

Capgemini im Kontext des Supply Chain Managements

Gesellschaft für Operations Research
Arbeitsgruppe Supply Chain Management
Köln, 08.Oktober 2010



AGENDA

- **Capgemini at a glance**
- Supply Chain Management at Capgemini Consulting DACH

Capgemini is the largest consulting firm with a European origin

Capgemini group from a global point of view

Company



- Headquarter in Paris
- Listed on the Paris stock exchange (CAC-40¹)
- 8.4 bn € revenues (2009)
- Top 5 consultancy worldwide
- Two thirds of the world's largest companies are our clients

People



- Over 90.000 employees
- 300 offices in more than 30 countries
- Largest "European" consultancy

Global sectors – industry focus



- Consumer Products & Retail
- Manufacturing & Services
- Distribution & Transport
- Automotive
- Energy & Utilities
- Chemicals & Life Sciences
- Financial Services
- Telecommunication & Media
- Public Sector

Global service lines – solution focus

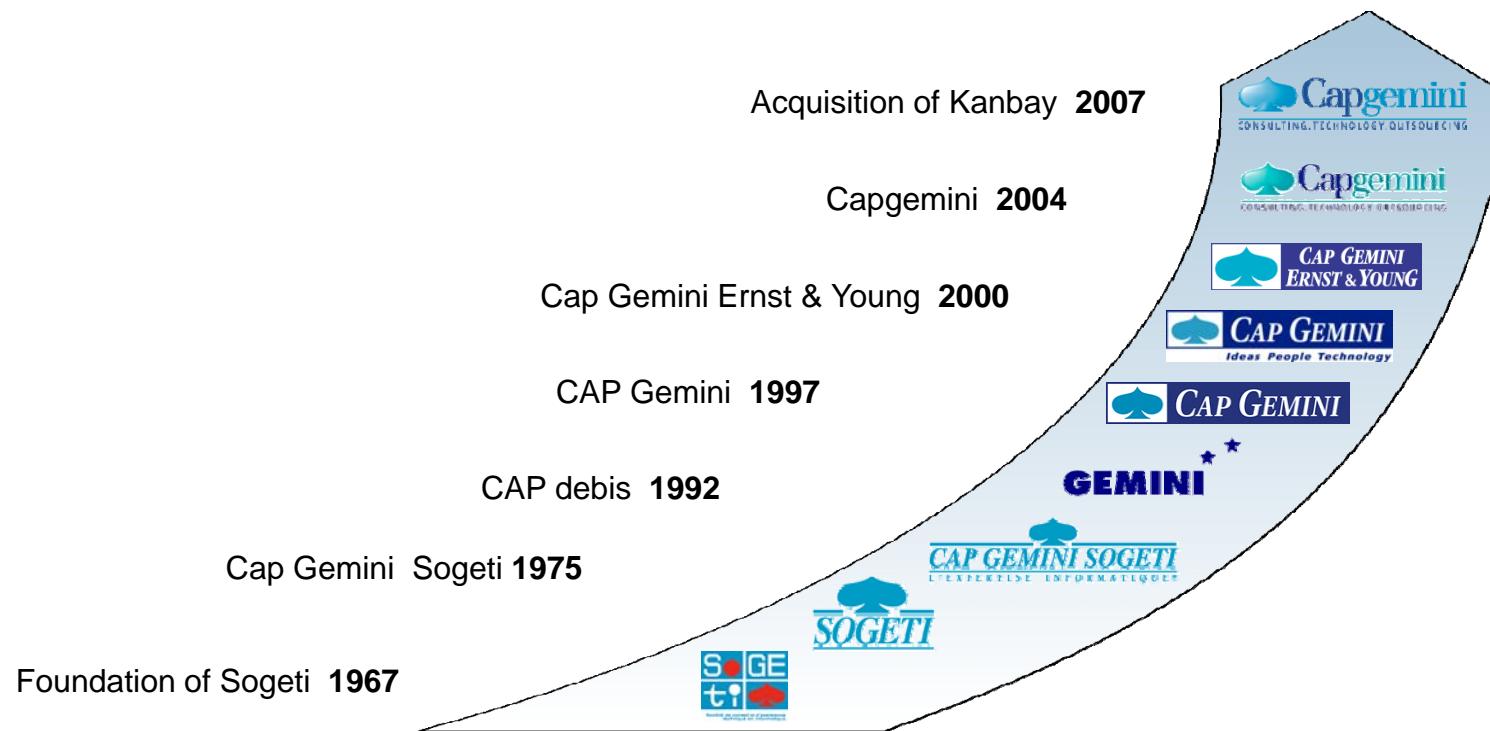


- Consulting Services
 - Strategy & Transformation Consulting
 - Technology Transformation
 - Supply Chain Management
 - Finance & Employee Transformation
 - Marketing, Sales & Services
- Technology Services
- Outsourcing Services

¹ Index of leading shares of the 40 biggest French incorporated companies at the Paris stock exchange

