



**OFFER PRESENTATION**

**Clear Sight**  
IT Decision Maker

Clear Sight IT Decision Maker was previously known as eAPM



# NAVIGATE THE FUTURE WITH CLARITY

A SUSTAINABLE, MODERN IT  
THAT IS COST EFFECTIVE AND  
DELIVERS BUSINESS VALUE.

## LET DATA BE YOUR GUIDE TO PRIORITIZE DECISIONS

IT Cost Reduction | Portfolio Rationalization & Simplification | Cloud Adoption | Risk & Technical Debt | Legacy Modernization / Sunset | Effective, Efficient Operating Model  
| Mergers & IT Carve-Out | Sustainable IT | IT/OT Convergence...



# CLEAR SIGHT IT DECISION MAKER: A STRUCTURED APPROACH TO DRIVE IT TRANSFORMATION DECISIONS



Outcomes that sustainably enhance business value, **reduce cost**



## Baseline & Benchmark

Create transparency on the current state of the IT ecosystem – make transformative, **fact-based decisions**



## Portfolio Optimization

Rationalization, Simplification



## Move to Cloud

Migration, Modernization



## Target Operating Model

Efficiency, Agility



## Sustainable IT

IT Carbon Footprint Reduction

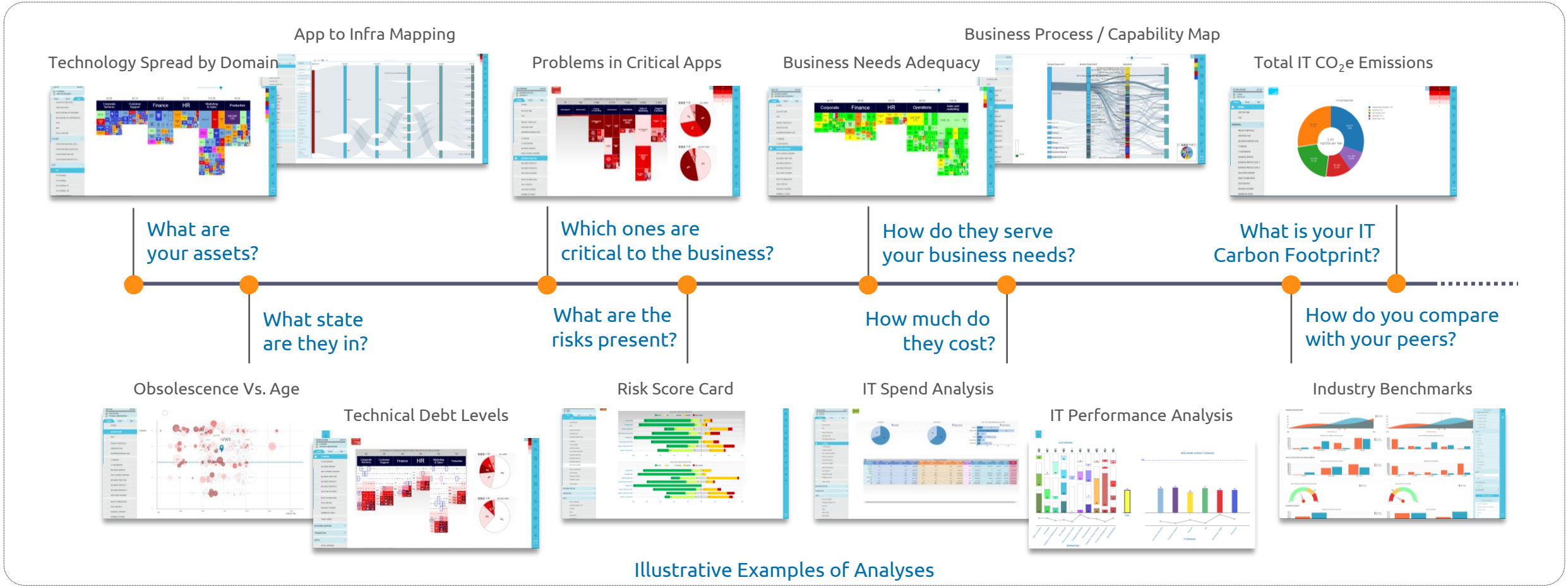
Backed by Capgemini implementation services to **deliver the benefits**



# CLEAR SIGHT ITDM CREATES A **BASELINE** OF YOUR AS-IS IT ESTATE...

GET CONTROL: ANSWER KEY QUESTIONS WITH CONFIDENCE, BASED ON FACTS

The Portfolio Analysis (Profiling) Report is the first value delivered by Clear Sight ITDM, helping you understand your IT ecosystem better. **Benchmarks** help identify strengths & areas of improvement, setting the stage for transformation / optimization decisions



