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**Capgemini and Virtustream expand their strategic collaboration
to deliver modernization and transformation services for private and hybrid cloud
SAP® solution environments**

*Builds on existing strategic partnerships and collaborations to deliver distinct service levels for
workloads running on SAP software*

WASHINGTON, D.C., Paris, – July 13, 2016 – Virtustream and [Capgemini](#) today expanded their strategic collaboration to deliver modernization and transformation services for private and hybrid cloud SAP® solution environments. This initiative delivers end to end deployments, distinct service levels at the application layer and cost efficiency for workloads running on SAP software. Customers across North America and Europe, particularly across Consumer Products, Retail and Manufacturing sectors, are expected to benefit from effective automation, cloud migration and deployment experience to help them innovate rapidly. As part of the collaboration, Capgemini has invested in Virtustream-enabled platforms and will leverage them to provide migration, modernization and hosting solutions.

Acknowledging that customers are at different states of virtualization and cloud adoption, Virtustream, Capgemini and their partners offer a full spectrum of services to address different desired customer outcomes. The joint offering announced today delivers modernization services to transform legacy SAP software environments to the SAP HANA® platform and SAP S/4HANA, and transformation services for SAP HANA and SAP S/4HANA. The transformation services cover platform and application changes, staffing strategies, change management activities, process digitization and redesign for SAP software landscapes including SAP HANA and SAP S/4HANA.

Capgemini utilizes innovative, leading private or hybrid cloud, automation, management and virtualization platforms from EMC, VMware and Virtustream that enable clients to improve customer experience, deliver real-time business insights and unlock new business opportunities with distinct service levels.

As part of Virtustream's Service Provider Select program, Capgemini and Virtustream plan to offer "paired data center"¹ capabilities in the UK and France to allow the companies to seamlessly deploy customer workloads

¹ Both Capgemini and Virtustream will have a single data center in a specific region that are connected together in pairs by high speed network. This pair allows clients to host their SAP instances in both centers for resiliency and recovery purposes.

across each other's xStream[®]-powered cloud facilities² with distinct service levels in a private or hybrid cloud environment.

Capgemini Responds to Growing Demand for Global and Localized SAP-Based Cloud Projects

Capgemini is launching this tactical purpose-built solution that will enable it to scale its cloud infrastructure with growing customer demand for SAP-based projects in private and hybrid cloud architectures. It resolves to find a solution that offers service level agreements (SLAs) up through the application stack and accelerated time to market. For this solution, Capgemini chose Virtustream for its SAP-certified cloud management platform and expertise managing and scaling SAP HANA deployments, as well as EMC and VMware technologies for their ability to automate application delivery and operations in private and hybrid clouds.

Paul Nannetti, Capgemini Group Executive Committee member said: *"This architecture and platform leverages Virtustream's core infrastructure expertise in SAP and SAP HANA environments. It also draws on EMC and VMware expertise in migrating and initializing SAP workloads to the hybrid cloud as well as in virtualizing and automating the private cloud. Our joint expertise and services allow for distinct performance-based SLAs up through the SAP application itself, to enable a faster time to market and better utilize our clients' existing data center assets. Furthermore, this private and hybrid cloud solution is an important option on how to solve current challenges around regulatory and data privacy challenges many of our customers around the world are facing today."*

"As a leading global consulting firm, Capgemini is constantly focused on delivering maximum value to its clients – which increasingly means managing an efficient, scalable global cloud infrastructure," said Rodney Rogers, CEO and Co-Founder at Virtustream. *"That they recognized partnering with Virtustream as a core component of their market offering, and our xStream cloud management platform as the right tool to help accelerate this strategy are both testaments to the growing global momentum we are experiencing in the market."*

Javier Polit, Chief Information Officer at Coca-Cola Bottling Investments Group and a customer of both Capgemini and Virtustream, added, *"The Capgemini-Virtustream combination around SAP-in-the-cloud brings together two leaders in SAP services, and two valued Coca-Cola partners. We are already delivering against the time-to-market and cost advantages."*

"Practitioners in the Wikibon community are adopting a multi-cloud strategy. They are looking for solutions that can help reduce risk and simplify management. Collaborations like this help the overall cloud time-to-value, improving the adoption of hybrid cloud." said Stuart Miniman, Senior Analyst, Wikibon.

² xStream is Virtustream's automation and management suite of software. Capgemini will run this software in its Capgemini data center to enable a single management platform for the paired data centers.

About Capgemini

With more than 180,000 people in over 40 countries, Capgemini is a global leader in consulting, technology and outsourcing services. The Group reported 2015 global revenues of EUR 11.9 billion. Together with its clients, Capgemini creates and delivers business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

Learn more about us at www.capgemini.com.

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About Virtustream

Virtustream, an EMC Federation company, is the enterprise-class cloud service and software provider trusted by enterprises worldwide to migrate and run their mission-critical applications in the cloud. For enterprises, service providers and government agencies, Virtustream's xStream management platform and Infrastructure-as-a-Service (IaaS) meets the security, compliance, performance, efficiency and consumption-based billing requirements of complex production applications in the cloud - whether private, public or hybrid.

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