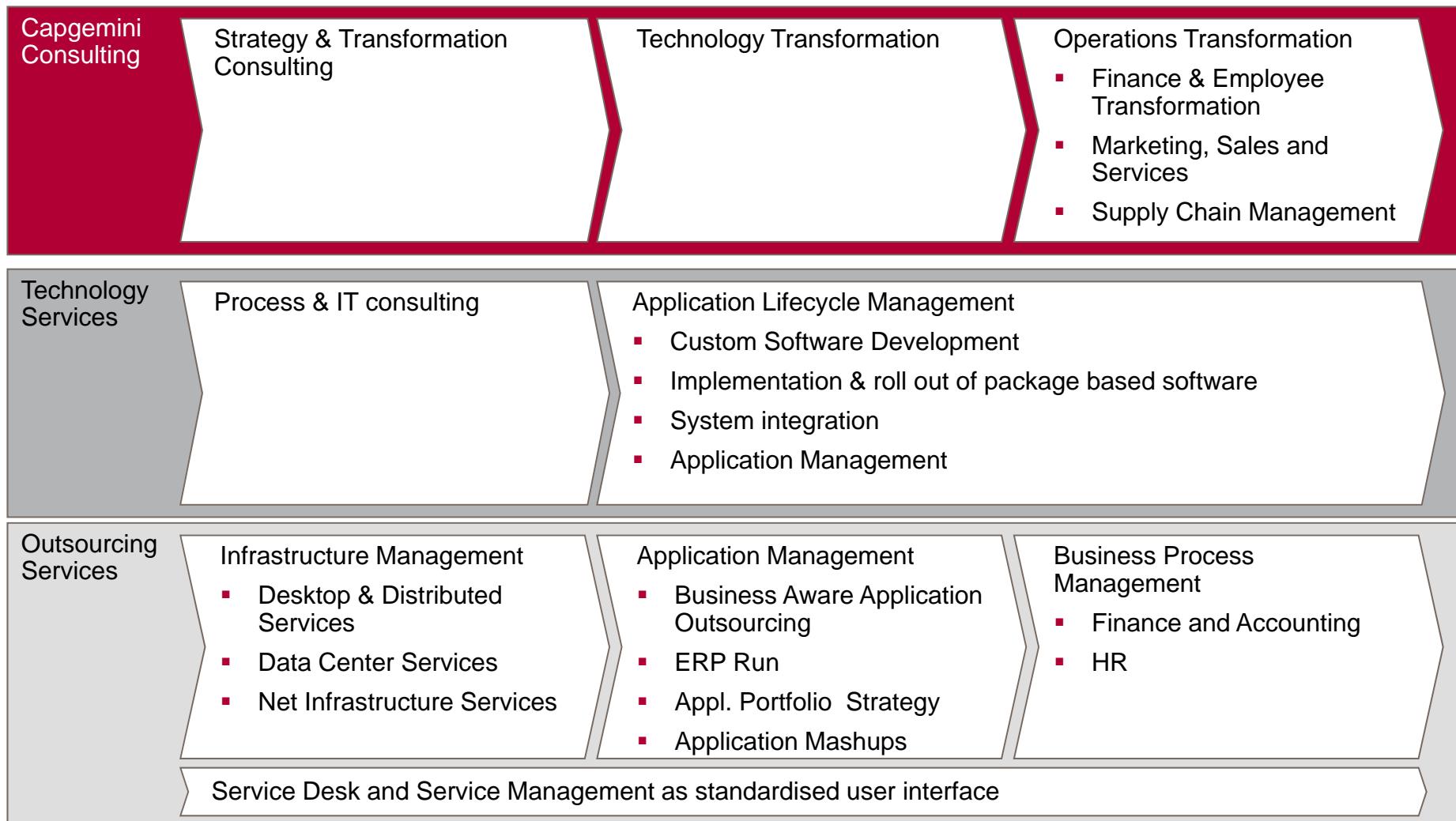
The Capgemini group progressively expanded geographically through organic growth and acquisitions in Europe, the US and the APAC region

History



Our organisational structure of three disciplines allows us to focus on clients' needs

Consulting, technology and outsourcing – our disciplines



Capgemini Consulting is the global strategy and management consulting division of the Capgemini Group

Who we are



- One of the world's foremost providers of **Consulting, Technology and Outsourcing services**
 - We enable our clients to **transform and perform through technologies**
 - Our consultants, IT specialists and outsourcing experts **collaborate seamlessly** to create integrated services for our clients
-
- An autonomous global practice of the Group, dedicated to providing best-in-class **strategy and management consulting** to our clients, empowering them to **respond faster and more intuitively to changing market dynamics**
 - We design and implement **transformation strategies** to achieve measurable results for our clients
 - Collaborating closely with client organizations, we provide insights and capabilities which boost their **freedom to achieve superior results**

Our Global Consulting Network includes 4,000 consultants working across 5 continents

Our Global Consulting Network



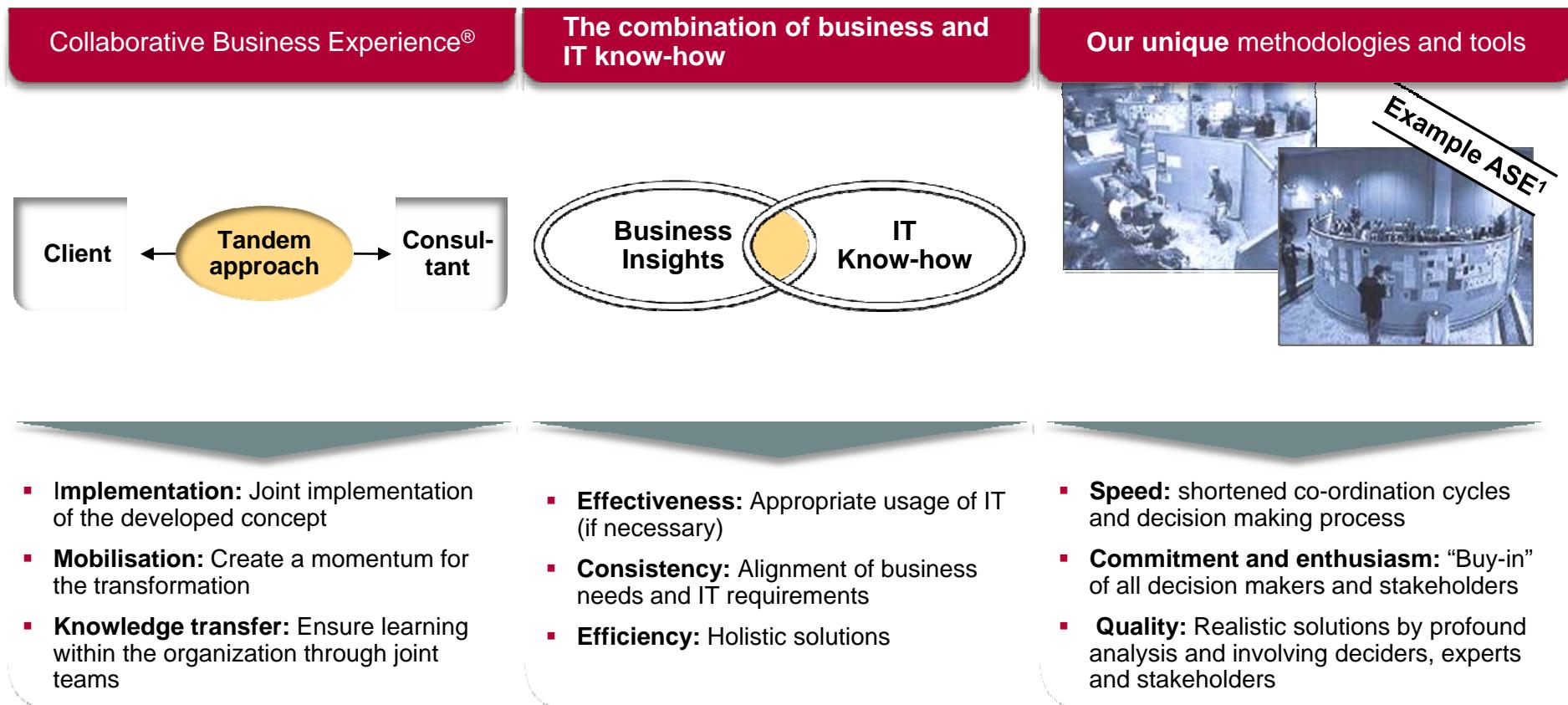
- Top-5 global consultancy
- Nearly 4,000 consultants worldwide
- EUR 701m revenues in 2008

