

DIGITAL CORE FOR ENTERPRISES: CXO PLAY

2022

DIGITAL CORE WITH SAP S/4HANA®
ENGAGING CXOS FOR FUNCTIONAL
TRANSFORMATION



A FOCUSED APPROACH TO ADDRESS PRIORITIES ON EACH CXO'S AGENDA

DRIVEN FORCES IN THE MARKET IMPACT DIFFERENTLY EACH CXO



Digital Core for Enterprise Supply Chain

- Agility
- Flexible industry ecosystems
- Forward-looking capabilities
- Resilience



Digital Core for Enterprise Manufacturing

- Virtual customer/partner/employee engagement
- Client centricity
- Brand
- Personalization



Digital Core for Enterprise Finance

- Subscription vs product selling
- Focus on outcomes
- Connect with assets (Digital Twin)
- SW and infrastructures beyond enterprise boundaries – extending to the edge



Digital Core for Enterprise Sales & Services

- Transition to more sustainable products/services
- Improve sustainability in business operations (SCOPE 1-2-3)
- IT sustainability



Digital Core for Enterprise HR

← SPEED OF CHANGE/VOLATILITY 1

← MULTICHANNEL EXPERIENCE 2

← NEW BUSINESS MODELS 3

← SUSTAINABILITY 4

MARKET TRENDS



DevOps



Data & Insights



Cloud and Edge



Composable Architectures



Green Products, Processes, IT

A FOCUSED APPROACH TO ADDRESS PRIORITIES ON EACH CXO'S AGENDA



Digital Core for Enterprise
Supply Chain



Digital Core for Enterprise
Manufacturing



Digital Core for Enterprise
Finance



Digital Core for Enterprise
Sales & Services



Digital Core for Enterprise
HR

SUB-OFFERS

- Intelligent network design
- Smart forecasting
- Supplier collaboration
- Supply planning and digital manufacturing
- Order fulfillment operations
- Supply chain control tower

- Connected Engineering
- Connected Customer
- Connected Shopfloor
- Connected Product

- Central Finance and Group Reporting
- Faster Close
- Compliance and Risk Management
- Shared Services
- Treasury and Cash Management
- Profitability and Enhanced Analytics

- Servitization
- Subscription Based Billing
- Fast Configure-Price-Quote
- Sales and Service

- Workforce Agility
- Core HR
- Secure Talent
- The Learning Enterprise
- Employee Experience Design
- Employee engagement

KEY QUESTIONS

What if we could improve your forecast accuracy up to 30% and reduce days of inventory outstanding up to 12%?

Would you be interested in knowing how we helped our customer Navantia transform the Cartagena Diesel Engine Factory with end-to-end integration of all plant processes in engineering, production, logistics, quality management?

Do you want to know how our Client, with over 360 entities in France and 60 in the Group, achieved to reduce financial close cycle from 7 to 5 days?

The best companies we have helped in your industry attained and E2E integration from opportunity to billing. Are you ready for that?

What if you could create a work experience that aligns people wants, needs and expectations with company goals?



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DIGITAL CORE FOR ENTERPRISE – SUPPLY CHAIN



SUPPLY CHAIN OBJECTIVES

- How would you outline your supply chain objectives and how well do they align with the organization’s vision and target operating model?



DEMAND MANAGEMENT

- What are your current levels of unfulfilled demand?
- Do you have a measure of your forecast accuracy and the impact that it has on your inventory levels?



SUPPLIER COLLABORATION

- How effective is your collaboration with your key suppliers?
- Do you have a set of KPI’s against which you measure your supplier performance?



SUSTAINABILITY

- What are your transportation costs as a percentage of your overall sales?
- Is there a significant percentage of your shipments which go out as rush orders?
- How do you currently measure waste in your supply chain ?



INVENTORY OPTIMIZATION

- What if we could improve your forecast accuracy up to 30% and reduce days of inventory outstanding up to 12%?
- Is there a case of inventory expansion with an increasing level of unfulfilled demand?
- Are you able to fulfil demand most often from the nearest distribution centre?



