

Resell for FS

Giovanna Henny : 2-3 minutes : 3/28/2024



Mike A. Simms Captech Leader



Ronald Griggs Principal DSP

The 'Resell' offer is simply about reselling any hardware or software that the client needs from one of our strategic partners. In 98% of the opportunities and deals that we do today as a service provider, clients also need software licenses and hardware infrastructure to complete their transformation. The clients have a choice to 'go directly' to these vendors and buy these licenses or infrastructure (such as Microsoft Office Licenses or Data Center infrastructure). Or the clients have an opportunity to ask Capgemini to procure these licenses on their behalf from these vendors. In the second case, Capgemini plays the role of a 'Reseller' and can procure these licenses and hardware from our strategic partners at a slightly lower cost, than if the clients would have gone directly.

The benefit to the client includes:

- a) Reduced effort to work with multiple vendors and handle renewals, contracts etc.
- b) Competitive Resell pricing which may be lower than what the client would pay to procure directly from the vendors
- c) Customized payment models that can be created for the client by Capgemini based on the relationship

The Resell Offer should be a part of our DNA going forward, and we must check every single opportunity by asking the client 'How are you procuring your hardware infrastructure and software licenses?' Just asking this simple question could be an easy 'Resell' opportunity for us. In particular, this offer is even more viable in the case of software products that are being sunset or being migrated to a new software product. Rather than providing migration and data services only, we should figure out the opportunity to resell the license of the new software product.

Please connect with our Experts Mike A Simms (CapTech Leader) and Ronald Griggs (FS Resell Expert) to ensure we do not miss any Resell Opportunities going forward.

[Previous Chapter](#)

[Next Chapter](#)