18 SAAS AND OPEN SOURCE SUPPLIERS













Using Open Source Technologies



Identity Management





Content Management eCommerce



Drupal



Drupal Commerce

DevOps Tooling





Service Integration



FuseSource



FUSE™ ESB

Data Management









BENEFITS OF USING OPEN SOURCE





- Business Model
 - You can't have elastic computing with inelastic licensing
 - Low upfront cost
 - Abillity to scale out and scale up usage



- Open Source is driving Innovation in Cloud Computing and DevOps Tooling
- Usual Open Source benefits



- Very High Quality solution
- Early-stage proof of concepts demonstrating feasibility before committing project resources
- Designed to be easy integrated
- No Vendor lock-in
- Gain the knowledge of a community







Development and deployment by iterations defined by a business value analysis



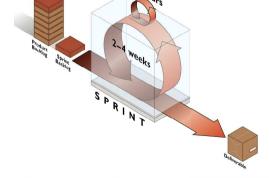


6 releases in 16 months to go out of the existing legacy platform.



A continuous enhancement approach based on business outputs











INNOVATION & COST CONTROL



7

This contract is great news for our business, our customers and our employees. Once the migration is complete, we will be paying for the IT we need as and when we need it, so that we can for the first time bring our IT costs firmly in line with revenues.



Capgemini's services integrator and ecosystem model



can also provide access via a single point of contact to a wide range of reliable and pre-vetted IT providers, services and facilities. I am confident that this new way to buy IT also gives us a sound basis for cutting our ongoing IT cost while transforming services to customers and supporting **new business ventures**.

Stuart CURLEY, Chief Technology Architect of Royal Mail Group









People matter, results count.

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