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## **Capgemini selected as BI partner for Deutsche Telekom**

### *5 year framework agreement on the harmonisation of business intelligence applications signed*

**Paris, Berlin, 6 October, 2011 – Deutsche Telekom, one of the world’s leading telecommunications companies and Capgemini, one of the world’s foremost providers of consulting, technology and outsourcing services, have signed a business intelligence (BI) sourcing framework agreement for a period of five years. The central objectives of the agreement are to further consolidate IT services of the operating entity in Germany - Telekom Deutschland GmbH, reducing the level of in-house resource needed, by building a dedicated BI factory, as well as harmonising the BI systems of the group. Within the project Capgemini is one of two vendors that were selected to support Telekom Deutschland GmbH. The contract signed between Deutsche Telekom AG and Capgemini Deutschland GmbH, a subsidiary of Capgemini Group, will involve experts from Capgemini’s Global BI and Telecom practices.**

Following last year’s merger of the two business units T-Home and T-Mobile within Deutsche Telekom, the new company Telekom Deutschland GmbH aims to consolidate its business processes and IT systems and consolidate its services portfolio to create synergies. Harmonisation of the BI applications landscape is one of the largest and most complex projects. The interdisciplinary team has to eliminate heterogeneities and parallel systems, which have become redundant and embed the entire Data Warehousing in a new BI architecture. Capgemini will support in the planning stage and also undertake the long-term development of key components of the BI landscape.

Telekom Deutschland GmbH gives special importance to achieving an appropriate balance between onshore as and offshore services. The Capgemini global delivery model, Rightshore® is designed to provide the right resources in the right place, enabling access to approximately 40,000 offshore IT experts. In addition to the high flexibility in the approach to service delivery, other factors also key in winning the project included access to innovation investments, service quality, and team spirit.

Frank Kuehl, Senior Vice President and Head of BI & Data Management at Telekom Deutschland GmbH says:  
*“We are facing a huge challenge in the area Business Intelligence because of the restructuring that happened*

*last year. Capgemini convinced us particularly with their overall package of outstanding, regional and simultaneously globally reusable IT competency and large offshore capacities at a good price-service ratio”.*

Innovation and technology leadership are a key focus for the telecom management at Telekom Deutschland GmbH. The reduction of in-house IT support needed as a result of the project should also relieve the company’s resources to concentrate on the core business and R&D.

Paul Nannetti, Global Head of Business Information Management at Capgemini: *“We are very pleased to be selected as one of the two strategic partners for Business Intelligence at Telekom Deutschland GmbH. Our investments and focus on developing a differentiated approach to the delivery of BI programmes, combining consulting, technology and a scalable India centric delivery platform, have positioned Capgemini as a global leader in the provision of BI transformation services.*

Business Information Management (BIM) is a key strategic growth area for Capgemini, as there is a strong demand from organizations interested in new strategies and techniques to retain, organize and gain insight from their most valuable asset – information. Capgemini was positioned by Gartner, Inc. in the leaders quadrant for Global Business Intelligence and Performance Management Service Providers<sup>1</sup>. Its global Business Information Management (BIM) service line was established in 2009 with the aim of serving its global customers better and brings together over 7,000 specialist consultants supporting a global BIM delivery model.

<sup>1</sup> Gartner Inc.: “Magic Quadrant for Global Business Intelligence and Performance Management Service Providers,” Alex Soejarto, Neil Chandler, 27 January 2011

### **About Gartner’s Magic Quadrant**

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### **About Capgemini**

With around 115,000 people in 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2010 global revenues of EUR 8.7 billion. Together with its clients, Capgemini creates and delivers business and technology solutions that fit their needs and drive the results they want. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience<sup>TM</sup>, and draws on Rightshore<sup>®</sup>, its worldwide delivery model.

Learn more about us at [www.capgemini.com](http://www.capgemini.com).

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