

# Build To Cloud using Open Source technologies

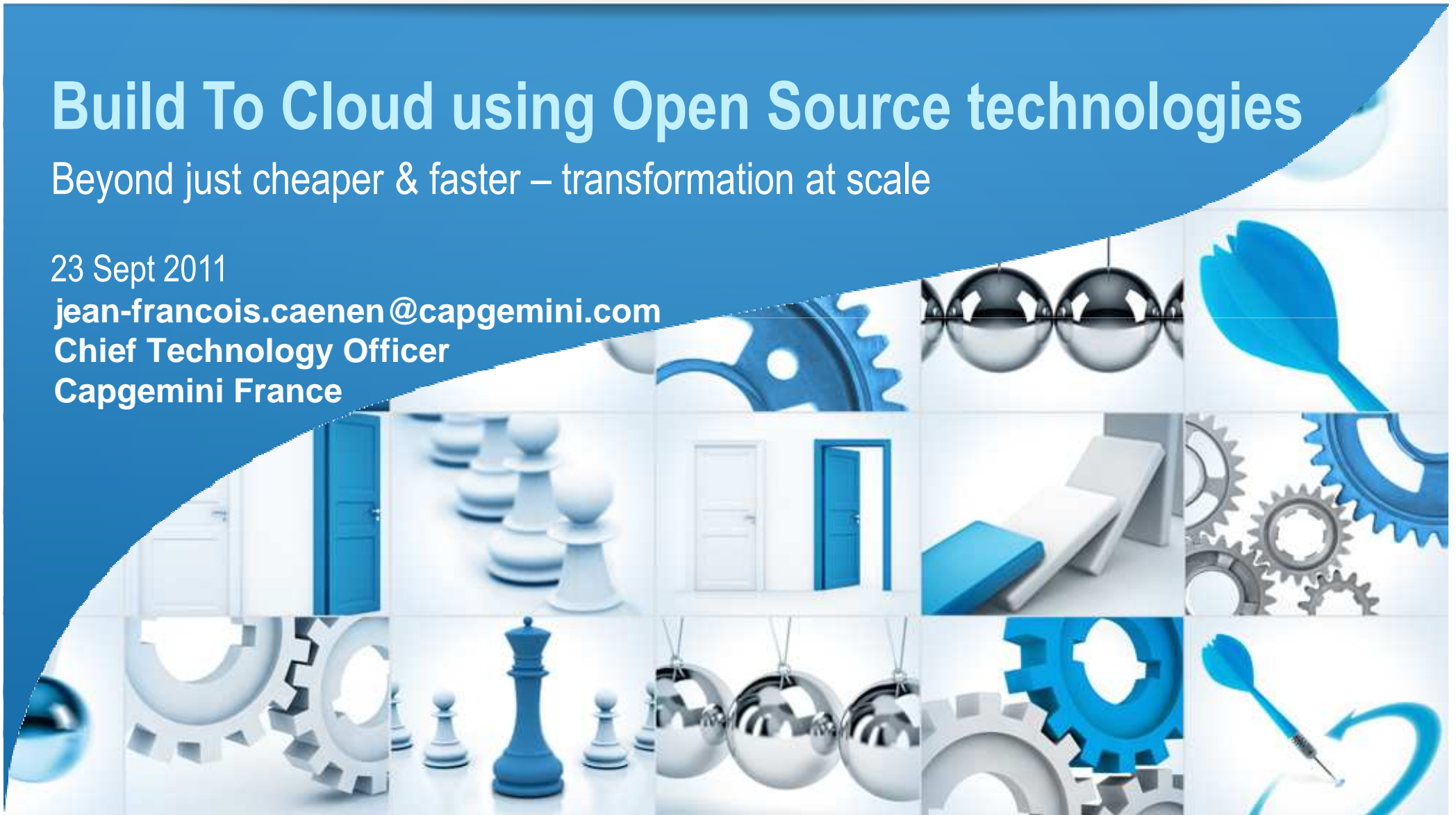
Beyond just cheaper & faster – transformation at scale

23 Sept 2011

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Chief Technology Officer

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# CFOs love Cloud Computing !



