

Cost Transformation

Giovanna Henny : 5-6 minutes : 4/17/2024

SYNOPSIS OF THE OFFER

Why is Cost Transformation a Propel Offer for FS?

Cost Transformation is one of the most sought-after offer in the Propel boutique of offers. And the reason is really quite simple. All clients are always looking at two big roads – either growth or saving costs. This offer caters to the latter goal. We can assess the client landscape from different lenses, and suggest new and innovative ways to save costs and bring in more efficiencies in the long run. This offer becomes even more meaningful in today's economic environment, which is fraught with global uncertainty and financial unpredictability. Whether the client wants to start with smaller productivity goals or large, transformative operating model changes, our Cost Transformation Offer covers the full range needed for clients to get to their saving goals.

Why should clients look at Capgemini's Cost Transformation Offer?

We have a very compelling offer that has already provided powerful savings to our clients in Insurance and Banking. We have a truly powerful framework that looks at the client's landscape from several angles to help them get into the cost-savings journey. Our approach is pragmatic and hands-on, which goes beyond just assessments and consulting. This is a big differentiator for us because we not only provide rich consulting recommendations, but also take the clients all the way through their technology and operations transformation. This makes us an end-to-end player. Using our Cost Optimization Flywheel, clients can choose a list of cost-saving levers that can bring in a range of savings – from quick and easy to long-term and large savings. In addition, we can also provide a governance model with the 'Value Realization Office' – a small PMO team built dedicated to saving costs sustainably, year after year, for clients – in all their areas.

What really is our Cost Transformation Offer ?

Our cost transformation offer is really a large theme to save costs through transformation. Whether the cost savings are quick & small, or long-term & large – depends entirely on the client's needs. We focus on three broad pillars which reuse many of our existing solutions and offers

- **Operating Model Optimization:** This pillar is about transforming the operating and outsourcing models of the enterprise. Largely Invent-led, this includes an assessment of the existing operating model and studies the potential of introducing Captives and Offshoring Strategy, moving to an end-to-end Managed Services Model, pay-per-use model, outcome-based model, shared-service models etc. MIDAS and FinOps are also popular options of this pillar
- **Modernization of Apps, Data and Infra:** This is about transforming the Legacy infrastructure, data & apps and bringing them to the Cloud to save long-term costs. Digital Operations by Business Services,

such as Automation, Robotics, Generative AI, Machine Learning, Low Code/No Code to increase productivity are a big piece of the savings.

- **Waste Elimination:** This pillar brings together all the elements that help to remove duplicates and unnecessary pieces from the various parts of the organization that have been added over the years. This pillar has Vendor Consolidation, Facilities Consolidation, Portfolio Rationalization, Business Process Optimization, Quality Engineering, etc.

Some of our popular Cost Transformation Offers & Levers:

Please connect with our Experts Mark Standeven and Neha Punater and setup a call to discuss more about your client landscape. Simultaneously, take a look at the Cost Optimization Flywheel framework and see which of the underlying levers may be attractive for our clients to start their cost savings and transformation journey. Try to get more information, pain points and data around those levers to build a credible story. Take a look at their Incidents levels, Automation Maturity, Quality Engineering Maturity, Technical Debt, numbers of Vendors and Contractors involved, Offshore Ratios, Offshoring Models etc. Bring all these data points together to our Experts who will help to build the right story and help you take it to clients. If you are already having a Gen AI conversation, then this could also be a great place to start a conversation with clients on saving costs through the broader Cost Transformation Offer. If they are already on a very tight budget, perhaps starting with **eAPM offer** (now called the ClearSight IT Decision Maker) or a paid/free assessment of 6-8 weeks may work too.

How can we start client conversations with the CxOs?

- Assessment and Strategy Services (led by Invent)
- Captive Enablement
- Operating Model Transformation
- Data Platform Managed Service
- Managed Service Transformation
- Legacy Modernization
- Data Modernization
- Data Center Exit
- Cloud Migration
- Portfolio Rationalization
- Product Centric Agile
- FinOps
- Quality Engineering
- Low Code/No Code including Gen AI
- Extreme DevSecOps
- Vendor Consolidation/Strategic Sourcing
- Facilities Consolidation
- Digital Operations
- Shared Services Enablement
- Process Optimization
- Value Realization Office