Our capabilities span from Strategy Development through to Operational Excellence

Our Functions	Our Areas of Expertise	Our Clients
Strategy & Transformation	<ul style="list-style-type: none">▪ Business transformation design & delivery▪ Strategy▪ Organization design▪ Post-merger integration	   
Marketing, Sales and Service	<ul style="list-style-type: none">▪ Market & experience strategy▪ Sales effectiveness▪ Channel management▪ Customer service	   
Technology Transformation	<ul style="list-style-type: none">▪ IT strategy▪ IT performance▪ Concurrent transformation▪ Technology strategy	    
Finance and Employee Transformation	<ul style="list-style-type: none">▪ Finance transformation▪ Shared services/Business process outsourcing▪ Performance management▪ Employee transformation	   
Supply Chain Management	<ul style="list-style-type: none">▪ Logistics & fulfilment▪ Lean▪ Planning▪ Procurement transformation▪ Supply chain transformation	     

Capgemini Consulting's approach is recognised in the market as key differentiator from the competition

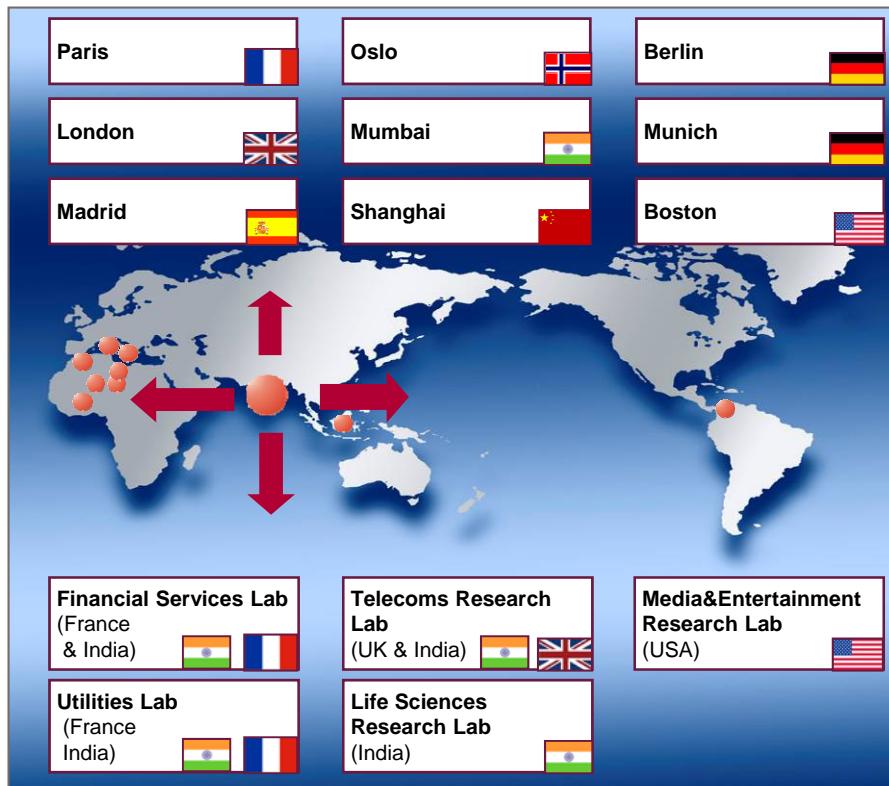
Capgemini Consulting way of working



1 ASE = Accelerated Solution Environment

A global network of experts delivers research and insight across industries to support clients' strategic challenges

Our Global Research Network



- Global network of **strategy experts, research specialists and sector-specific consultants** provide knowledge and information via nine 'shops'
- With a hub in India, our network of Sector Labs provides **content-rich research, analysis and insight** into our clients' specific business challenges
- Our **Points of View** on emerging business trends and sector issues are industry-leading

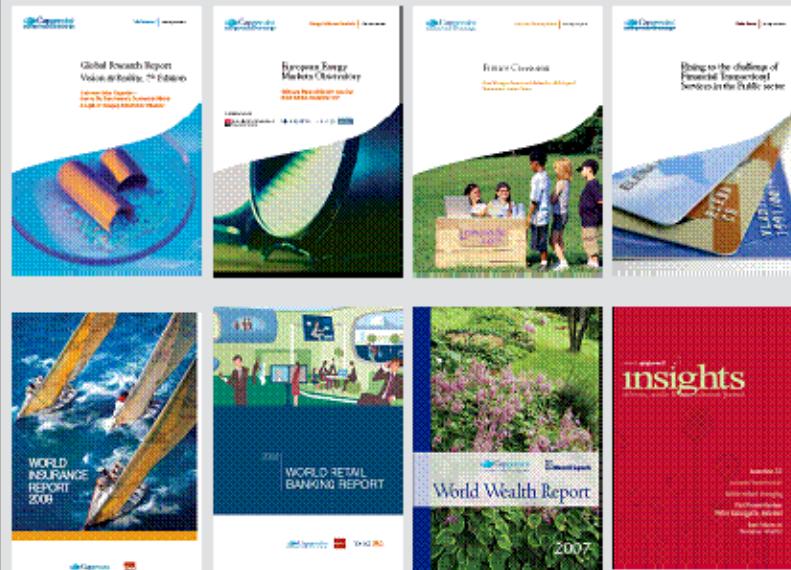
Our Thought Leadership addresses key business issues facing businesses today