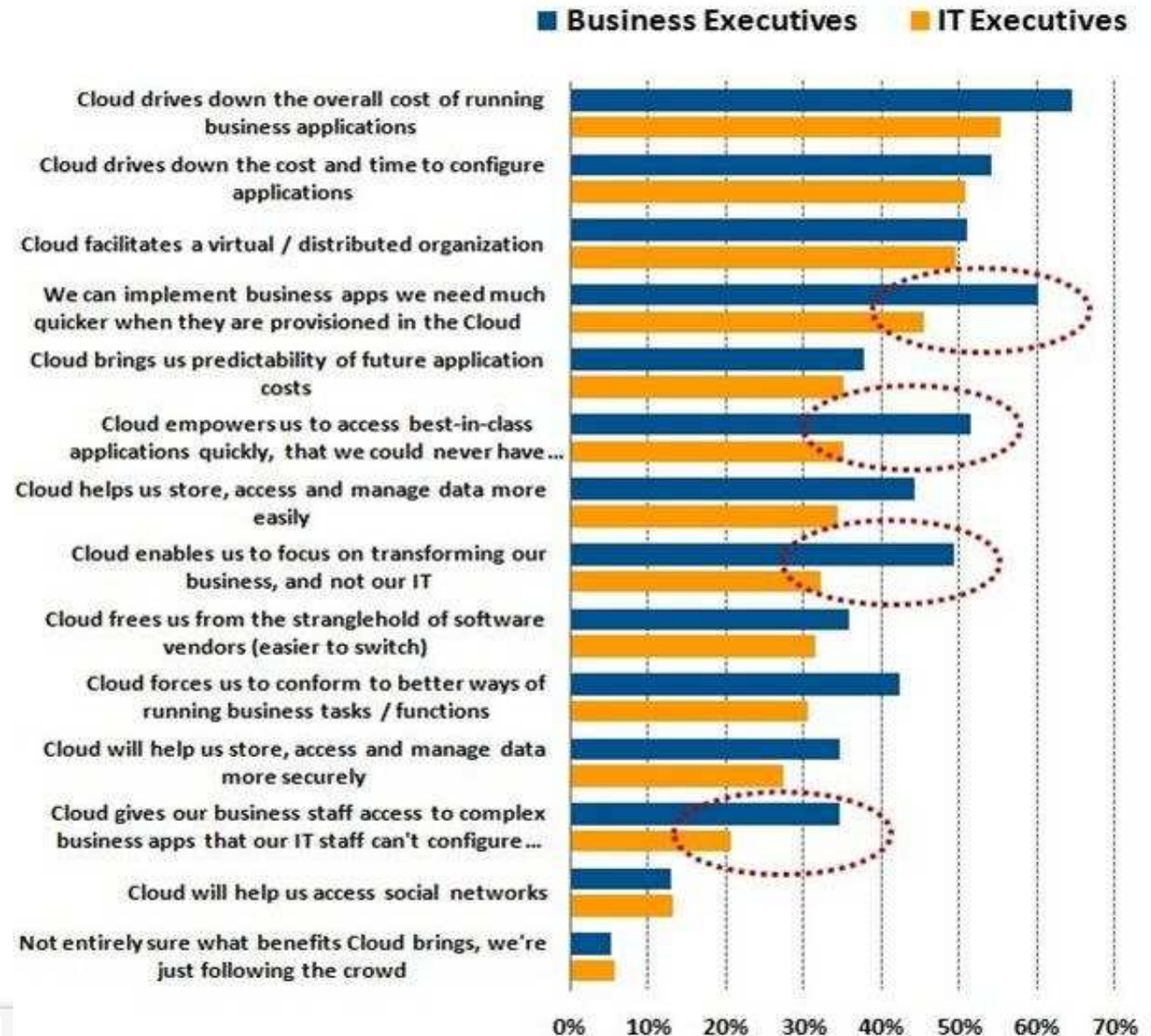
**No investment before use.  
Pay for what you need, when you need.  
Instead of investing in rigidity, you buy flexibility.**