CHIEF SUPPLY CHAIN OFFICER
DEMAND FORECASTING, INVENTORY,
SUSTAINABILITY



DIGITAL CORE FOR ENTERPRISE – MANUFACTURING

↑ Speed to Market

↑ Customer Satisfaction

↑ Higher Productivity

↑ Quality

↑ Increased OEE

↑ Enable New Business Models



HEAD OF MANUFACTURING ENGINEERING

1. Do you want to connect the golden triangle of PLM, ERP and MES for truly concurrent engineering?
2. Do you want to move towards Global Engineering delivered by Local Manufacturing?
3. Would you like to collaborate more with your partners and have, even better visibility of your R&D pipeline?
4. Do you capture the performance data you want from your products once sold, so you can improve them?



HEAD OF PRODUCTION PLANNING

1. Do you have the (near) real time visibility of demand needed for effective production planning and scheduling?
2. Do Engineering, Sales and Manufacturing always effectively align around new Product introductions?
3. Can you run the supply chain simulations and risk assessments needed to have confidence in your lead times?
4. Do your plans align with your predicted plant manufacturing asset availability?



CHIEF OPERATING OFFICER

1. Are you looking to move your customer base more to a "pay for use" model?
2. Do you want to offer new services to your customers using Data Insights?
3. Are you looking to increase your market share of the service sector around your products?
4. Do you need to know more about how your products perform after you have sold them?



HEAD OF PRODUCTION OPERATIONS

1. Do you want to simulate future Manufacturing throughput with a Digital Twin?
2. Do you struggle to scale your Industry 4.0 PoCs into real Smart Factory Operations?
3. Do you need to track and trace your products through the entire supply chain?
4. Do you have clear line of sight from Top to Shop-floor to enable quick decision making?

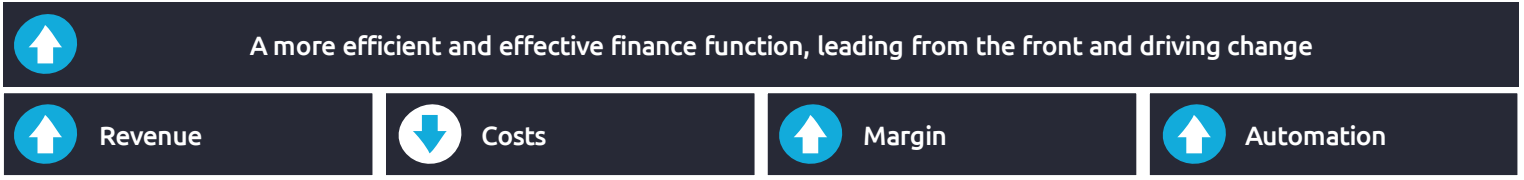


COO

TRANSFORMING END-TO-END MANUFACTURING PROCESSES BY LEVERAGING LATEST DIGITAL TECH



DIGITAL CORE FOR ENTERPRISE - FINANCE



AUTOMATION

- Automation and optimisation of processes enables the business to reimagine their operating models
- Leveraging digital technology and automation significantly reduces finance operating costs and improves accuracy



FUTURE FOCUSED FINANCE

- Shift from rear-view mirror to looking at the road ahead
- Working capital and cash improvements through real time analytics
- Placing data and analytics at the core of finance to make accurate strategic and tactical decisions



AGILE FINANCE

- The operating model and corporate structure can change rapidly
- M&A are a routine challenge for business. There is a requirement to enable the M&A process from strategy and inception through to execution



FASTER FINANCIAL CLOSING

- What if we could complete your monthly closing cycle in 2 days and attain a faster year-end closing cycle by 15-25%?
- Gain greater transparency on month end processes
- Attain a faster closing cycle by 15-25%