Illustrative Examples of Analyses



# ...TO MAKE FACT-BASED DECISIONS ON PORTFOLIO OPTIMIZATION

REDUCE COST AND COMPLEXITY; ADDRESS RISKS AND MODERNIZE TO DELIVER MORE VALUE TO BUSINESS

Clear Sight ITDM uses an intelligent combination of portfolio characteristics & TCO to **evaluate the portfolio** using different lenses & assigns a specific destiny (disposition) per app. It is adapted from Gartner's TIME model & the output can be customized to your needs

## What you can achieve

- Re-align application spend to business value delivered and address gaps in the solutions' ability to fulfill the needs of your business
- Drive standardization by challenging the use of niche, hard to support technologies and dispersion of package-based software
- Reduce portfolio fragmentation through the elimination / consolidation of small applications (the "long tail")
- Address technical debt and set up a robust portfolio governance process

If scoped, the deliverable can also include building an **implementation roadmap & the high-level business case**, taking into account your business constraints & any ongoing transformation programs

- Sustain



"Good assets - keep the application current from a technology perspective using optimal effort & cost"

Tolerate

- Challenge Cost



"Good assets, evaluate re-factoring the application to a better structure to improve run costs"

- Freeze



"Stop any new investments on the application - consider retiring the application in the near future"

Invest



"Good assets, suitable for additional investments to get more value to the business"

- Consolidate



"Reduce duplication, disparate applications and drive efficiency by consolidating of processes"

Migrate

- Modernize



"Migrate applications to a modern, easily deployable and maintainable platform and / or language"

- Replace/Improve



"Assess business needs & replace by a new app (SaaS if available) or improve parts of the asset"

Eliminate



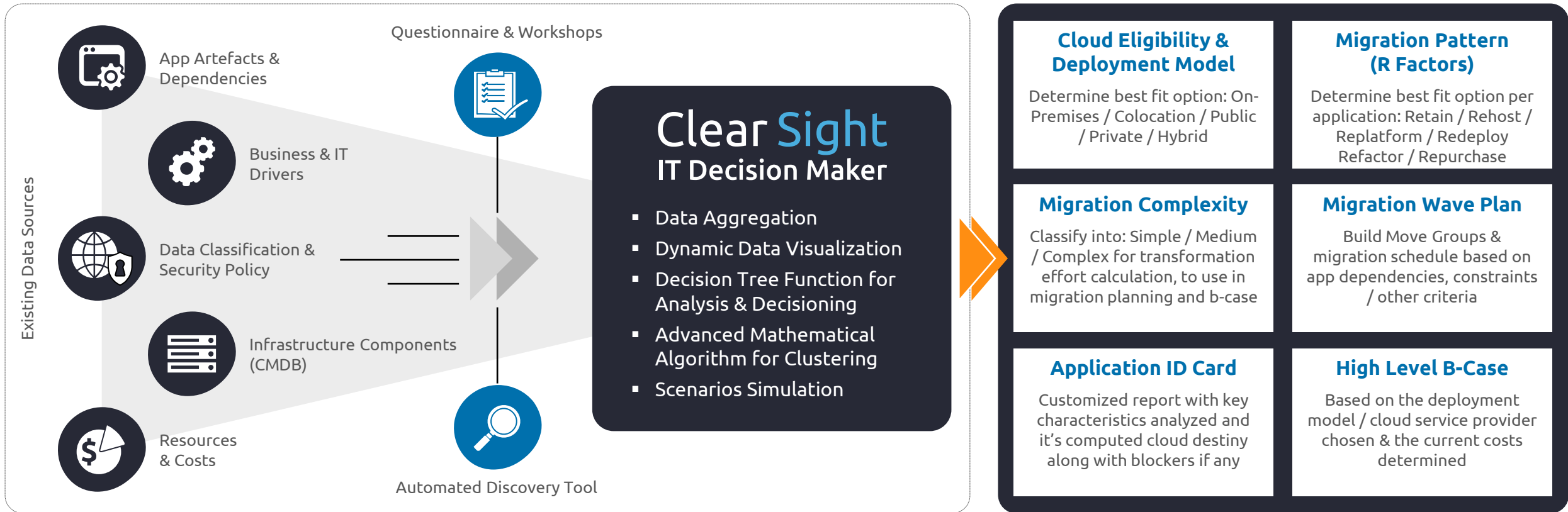
"Retire the application ASAP in a controlled manner, preserving essential data as may be required"

# ...CONVERT YOUR **MOVE TO CLOUD** STRATEGY INTO SPECIFIC ACTIONS

DELIVER GREATER BUSINESS AGILITY ALONG WITH FLEXIBILITY, SECURITY AND PERFORMANCE



Clear Sight ITDM brings a **cloud assessment\*** and **decision-making framework** that delivers a solid foundation to translate your strategy into migration targets per app / server and create the right overall transformation / modernization roadmap – aligning stake holders in the process