Function-Specific



- Customer Experience – Your Defense Against Financial Pressures
- Global CIO Survey 2008 – Innovator vs. Operator
- Future Supply Chain 2016
- Web 2.0 Communities and Mesh Collaboration
- Great Expectations: The Changing Role of IT in the business
- Addressing the Challenges of Product Lifecycle Management
- Transformation for Collaborative Innovation

Sector-Specific



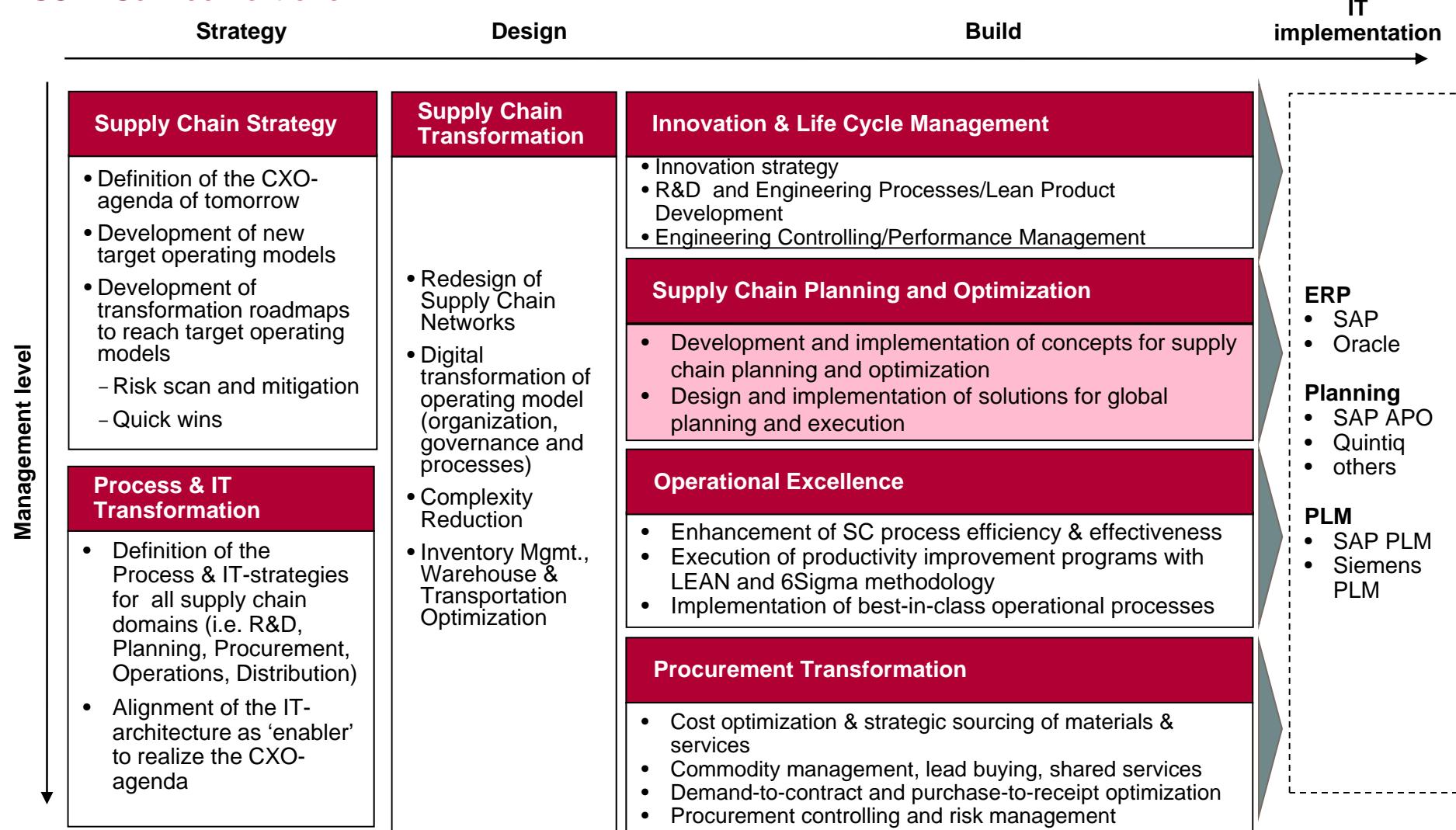
- Annual World Wealth Report
- World Insurance Report
- World Retail Banking Report
- Telecom, Media and Entertainment Insights Journal
- Future Consumer Study
- The Keys to Successful Multisourcing
- European Energy Markets Observatory

AGENDA

- Capgemini at a glance
- **Supply Chain Management at Capgemini Consulting DACH**

Supply Chain Management Service-Portfolio: From SCM strategy development to operational implementation

