

# Capgemini's Supplier Relationship Management

## Driving value through the manufacturing supply chain

Globalization and new product program introductions have created increasingly complex supply chain challenges. With so many suppliers spanning so many countries across so many product programs, it's difficult to control, much less derive value from, procurement procedures.

Compound this problem with part number proliferation, low-cost country sourcing of complex components, increasing global trade compliance issues, higher SG&A costs born from the inefficiencies, not to mention Sarbanes-Oxley regulations, and we've contracted quite a headache. But Capgemini, working together with SAP, has the remedy to not only control these problems but also to help you realize value through standard procurement practices.

### Changing Your Approach to SRM

Your company needs a clear strategy, accompanied by the appropriate solution, to properly address your supplier issues. The software to build the foundation for your solution exists, mySAP SRM, which will help you establish supplier standards and eliminate duplicate effort, among many other things. But how can you ensure both a proper implementation and a full return on investment? This is where Capgemini steps in.

Capgemini takes a full-view perspective of your procurement goals with our comprehensive approach to implementing mySAP SRM. We create a workstream broken into four main blocks: Strategic Sourcing, Contract and Supplier Management, Purchasing and



Accounts Payable. Into each block of this continuous loop we feed procurement intelligence such as key performance indicators and spending analysis. This closed-loop process optimizes and ensures value-adding practices that will continue long after our consultants leave the scene.

After assessing your company's current spending performance and supply base, as well as the "as is" purchase-to-pay processes, we will identify the improvement opportunities and areas of business value resulting from a mySAP SRM implementation. We'll use the assessment to create a Manufacturing Procurement Roadmap, prioritizing mySAP components. The map will facilitate a quick implementation, resulting in a swift realization of return on investment.

**The Capgemini Difference**

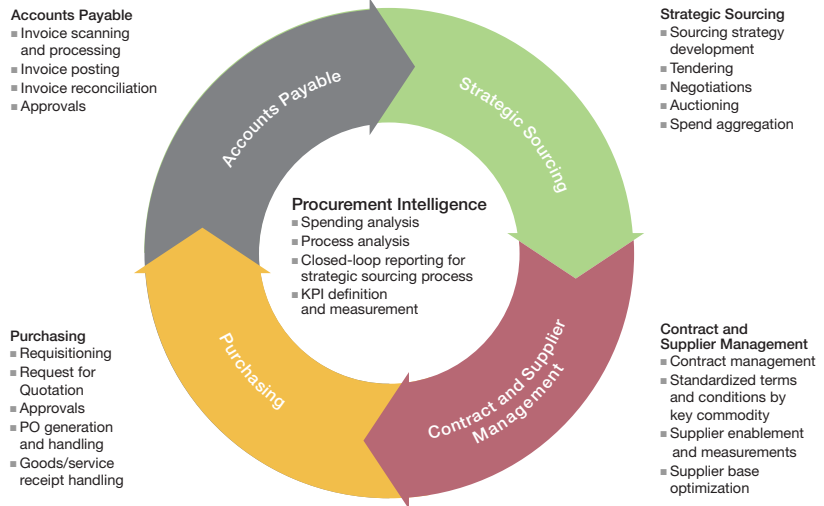
Capgemini, as certified SAP SRM partner, brings a depth and breadth of knowledge and experience in the SRM arena to the table, along with more than 500 dedicated sourcing and e-procurement practitioners. Our global presence, coupled with our deep manufacturing experience in the field, means we cover all the bases.

In addition to our Accelerated Solutions Environment® (ASE) methodology, we also have SRM solution centers that specialize in identifying value-adding opportunities. Our companies have also launched the Capgemini Sourcing powered by mySAP SRM solution. This solution combines the robustness of Capgemini's sourcing methodology with the eSourcing capability of SAP's SRM application.

**SOA/ESOA and the Future**

Service-Oriented Architecture (SOA), or Enterprise Services-Oriented Architecture (ESOA) as SAP terms it, has begun to sweep through the business world. This is a key enabler for you to reach your procurement goals – quickly, by powering your business intelligence advantage and critical SRM processes.

**Supplier Relationship Management Workstream**



An integrated feedback loop optimizes and ensures results from strategic sourcing.

Everyone agrees, the SOA construct will end business as usual, forcing companies to re-evaluate their processes. Most, if not all SAP customers will be profoundly impacted by SOA. NetWeaver, a key component in SAP's ESOA scheme, powers most SAP programs.

As an industry recognized leader in architecture and integration, Capgemini has the capabilities and knowledge to help you transition to a Service-Oriented Architecture based on NetWeaver/ESOA. Our architecture and integration capabilities are supported by our world-class Integration Architecture Framework (IAF) approach and Integration Express delivery framework.

**Capgemini and SAP**

Capgemini has collaborated with SAP for more than 15 years, implementing over 3,500 SAP projects for more than 1,700 clients in all major industry sectors across the globe. This partnership helps our clients implement customized, highly functional solutions that add value to the enterprise.

Capgemini's SAP consultants have an average of eight-plus years experience with manufacturing and cross-industry SAP solutions. Using our phased approach, starting with our RapidStart program, they skillfully implement such solutions as Manufacturing Ready-to-Run, Master Data Management, I/S Auto, Focused Factory, NetWeaver and mySAP ERP.



**About Capgemini and the Collaborative Business Experience**

Capgemini, one of the world's foremost providers of Consulting, Technology and Outsourcing services, has a unique way of working with its clients, called the Collaborative Business Experience.

Backed by over three decades of industry and service experience, the Collaborative Business Experience is designed to help our clients achieve better, faster, more sustainable results through seamless access to our network of world-leading technology partners and collaboration-

focused methods and tools. Through commitment to mutual success and the achievement of tangible value, we help businesses implement growth strategies, leverage technology, and thrive through the power of collaboration.

Capgemini employs approximately 61,000 people worldwide and reported 2005 global revenues of 6,954 million euros.

More information about our services, offices and research is available at [www.capgemini.com](http://www.capgemini.com)