# Business managers know & love Cloud Computing!

Implement Business Applications we need much quicker

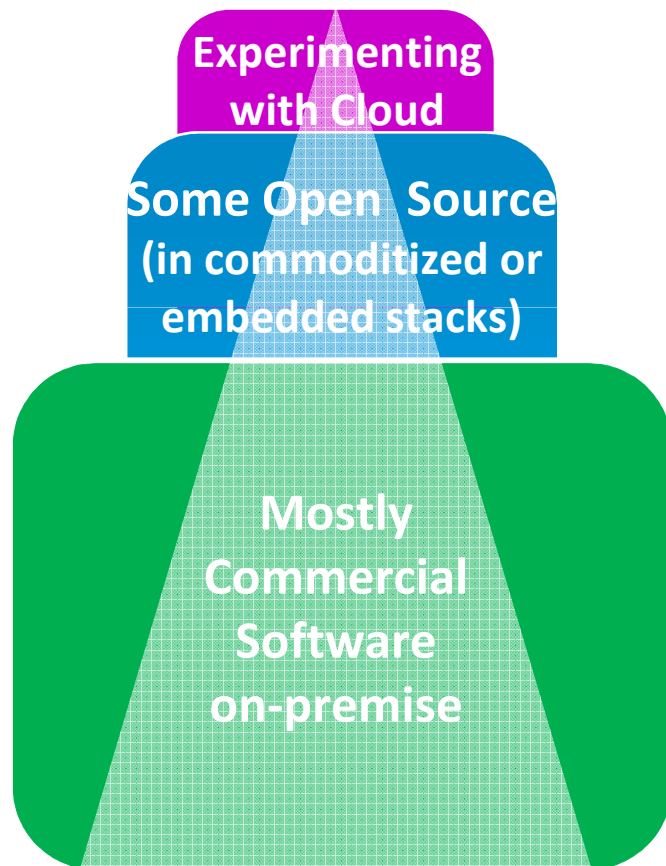
Source:  
HfS Research and London School  