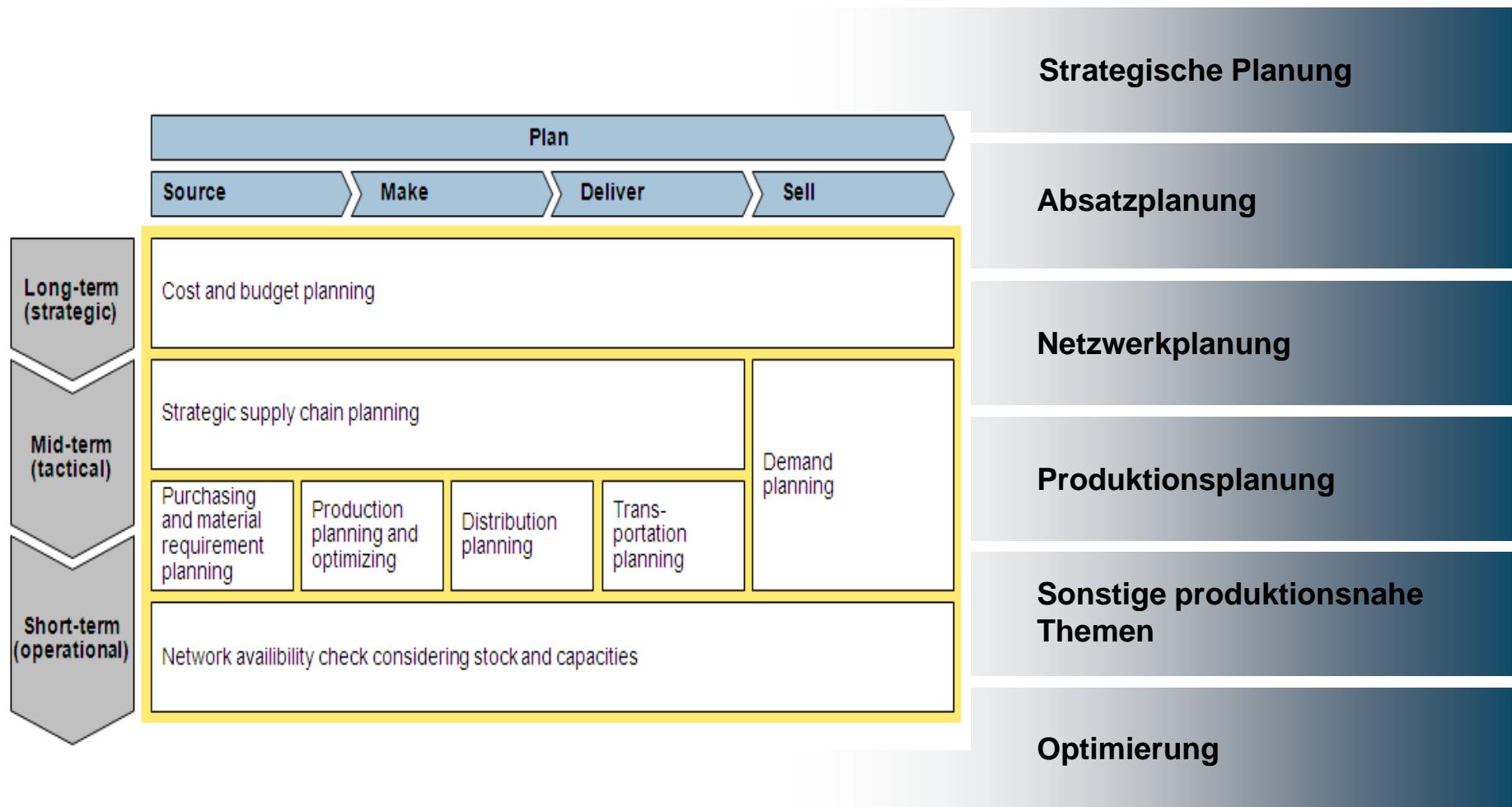
SCM: Service Portfolio



Die Service Offerings von P&O decken die Planung der gesamten Supply Chain über den kurz- bis langfristigen Horizont ab

Übersicht der Themen

Service Offerings Capgemini P&O



Das Planungs-Know-How von Capgemini umfasst das Prozessdesign und die Implementierung von unterstützenden Planungstools

