



**Press contact:**

Abby Evans

Tel.: 775-560-7175

E-mail: [abby.evans@capgemini.com](mailto:abby.evans@capgemini.com)

## **Capgemini recognized for collaboration and client partnership with HP Inc. by ISG Paragon Awards™ Americas**

**New York – February 3rd, 2020 – [Capgemini](#) today announced that it has won a [2019 ISG Paragon Americas award](#) in the “collaboration” category for its [work with HP Inc.](#) The awards recognize the year's most innovative and impactful sourcing partnerships, and Capgemini was selected for “a mutually beneficial sourcing relationship between client and provider.”**

HP Inc. worked with Capgemini to increase motivation in the sales team and efficiencies across its sales operations. Capgemini also helped transform its organization and technology to deliver a more effective and efficient adaptive sales compensation environment. Key benefits included process standardization and optimization, a reduction in operational cost and timely delivery of key sales performance data.

*“Capgemini has been a trusted partner of HP during its transformation. Over the last 3 years, the Capgemini team has delivered consistently on the operational tasks, providing the right level of controls on quality and cost and adapting smoothly to HP’s changes. As a result, we are now better equipped to meet our own objectives and support HP’s success.” said Guillaume Monnier, Director of Sales Compensation and Experience Operations, HP Inc.*

*“This award represents the strong partnership between Capgemini and HP Inc., and is a testament to our successful and innovative IT and operations transformation approach that was underpinned by a spirit of partnership between both teams, along with a strong drive to achieve business goals,” said Anjali Pendlebury Green, Global Head of the Digital Employee Operations Practice, Capgemini's Business Services.*

ISG a leading global technology research and advisory firm. The winners were selected by an independent panel of industry experts with extensive experience in sourcing and technology, and were awarded at a gala dinner on December 5, 2019 at the Intercontinental New York Times Square in New York.

### **About Capgemini**

A global leader in consulting, technology services and digital transformation, Capgemini is at the forefront of innovation to address the entire breadth of clients’ opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. It is a multicultural company of over 200,000 team members in more than 40 countries. The Group reported 2018 global revenues of EUR 13.2 billion (about \$15.6 billion USD at 2018 average rate).

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