of Economics, Oct 2010  
846 Entreprises



# A MAJOR SHIFT IN SOLUTION SOURCING



From This





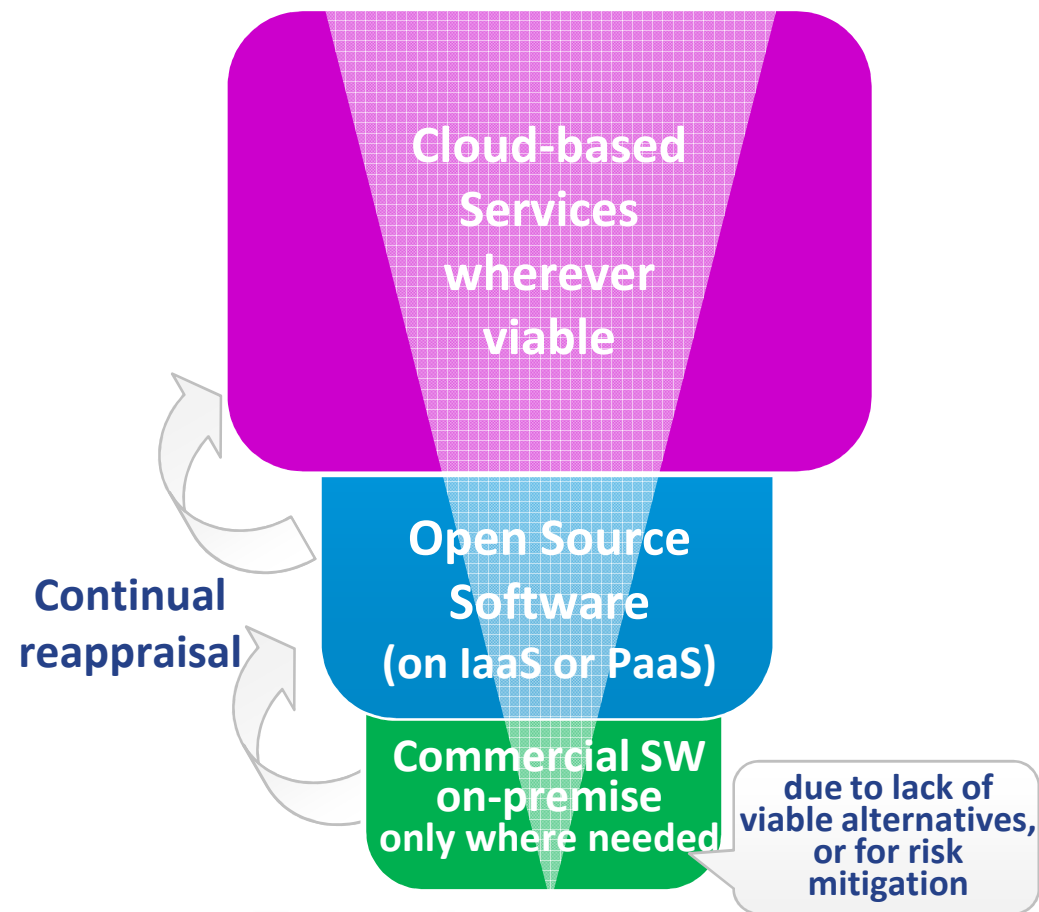
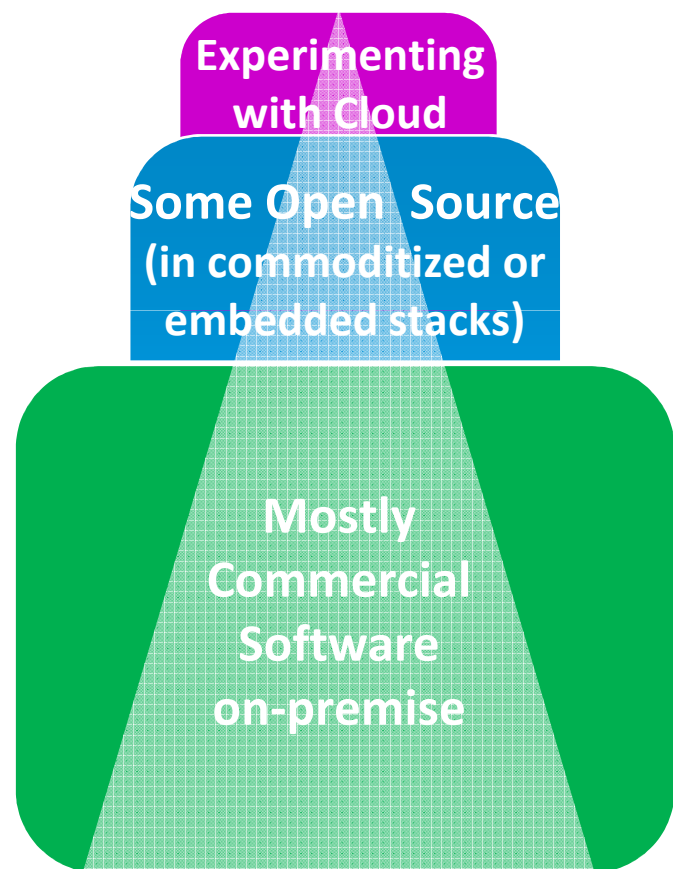