Themen im Detail

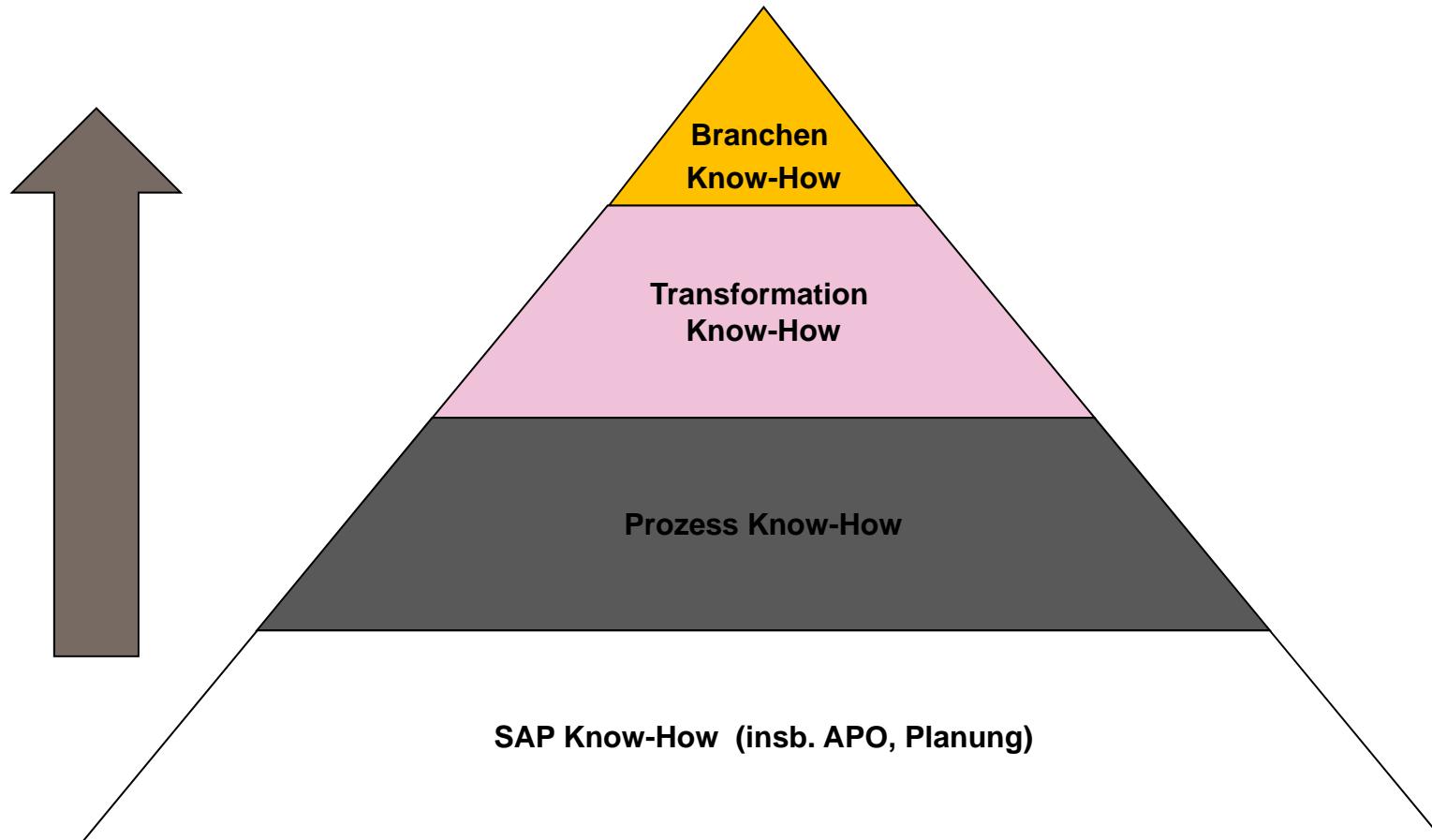


Service Offerings Capgemini P&P im Detail

- Long Term Planning
- Sales&Operations Planning (S&OP)
- Integrated Business Planning (IBP)
- Advanced Forecasting
- Dynamic Forecast Evaluation
- Collaborative Planning, Forecasting and Replenishment (CPFR)
- BW Funktionen
- Distributionsplanung
- VMI, SMI, Replenishment
- Sicherheitsbestandplanung
- Event Management
- Supplier Network Collaboration (SNC)
- Rough Cut Planning
- Feinplanung
- Kapazitätsplanung
- Reihenfolgeplanung
- Optimierung als Querschnittsfunktion
- SAP APO SNP und PP/DS Optimierer, CTM
- Quintiq, Visualisierung und Optimierung
- Whitespace (agentenbasierte Technologie)
- Plant Maintenance (PM)
- Project System (PS)
- Anbindung Manufacturing Execution Systems (MES)

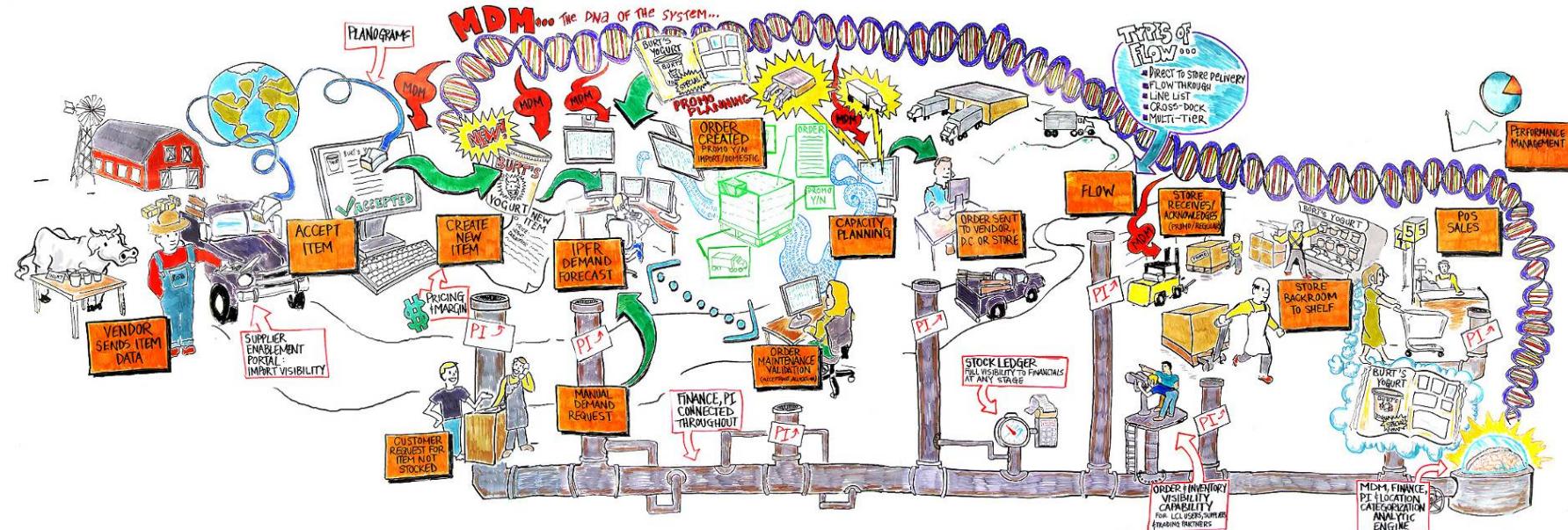
Im Team P&O vollzieht sich der typische Entwicklungspfad ausgehend von einer soliden SAP Basis

