

**Capgemini Press contact:**

Hester Decouz

Tel.: +44 870 904 5758

Email: [hester.decouz@capgemini.com](mailto:hester.decouz@capgemini.com)

**VMware Press contact:**

Justin Grimsley

Tel.: +1 404.353.6253

Email: [justingrimsley@air-watch.com](mailto:justingrimsley@air-watch.com)

**Capgemini and VMware announce strategic partnership  
to deliver an Enterprise Mobility Management powered by AirWatch offering**

**Capgemini will provide enterprises with mobile strategy, application development, vertical industry expertise and managed mobility services**

Paris, 9 September 2014 – [Capgemini](#), one of the world's foremost providers of consulting, technology and outsourcing services and [VMware](#) (NYSE: VMW), the global leader in virtualization and cloud infrastructure, today announced a strategic partnership in the area of Enterprise Managed Mobility / End-User Computing. This partnership will combine Capgemini's mobility consulting, application development and system integration expertise with VMware's industry-leading end-user computing software, including [AirWatch](#) Enterprise Mobility Management (EMM) solutions.

AirWatch by VMware will provide organizations with an industry-optimized EMM solution to manage virtually all mobile devices, across all major mobile platforms and for all deployment types – helping to navigate the complexities of securely protecting and segregating data and associated user support for enterprises. It will provide workers with a centralized console to easily access content and applications from any device underpinned by business-aligned mobile and Bring-Your-Own-Device (BYOD) strategies. Readily implemented, the solution will have the ability to innovate, scale and aid customers to move quickly to a productive mobile enterprise.

Capgemini will provide enterprises with end-to-end services including mobile strategy, mobile development, and managed mobility, which can be tailored to specific industry sectors. Capgemini will also enable organizations to build and deploy applications while also leveraging existing investments in systems of record. Base services will include: AirWatch system administration, helpdesk support, mobile platform implementation, mobile application administration and AirWatch deployment. Extended services will include BYOD (including best practices and training), managed mobility strategy (as-a-service per device per month), MDM migrations, customer application development and data analytics. Offered as part of the Capgemini Mobile Solutions portfolio, the client will select an as-a-service package, to align to their specific digital transformation strategy and needs.

Fernando Alvarez, Senior Vice President and Head of the Mobile Solutions Global Service Line at Capgemini said: *"We are proud to announce this partnership with VMware. The End-User Computing market is rapidly growing, and enterprise mobility use and concerns around secure content and data management are increasing, as users have access to an ever increasing number of applications and content on their devices. The Capgemini Managed Mobility Services offering powered by VMware, addresses an important demand from CXOs and digital leaders as mobility moves increasingly higher up in terms of technology priorities."*

Sanjay Poonen, Executive Vice President and General Manager, End-User Computing, VMware said: *“Enterprises worldwide are looking for innovative ways to enable their users to be able to work at the speed of life – across all devices. We’re excited about our partnership with Capgemini, with their leading brand and presence in the market, they will help us reach enterprise infrastructure customers and scale resources worldwide, but also setup associated managed services across our Workspace Suite, so that companies can better focus on their core business needs.”*

The partnership is an extension of the existing global strategic agreement between Capgemini and VMware. The two companies will collaborate by bundling market leading AirWatch EMM software with Capgemini Mobile Solutions services with industry-ready accelerators to uniquely match client’s business needs including a single monthly capital or operating expense across a multi-year term. The initial go-to-market focus will be on cloud solution models offered as off-premise hosted options or on-premise cloud models for global companies across North America, EMEA, Latin America and APAC. Capgemini will provide enterprise mobility and organizational change management with vertical industry expertise, such as in consumer products, retail, healthcare, utilities and financial services, while VMware/AirWatch will bring its EMM market leading knowledge and capability.

#### **About VMware**

VMware is the leader in virtualization and cloud infrastructure solutions that enable businesses to thrive in the Cloud Era. Customers rely on VMware to help them transform the way they build, deliver and consume Information Technology resources in a manner that is evolutionary and based on their specific needs. With 2013 revenues of \$5.21 billion, VMware has more than 500,000 customers and 75,000 partners. The company is headquartered in Silicon Valley with offices throughout the world and can be found online at [www.vmware.com](http://www.vmware.com).

*VMware, VMware Horizon Desktop Suite and AirWatch are registered trademarks or trademarks of VMware, Inc. in the United States and/or other jurisdictions. All other marks and names mentioned herein may be trademarks of their respective companies.*

#### **About AirWatch by VMware**

AirWatch by VMware is the leader in enterprise mobility management, with more than 13,000 global customers. The AirWatch platform includes industry-leading mobile device, email, application, content, and browser management solutions. Organizations can implement these solutions across device types and use cases, including complete EMM for corporate and line of business deployments, and containerized solutions for Bring Your Own Device (BYOD) programs. Acquired by VMware in February 2014, AirWatch is based in Atlanta and can be found online at [www.air-watch.com](http://www.air-watch.com). VMware is headquartered in Silicon Valley and can be found online at [www.vmware.com](http://www.vmware.com).

#### **About Capgemini**

With almost 140,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2013 global revenues of EUR 10.1 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™](http://www.capgemini.com/collaborative-business-experience), and draws on [Rightshore®](http://www.capgemini.com/rightshore), its worldwide delivery model.

Capgemini offers end-to-end Mobile Solutions for mobile strategy and services as an Enterprise Mobility Orchestrator. Deploying a framework of harmonized methods, accelerators and industrialized services, the Enterprise Mobility Orchestrator services can help create, implement and support an organization’s mobile strategy. To address all areas of a business going mobile, the service portfolio covers: Strategy; Experience & Design; Development; Testing; Security; and Managed Mobility. Capgemini provides extensive capabilities in strategic consulting, technology excellence, industry solutions and global delivery to help organizations optimize their mobile business potential.

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



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