# A MAJOR SHIFT IN SOLUTION SOURCING

From This



To This



# BEYOND JUST CHEAPER & FASTER TRANSFORMATION AT SCALE



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



From Systems Integrator to  
Services Orchestrator

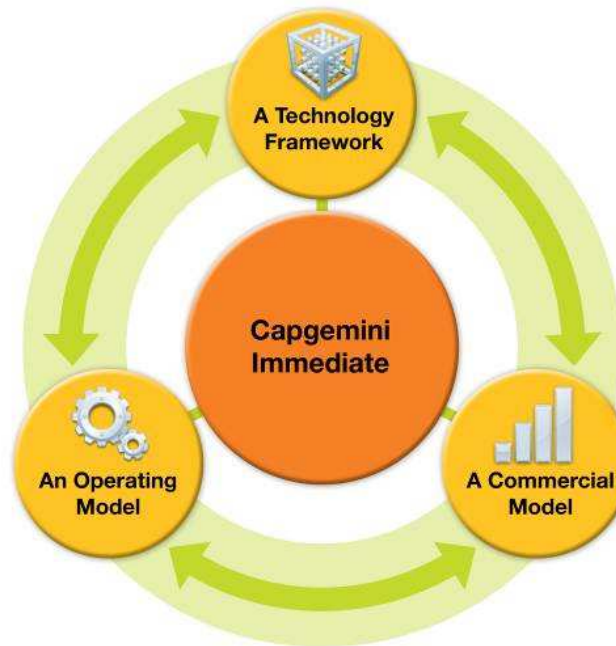
# Capgemini Immediate

*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



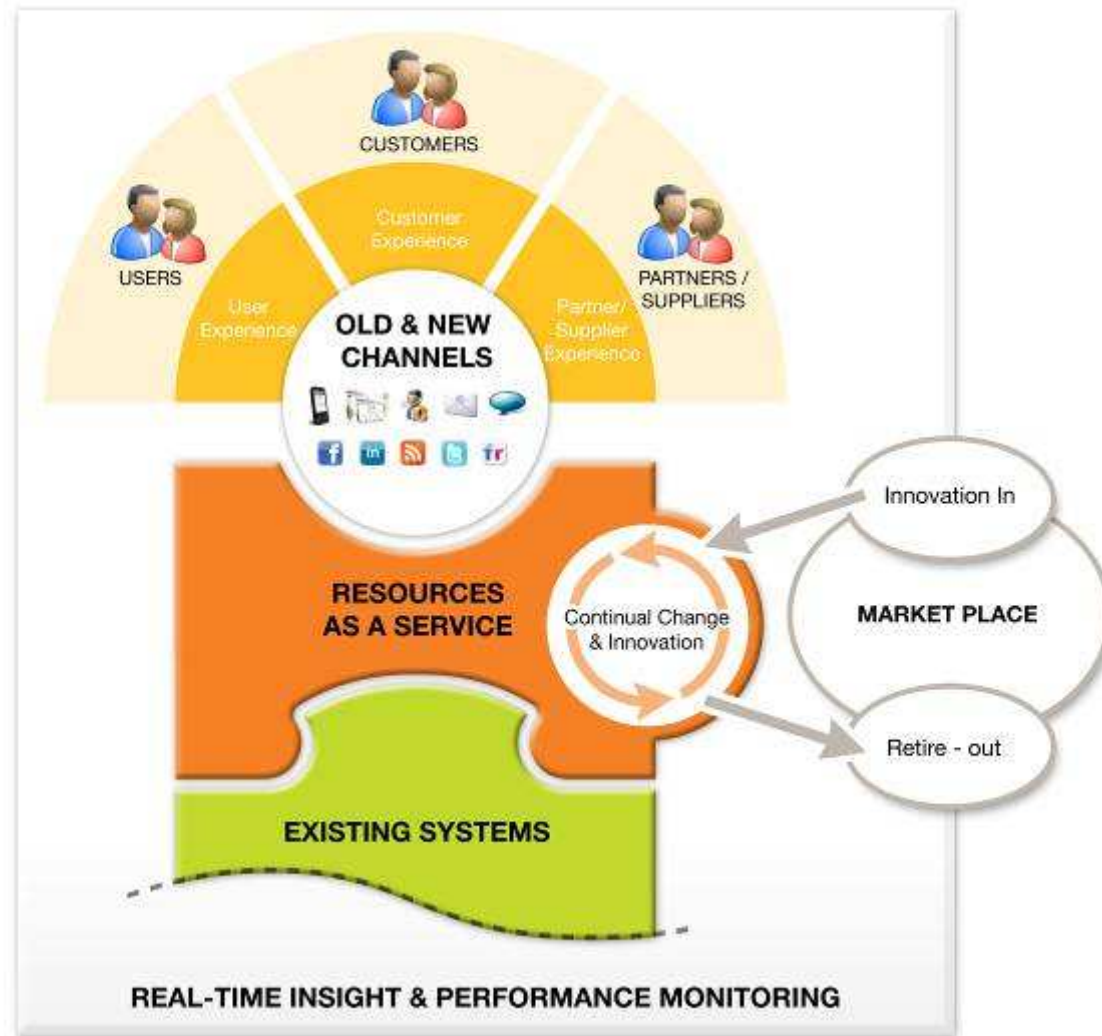
## 3 Customers in Europe

  
**Royal Mail** B2C e-commerce

Extended CRM & Billing for  
a Service provider for car owners