Der Entwicklungspfad

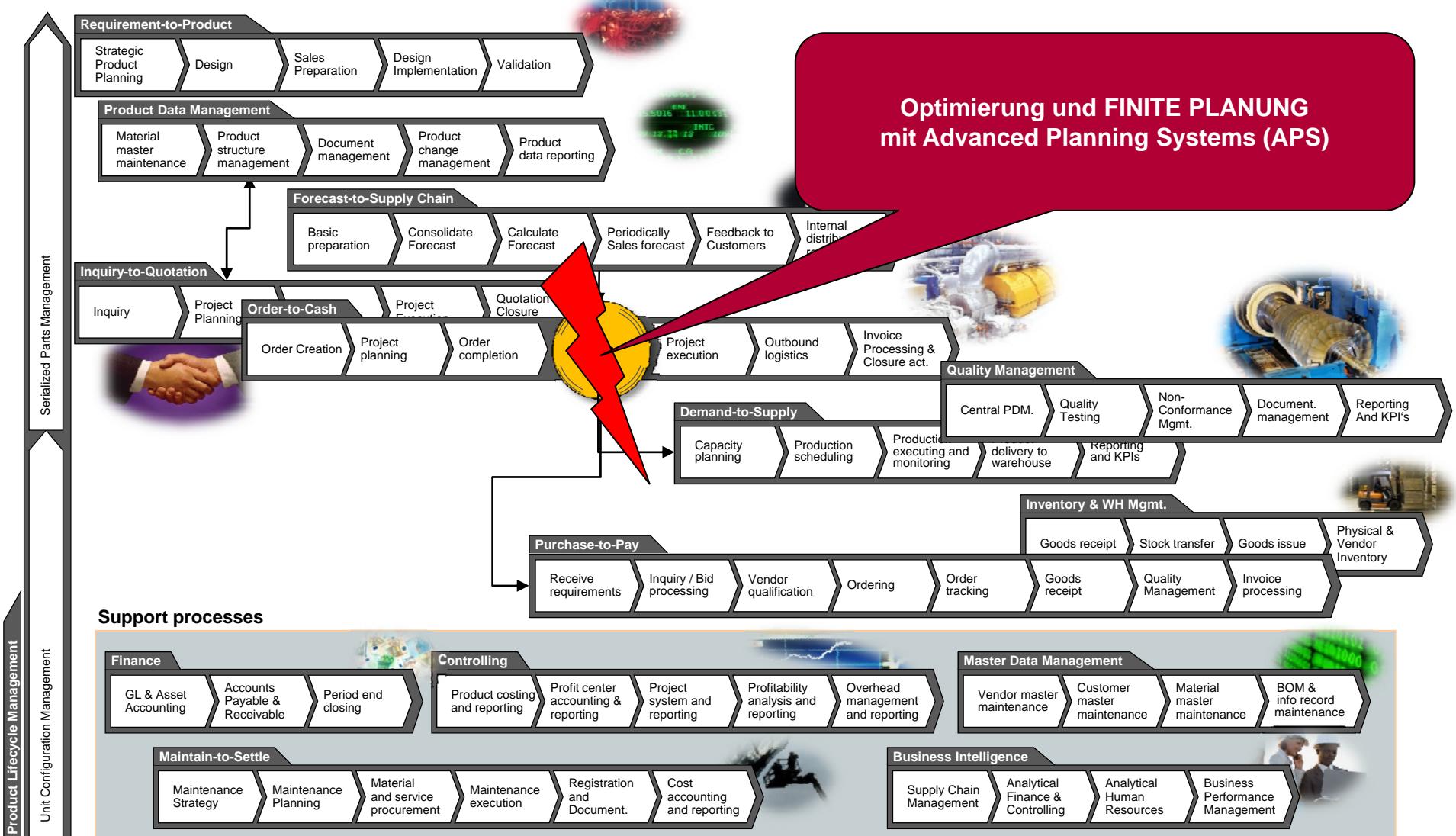


Eine starke Fokussierung zunächst auf die Prozeßlandschaft prägt unseren Projektansatz

End-to-end process mural



Das Team Planning & Optimization definiert und implementiert e2e Prozesse sowie fortgeschrittene Lösungen rund um das Thema Planung



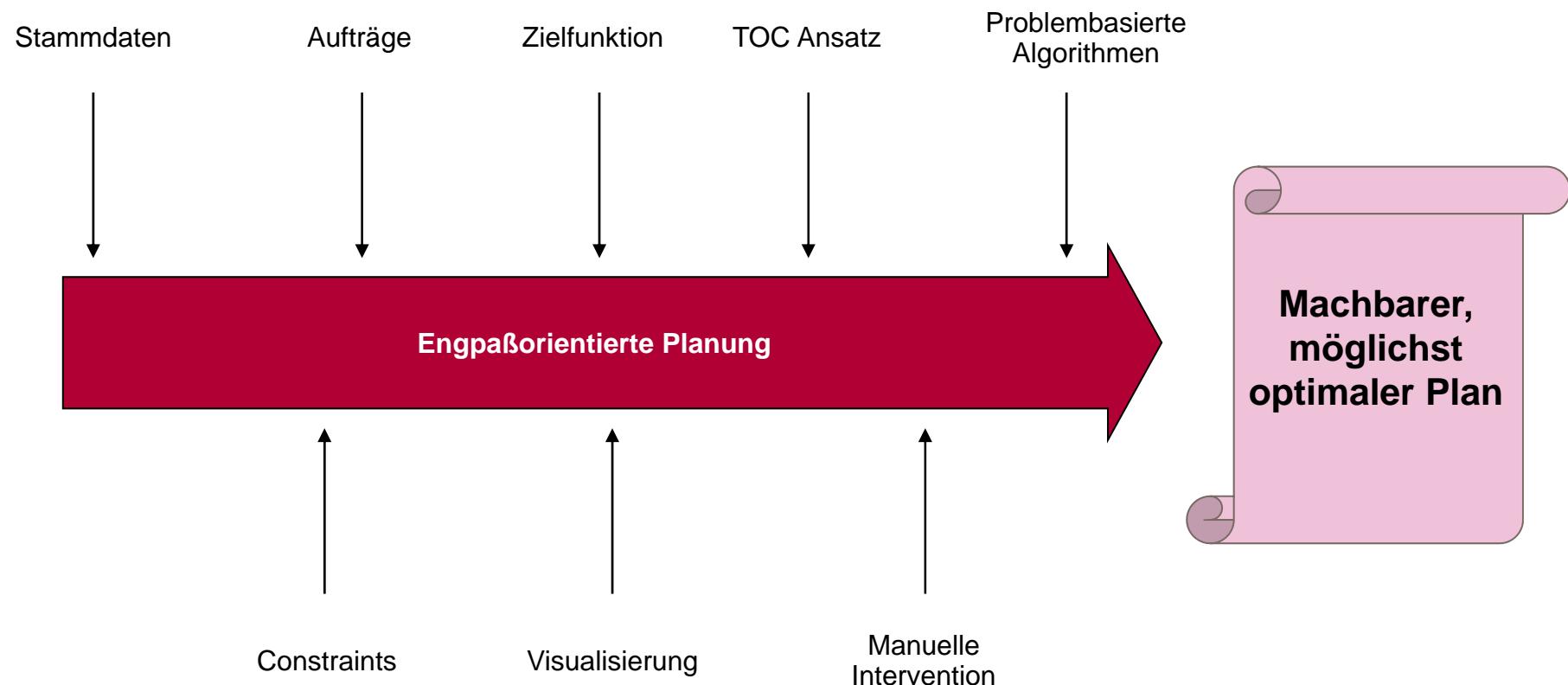
Ausgangsbasis für den Einsatz von Optimierungssoftware sind typische Problemstellungen in der Industrie und bei Dienstleistern