### Maximize business impact

Integrate business, technology & cost data

### Tune decisions to fit your context

Scan each app stack & determine its path

### Accelerate the migration journey

Get structured, data driven outcomes



# ...EMPOWER YOUR TEAM TO MOVE TOWARDS A SUSTAINABLE IT

## DRIVE GREATER EFFICIENCY TO REDUCE THE ENVIRONMENTAL IMPACT & INCREASE BUSINESS AGILITY

Designed with inputs from domain experts, Clear Sight ITDM **Sustainability Module** is powerful way to calculate and baseline the CO<sub>2</sub>e emissions attributable to IT operations & build tangible actions **at an application level** to reduce the overall **IT carbon footprint**

### What you can achieve

- Application-level insights and actions helps identify pragmatic optimization levers (app / infra) and empowers individuals to own and drive their contribution to corporate sustainability goals and to a greener planet
- Combining the Sustainable IT analysis with a **full Clear Sight ITDM Assessment** (Portfolio Optimization, Move to Cloud and Target Operating Model) delivers a more in-depth transformation plan & business case

Clear Sight ITDM is part of our Group's comprehensive Sustainability Offer



As part of **Baseline & Benchmark**, we will incorporate elements that can help us **measure the Scope 2 and Scope 3 environmental impact** (e.g., server characteristics that can be used to compute manufacturing footprint, energy consumption, data center (DC) PUE\*, etc.), covering as much of the **lifecycle** as feasible (e.g., manufacturing, use, etc.)



Clear Sight ITDM uses pre-configured but customizable Decision Trees & reference data (e.g., government agencies, manufacturers & hyper scalers) to estimate **your CO<sub>2</sub>e+ emissions** per device (and therefore per app) based on its lifecycle data, electricity consumption, the DC PUE & the energy mix of the countries in which they are located



As part of the **Portfolio Optimization & / or Move to Cloud** analyses or independently, we will identify apps / infra rationalization & cloudification opportunities leveraging our **Sustainability Benchmarks** and calculate their predictive impact in terms of **CO<sub>2</sub>e emissions reduction & action plan**

#### Caution!

*Coverage subject to data availability & assumptions made in consultation with clients*

#### IT equipment & services coverage



User Devices



Data Center



Network



IT Org

#### Lifecycle coverage

Manufacturing



Distribution

End of Life

Use

\* Power usage effectiveness (PUE) is the ratio of total amount of energy used by a data center facility to the energy delivered to computing equipment

+ The terminology CO<sub>2</sub>e (Carbon Dioxide equivalent) is used to compare emissions from various GHG (Green House Gases) based on their global warming potential

# CONCERNS ABOUT DATA ?

OUR DATA STRATEGY & TEMPLATES ON WHAT DATA IS ESSENTIAL GIVE YOU A WINNING CHANCE TO GET IT DONE



Maximize reuse of available data



Use auto-discovery tools for infrastructure



Minimize # of data points collected manually



Go to the source of knowledge (app owners)



Time box data collection & validation

**We have an 80%+ data completion rate in assessments**

Example: 2425 apps, 322 app owners, 24 decision trees, 965 connections to Clear Sight ITDM for data collection for a major European Bank!

# YOU ARE NOT ALONE!

**Standard # of data points:**  
Portfolio Optimization: 60-100 | Move to Cloud: ~ 30



## Data Privacy & Security

On premise option available | We do not collect any personal data / PII |  
Data can be encrypted