COSTING AND PROFITABILITY

- Get reliable and timely Contribution Margin reporting by products and market segments
- Understand the impact of pricing strategy
- Allocate costs fairly and transparently



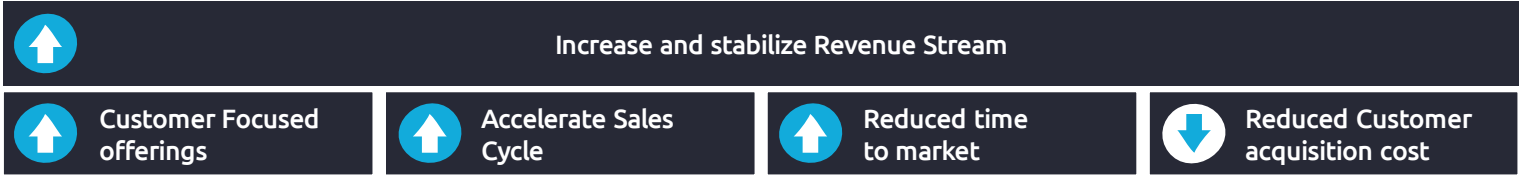
CFO AUTOMATION AND AGILE FINANCE FOR FAST CLOSE



DIGITAL CORE FOR ENTERPRISE - SALES AND SERVICES



CSO
PROVIDING SEAMLESS CPQ
EXPERIENCE, GENERATE NEW REVENUE
STREAMS



SILOED SALES AND SERVICES TEAM

- Sales and after sales teams are siloed and lack visibility across the sales lifecycle between sales and post sales services



FASTER TIME TO MARKET

- Does the team struggle with pricing complex configurable products
- Challenged on converged invoicing for products and services
- How many deals are being lost as it took too long to price?



UNIFIED CUSTOMER VIEW

- Are you able to integrate customer insights across channels and offer a unified view of the customers?
- Can Do your field service agents have real-time information access and sharing to solve service issues?



TRANSITION TO NEW BUSINESS MODELS

- Are you contemplating on new business models which are subscription driven or outcome-based contracts
- The best companies we have helped in your industry attained and E2E integration from opportunity to billing. Are you ready for that?



DIGITAL CORE FOR ENTERPRISE - HR



CHRO BETTER EMPLOYEE EXPERIENCE AND WORKFORCE AGILITY



ARE YOU RETHINKING HOW YOUR WORKFORCE CAN ALIGN WITH CORPORATE STRATEGY?

- Are employees collaborating across business units and engaging with the wider ecosystem?
- What if you could create a work experience that aligns people wants, needs and expectations with company goals?



ARE YOUR EMPLOYEES ENGAGED?

- Engagement of your workforce is key to determine whether your organization succeeds or fails
- The experience you deliver and how you address the moments that matter for every individual impact your business growth and how quickly your organization adapts to change



TAILORED LEARNING EXPERIENCE

- Build a future-ready workforce to help ensure business resilience
- Provide a learning strategy that includes e-learning, classroom & virtual instructor-led training, mentoring, experiential on-the-job training and collaboration



UNLEASHING HUMAN ENERGY THROUGH TECHNOLOGY, IN THE PURSUIT OF A MORE INCLUSIVE AND SUSTAINABLE FUTURE

- Use technology to meet employees' rising engagement expectations while exploring long-term business goals of HR functions, enabling the enterprise to navigate ever-changing and complex compliance requirements.



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About Capgemini

Capgemini is a global leader in partnering with companies to transform and manage their business by harnessing the power of technology. The Group is guided everyday by its purpose of unleashing human energy through technology for an inclusive and sustainable future. It is a responsible and diverse organization of 340,000 team members in more than 50 countries. With its strong 55-year heritage and deep industry expertise, Capgemini is trusted by its clients to address the entire breadth of their business needs, from strategy and design to operations, fuelled by the fast evolving and innovative world of cloud, data, AI, connectivity, software, digital engineering and platforms. The Group reported in 2021 global revenues of €18 billion.

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