Herleitung der Nachfrage



Eine engpaßorientierte Planung impliziert im finalen Schritt einen finiten Planungsansatz mit exakter zeitlicher Positionierung der Objekte

Parameter der Planung



Die Zusammenarbeit mit ausgewählten Technologieunternehmen sichert eine überlegene Qualität in der Delivery

Technologiepartnerschaften



On account of its special expertise and successful cooperation,

**CapGemini
Deutschland GmbH**

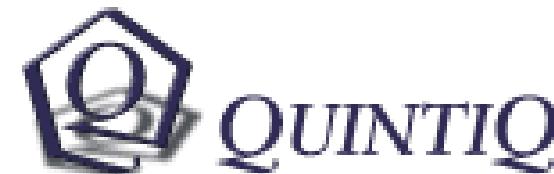
has been appointed as a

**SPECIAL EXPERTISE
PARTNER**

SAP for APO

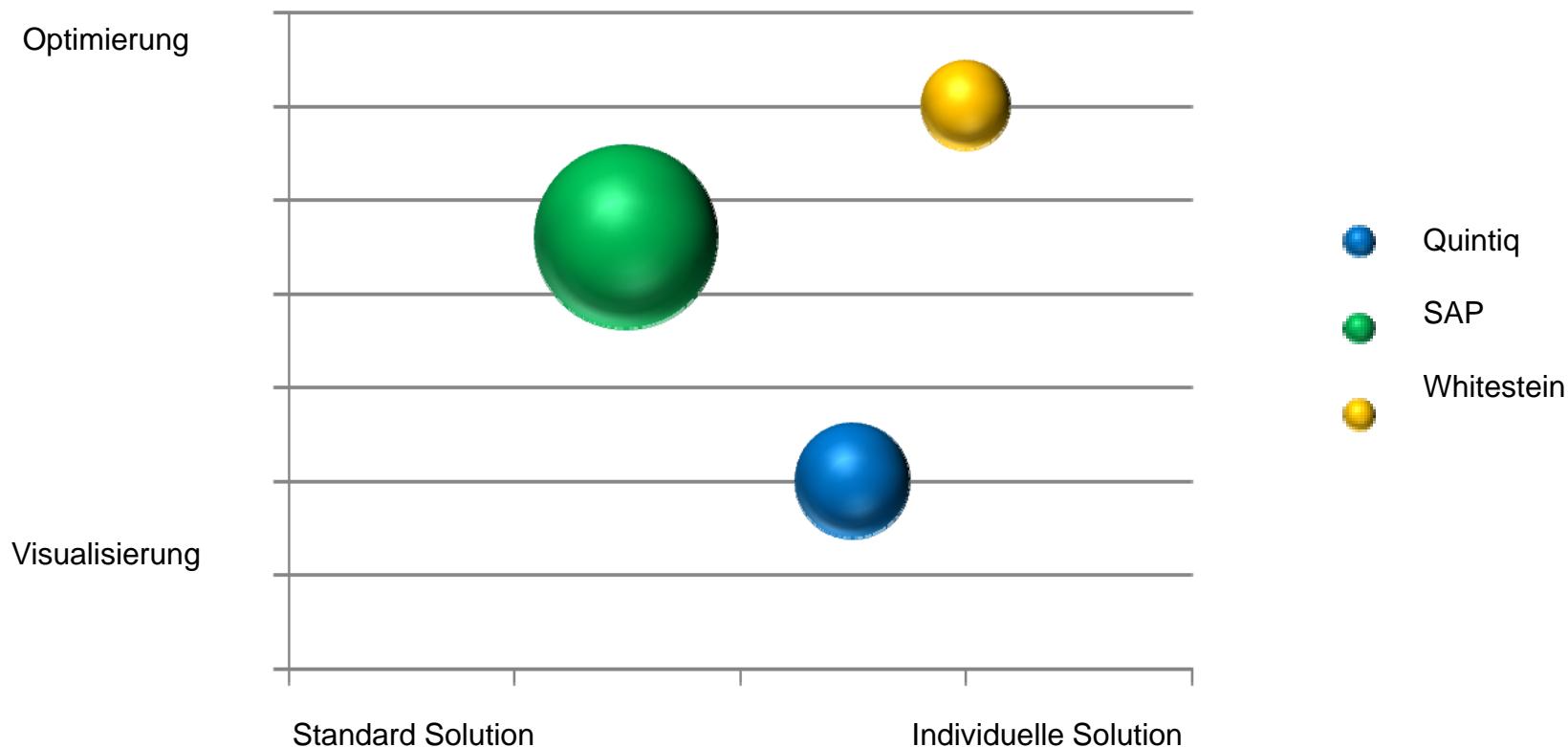


WHITESTEIN
Technologies



Die Eignung der verschiedenen Technologien und die jeweilige Erfahrung der Provider sollten bei der Auswahl berücksichtigt werden

Optimization Portfolio



Unser Team ist aktuell in verschiedenen Branchen und Regionen in interessanten SCM Projekten eingesetzt

Aktuelle Kunden- bzw. Projektliste

	Kunde	Projekt
	Thomas Cook	Katalogproduktions- und Distributionsplanung
	adidas Group	Absatzplanung
	Tchibo	Absatz- und Distributionsplanung
	Siemens	Produktionsplanung und PLM
	Agrana Fruit	Absatzplanung
	KoneCranes	SCM Organisation und Prozesse APS Implementierung
	Ihle AG	Absatz- und Supply Planung

Thank you very much for your attention!

www.capgemini.de/consulting

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