B2B platform for one of the  
largest electronics companies

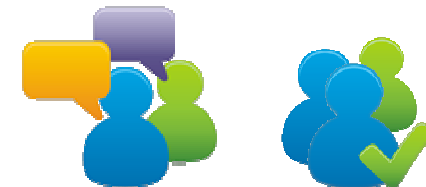
# CONTINUAL INNOVATION



## Capgemini Immediate

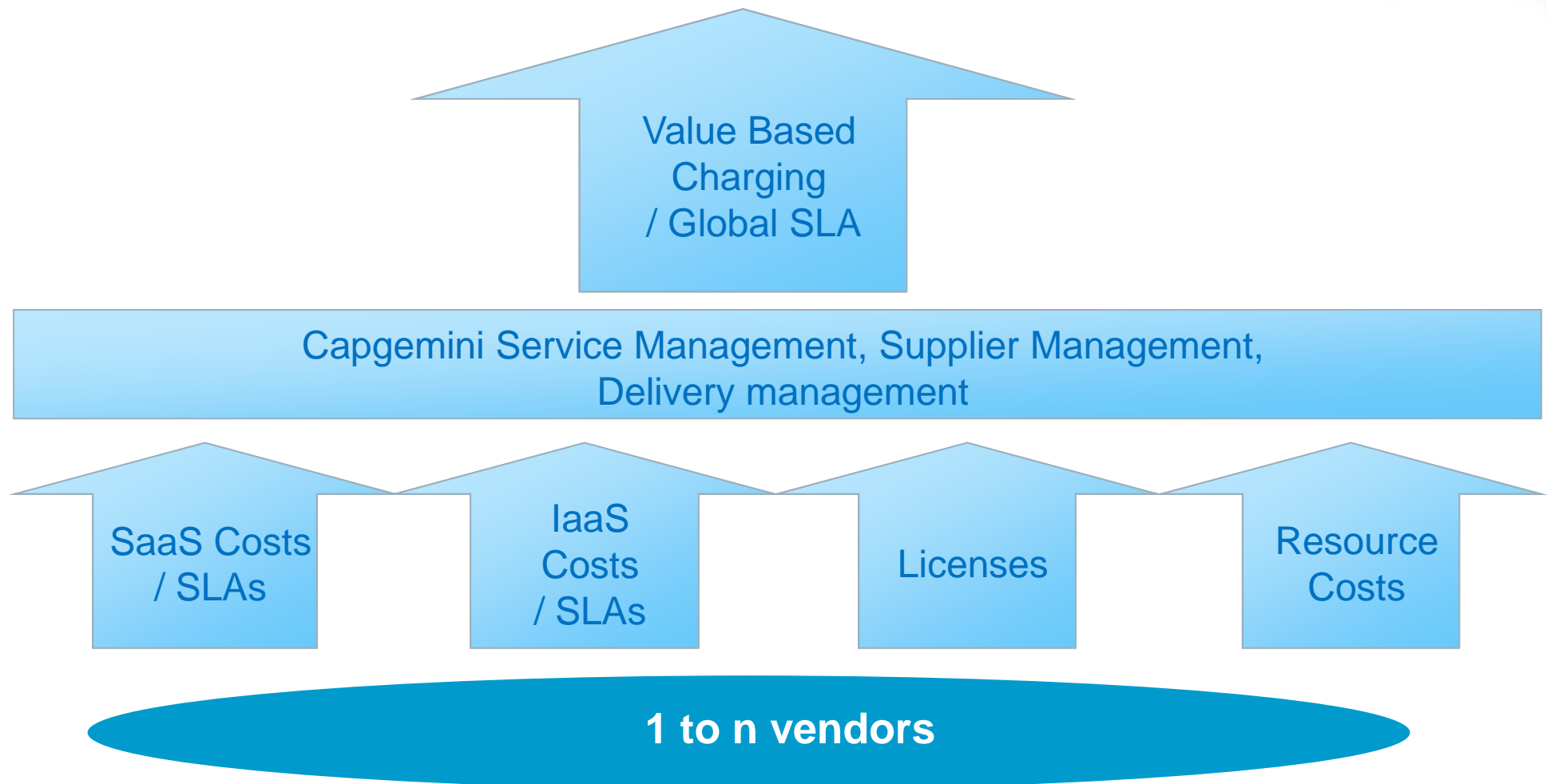
Instant. Flexible. Revolutionary.

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





# Capgemini Immediate Engagement Model



# 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 1<sup>st</sup> postage stamp, the Penny Black c.1840



- Responsible for the 1<sup>st</sup> 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

