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## **Capgemini Establishes Offshore Presence in South America with the Opening of Its First Center in Buenos Aires**

*To sustain this new development, Capgemini is integrating NCG, its partner in Argentina and Brazil*

**Paris, November 28, 2007 – With the opening of this first Advanced Development Centre<sup>1</sup> in Buenos Aires, Capgemini, one of the world’s foremost providers of consulting, technology and outsourcing services, will support European and North American clients operating in the South American market, initially focusing on Spanish clients. Planned development means that the centre should reach 1,500 professionals by 2009.**

To facilitate the start-up of operations, Capgemini Iberia has also acquired Network Consulting Group (NCG) a 100-strong partner in the region with operations in Argentina and Brazil. NCG has an established presence in South America, deep domain expertise in Consulting Process Transformation and package application implementation, as well as strong connections to Capgemini’s existing Iberian client base.

The new centre in Buenos Aires will enhance Capgemini’s Rightshore® footprint, which aims to offer clients the right resources of the highest quality, in the right location at competitive cost. The decision to use Buenos Aires as the first base for an advanced delivery centre in South America is based on the region’s high level of qualified professionals with good technical skills, as well as the high number of graduates in IT from leading universities.

The centre will be modelled on Capgemini’s *nearshore* centre in Asturias, Spain which achieved CMMi Level 5 certification in May 2007. It will focus on the development and maintenance of business systems, using leading edge technologies in the banking, insurance, energy and utilities, telecommunications, manufacturing and consumer products sectors.

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<sup>1</sup> Capgemini’s Advanced Development Centres are a networked group of software delivery facilities that design, develop and implement technology solutions for Capgemini clients.

Eric Morgan, CEO Capgemini, Iberia stated: *“This is a significant step forwards in the continued success and growth of Capgemini Iberia. By drawing on the best practice of our major offshore centres in India and also our nearshore experience with the advanced delivery centre in Asturias, we are able to offer our clients a strong global support structure in which to expand in this key emerging market. Finally, Argentina was an obvious destination for us, as South America represents a very large portion of the business of our key clients in Spain.”* Capgemini Iberia currently represents 3.3% of the Group revenue and employs 5,120 people working on projects for many of Spain’s IBEX 35 index companies.

Pierre-Yves Cros, Director of Strategy, Capgemini, noted: *“This new centre in South America enables us to continue to expand our unique Rightshore delivery method by leveraging global tools and methods through Industrialization. It is fully in line with the company’s i<sup>3</sup> transformation programme.”*

The i<sup>3</sup> transformation programme is designed to help Capgemini deliver on its 2010 strategy as encapsulated by the three strategic pillars: *Industrialisation, Innovation and Intimacy*. The aim of Industrialisation is to implement a next-generation global delivery model by growing from a locally designed/locally delivered operating model to a globally driven/locally delivered global operating model. Capgemini currently approximately 20,000 employees delivering services from nearshore, offshore and BPO centres on numerous sites in North America, Europe, Morocco, India, China and Australia.

## **About Capgemini**

Capgemini, one of the world’s foremost providers of Consulting, Technology and Outsourcing services, enables its clients to transform and perform through technologies. Capgemini provides its clients with insights and capabilities that boost their freedom to achieve superior results through a unique way of working, which it calls the “Collaborative Business Experience”. Present in more than 30 countries, Capgemini reported 2006 global revenues of EUR 7.7 million and employs more than 82,000 people worldwide. More information is available at [www.capgemini.com](http://www.capgemini.com)