



CAPGEMINI PAVES THE WAY FOR POSSEHL'S DIGITAL TRANSFORMATION

Capgemini's industry and technical expertise as well as the use of advanced assessment methods supported Possehl in developing and aligning IT strategies to meet the challenges of digitalization

A manufacturer driven by technology and a value-based culture

Possehl is a global technology group, headquartered in Lübeck, Germany, with more than 200 companies, 13,200 employees in more than 30 countries, and consolidated sales of over 5.5 billion euros. The group has a diversified business portfolio and offers solutions and products that meet the specific requirements of industries such as automotive, manufacturing, transportation and the public sector.

Possehl emphasizes innovation and technology as key drivers of its business, allowing it to offer cutting-edge solutions and stay competitive in rapidly evolving industries. To ensure transparent and sincere interactions with its medium-sized companies, the company relies on a decentralized management model that promotes open and honest engagement.

Client: Possehl Group

Industry: Manufacturing & Construction

Region: Europe

Client Challenge:

Possehl was looking to develop future-proof IT target visions suitable for its decentralized organization.

Solution:

Possehl engaged Capgemini to assist in structuring the diverse business models and IT requirements of its various holding units and devising target pictures. Furthermore, Capgemini conducted an advanced application assessment method, resulting in actionable recommendations for optimizing the IT landscape.

Benefits:

- Possehl has access to future-proof IT target pictures including general principles for different business archetypes
- Stakeholders have gained a 360° view of the IT organizations and application portfolios, including an application fitness calculation
- The assessment of the IT organizations has identified concrete areas for action

Ensuring IT can tackle future business challenges

Due to its decentralized structure, Possehl has acknowledged significant challenges in the era of digitalization. The increasing importance of IT in the value creation of products and services places high demands on Possehls' subsidiaries, as they look to incorporate innovative technology for data analytics, artificial intelligence and robotic process automation. At the same time, the frequency of cyberattacks is rapidly rising, making detailed information security requirements crucial. In order to equally address all priorities, Possehls' subsidiaries often require experienced and specialized personnel for specific industry-related business topics as well as technology-driven innovation.

To tackle these obstacles, the company is committed to ensuring the future readiness of the IT departments in the context of digitalization and providing the necessary support to its business divisions in the development and optimization of their own technology- and cybersecurity-related processes. Recognizing the need for expertise, Possehl sought a capable partner to assist in structuring the diverse business models and IT requirements of its holding units and devising IT target pictures. This partnership also involved establishing more transparency regarding the current state of its various IT organizations through a unified and structured approach in order to create manageable recommendations.

Application Portfolio Management (eAPM) helps develop target pictures

As a globally renowned business and technology partner with extensive expertise across various industries, Capgemini was chosen to drive the transformative project working in close collaboration with Possehl in two consecutive phases.

In the initial phase, the partners leveraged Capgemini's deep industry knowledge to cluster the various companies

within the Possehl Group based on similar business models and IT requirements. This comprehensive analysis allowed for the design of tailored IT target architectures, aligning them with current and relevant trends. These target architectures incorporated essential IT principles and encompassed application capabilities as well as cutting-edge technology stacks, ensuring an innovative and future-proof infrastructure.

Moving into the second phase, the team of Possehl and Capgemini experts applied Capgemini's proprietary economic Application Portfolio Management (eAPM) assessment approach, utilizing the advanced eAPM studio for data collection, analysis, and visualization. The method and tool were carefully configured to align with the established IT principles and target architectures from the previous phase. The user-friendly design of the eAPM studio enabled the project team to swiftly analyze data and generate customized insights. Afterwards, the team presented the results to the respective heads of the IT organizations, facilitating informed decision-making.

By partnering with Capgemini, Possehl benefited from extensive industry experience, precise data analysis, and expert guidance. This tailored approach empowered Possehl and its IT organization to identify areas for action in IT landscape optimization and to openly discuss and share experience with other companies within the Possehl Group. As a common basis, the result will guide the different organizations to develop IT strategies that align with business objectives relating to smart value chains and digitalization trends for products, sales and after sales services. The collaboration with Capgemini has provided Possehl with the current status of its portfolio, which acts as a solid foundation for creating further synergies within the Group and continued strategic planning. Leveraging the data collected with Capgemini, the organization can confidently develop an appropriate, future-oriented IT strategy.



The digital transformation drives the need for comprehensive IT Strategy thinking. This is a challenge for the "German Mittelstand", which the companies of the Possehl Group belong to. By applying technology, relevant market trends, and methods to develop IT strategies and conducting Capgemini's economic Application Portfolio Management assessment, our group companies are now capable of developing their IT roadmaps for the coming years. This will help them to better provide digital services and new business models to their customers. Companies who intend to join our group can access this know-how and will be supported in their digital transformation."

Guido Horstmann,
Digitalization @ L.Possehl & Co mbH



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 360,000 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, fueled by the fast evolving and innovative world of cloud, data, AI, connectivity, software, digital engineering and platforms. The Group reported in 2022 global revenues of €22 billion.

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