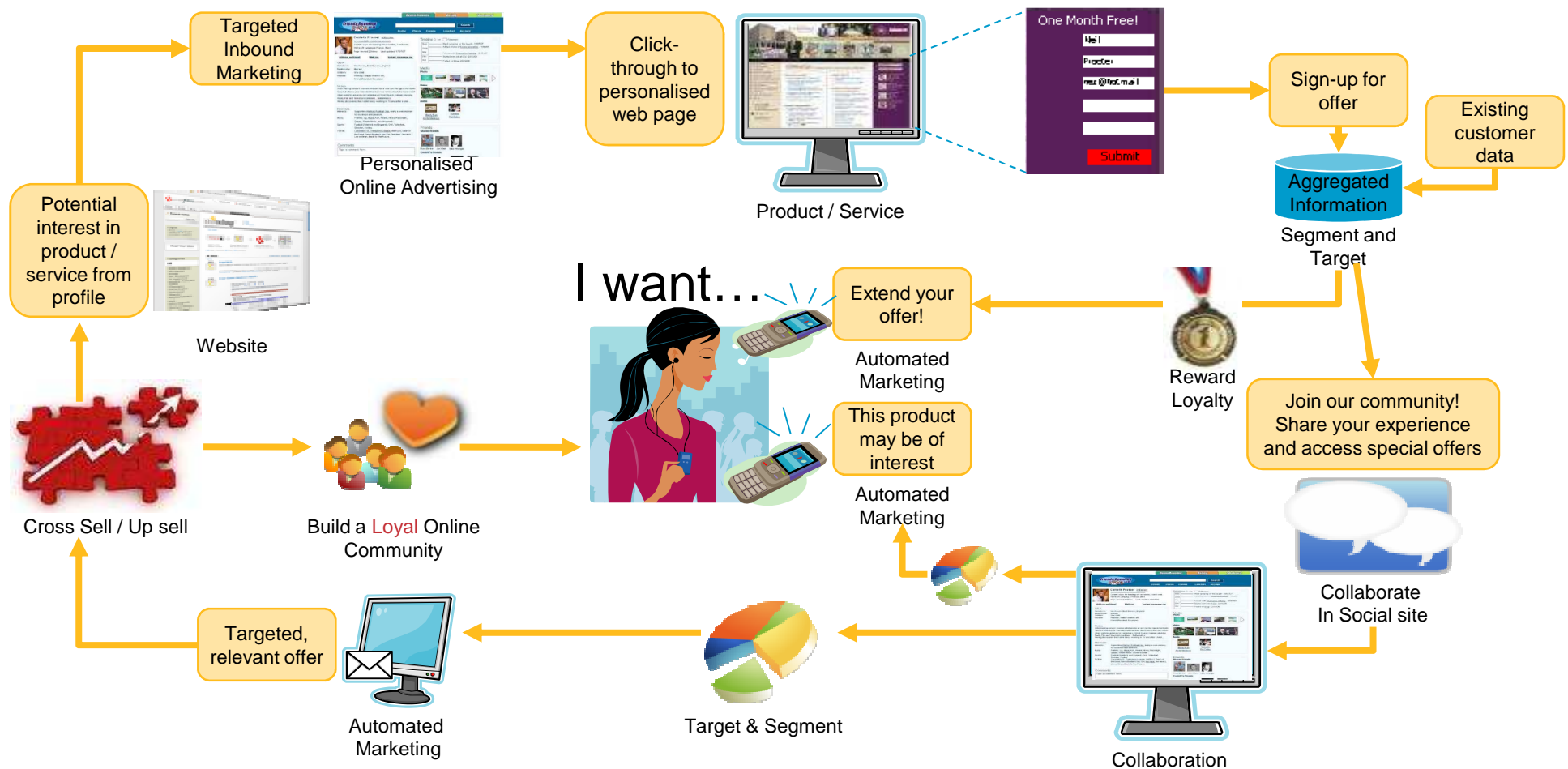
## Legacy replacement

3,000+ pages

100+ applications



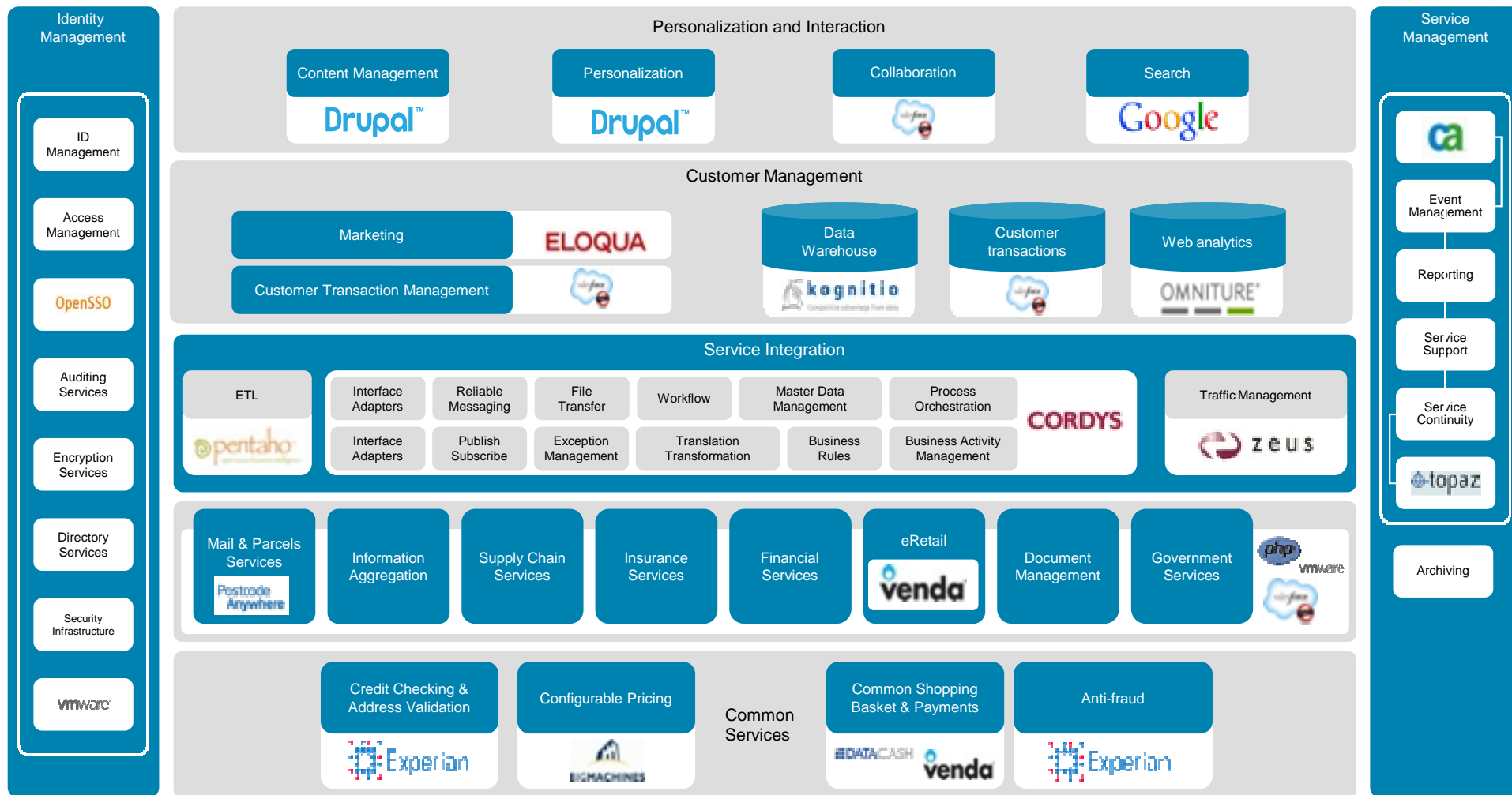
# EVOLVING CONSUMER DEMANDS NEXT GENERATION EBUSINESS







# BEST OF BREED SOLUTION INCLUDING 18 SAAS AND OPEN SOURCE SUPPLIERS





# USING OPEN SOURCE TECHNOLOGIES



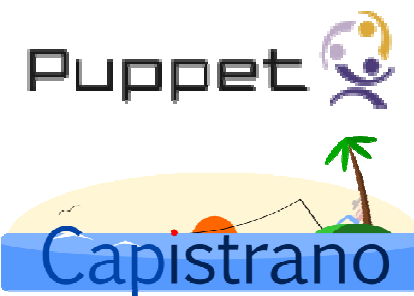
## Identity Management



## Content Management eCommerce



## DevOps Tooling



## Service Integration



## Data Management





# BENEFITS OF USING OPEN SOURCE



## ► Business Model

- You can't have elastic computing with inelastic licensing
- Low upfront cost
- Ability 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

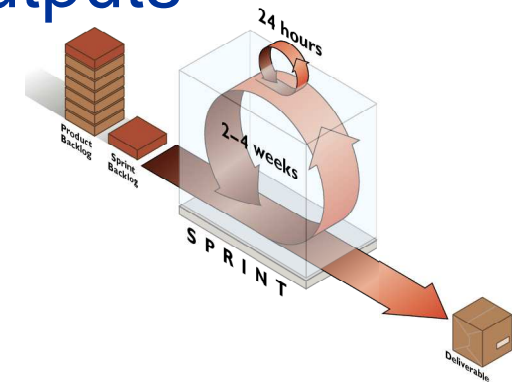


➤ 6 releases in 16 months  
to go out of the existing legacy platform.

➤ A continuous enhancement approach  
based on business outputs



dreamstime.com



# INNOVATION & COST CONTROL



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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