# MAIN DATA POINTS (ATTRIBUTES) REQUIRED FOR ANALYSIS

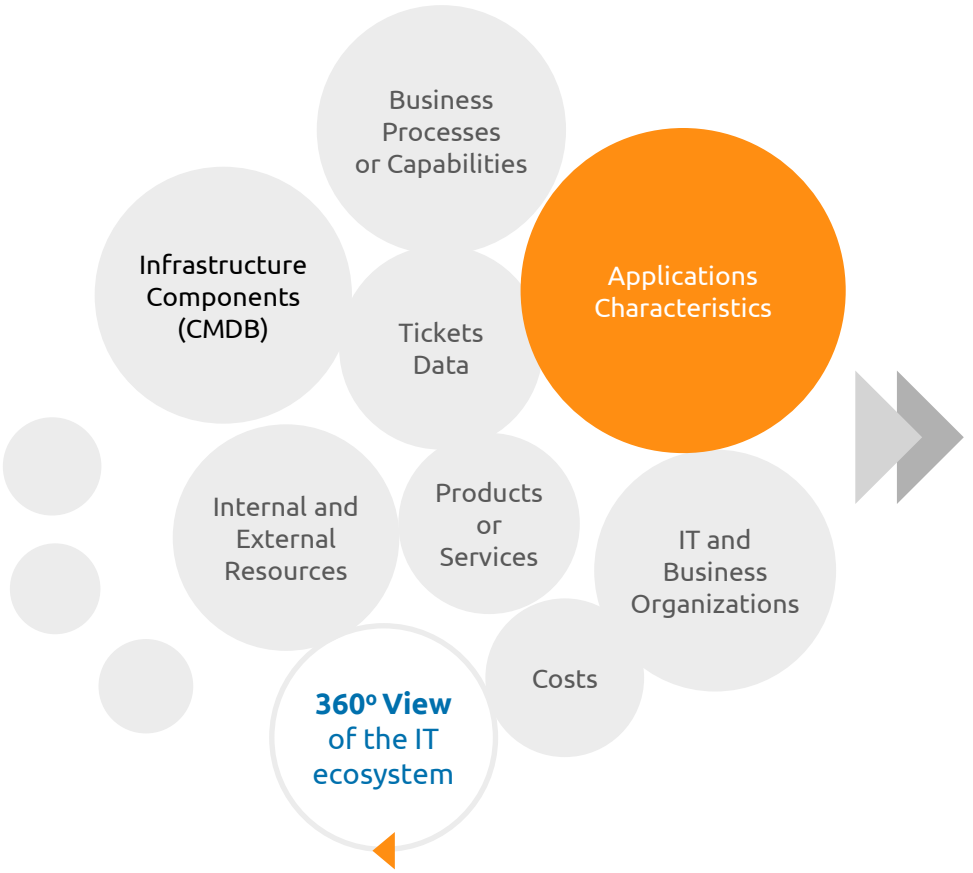
Any existing data such as **application inventory, CMDB extract, ticket dump, financial extract**, etc. can be loaded and leveraged in Clear Sight ITDM platform. The main information required for each application are the following, but there is no blocker if any of these is not available

GENERAL	TECHNICAL	CRITICALITY	CLOUD STRATEGY
Application name (ID)	Solution type (bespoke, package, SaaS)	Business criticality score given by own assessment	Data sensitivity
IT domain name	Package name and degree of customization (if package based)	Service level	Licenses portability
Business process level 1 / Business capability	Programming languages	Number of unplanned interruptions to production	Data residency requirements
Functional description	Technical obsolescence	Compliance with the security level	Security requirements
Year of first go-live	Code quality and maintainability	In DRP or not	RTO/RPO requirements
Functional complexity for the business			Consumption profile
Functional redundancy			Number of interfaces
Application planned disposition if any			
Decommissioning date if any			
LIFECYCLE	BUSINESS	RESOURCING (INT. + EXT.)	SERVER (FROM CMDB)
Number of incident, problem, change tickets over 1 year	Business domain name	FTEs on minor changes	Server ID
Number of tickets currently open	Business differentiation and required time to market	FTE on problems / incidents	Application(s) using this server
	Business needs adequacy	FTE on service requests	Environment (prod, dev, test...)
	End-user's opinion on quality of service	FTE on major changes	Virtualized or physical
	Number of active end-users	COSTS	OS version
	Regulatory requirements	Hardware costs (annual)	Datacenter / room
		Software license costs (annual)	Number of CPU / RAM size / storage



# CLEAR SIGHT ITDM IS POWERED BY A **UNIQUE ASSET...**

RECONSTITUTING A DIGITAL TWIN OF YOUR IT ORGANIZATION & ITS ECONOMIC BASELINE



## Clear Sight IT Decision Maker

Data, Analysis & Decisioning Platform

- Data Aggregation
- Dynamic Data Visualization
- Benchmarking + AI Expert
- Contextual Decision Trees
- Plugin Catalog + REST API
- Advanced Clustering Algorithm
- Transformation Scenarios Simulation

Available as SaaS or On-Premise version



Helping CIOs make better decisions since **2010**

**600+**  
Portfolios

**200K+**  
Applications

**9M+**  
Datapoints

**13**  
Sectorial Benchmarks



# RECAP: CLEAR SIGHT IT DECISION MAKER & CAPGEMINI ADVANTAGES

1

## Data driven

The accuracy of data-driven insights enables you to answer tough questions on how to improve IT performance & lead transformation with confidence.

2

## Acceleration

The engagement lasts just an average of eight weeks and delivers long-lasting business value.

3

## Aligning & onboarding

Our approach enables you to explain the “why” and the “how” and facilitates the onboarding of business leaders.

4

## Financial efficiency

An average achievable cost savings of 27%, with Capgemini commitment to deliver on the business case as your transformation partner.

5

## Commitment

Outcomes delivered leverage Capgemini’s world-class capabilities to help you make the right decisions & transform at scale.



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 over 360,000 team members 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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