

CAPGEMINI AND COPADO

The partnership to transform Salesforce implementations

CAPGEMINI VENTURES: STARTUPS SERIES



Copado is the number one DevOps and Testing tool for software as a service (SaaS) applications. Built 100% natively on the Salesforce platform, Copado enables faster, error-free releases with continuous integration and delivery technologies. Here's why Capgemini is using Copado as the de facto DevOps component of our Salesforce-related client proposals...

OUR SOLUTION OFFERING

SaaS delivery projects can take too long to deliver. Even when using Salesforce, which continues to lead the market in digital transformation, implementation can seem like it's taking forever when agility is required. Together, Copado and Capgemini help customers improve their time to market with secure delivery of their transformation projects.

Copado is the first DevOps and Testing platform built for the low code SaaS world. It helps customers achieve more value faster, and in a safer way

Challenge

- Slow time to market in Salesforce projects means there's a need for a more disciplined delivery process based on DevOps best practices
- The technical sophistication and size of delivery teams continues to grow exponentially within Salesforce leading to higher cost, lower quality, and agility (time to market) down
- There's also an increasing need for skilled developers, architects, and DevOps professionals to help speed things up

Opportunity

- To increase margin via automation and leverage the bottom of the employee pyramid
- De-risk projects through quality assurance
- Optimize your platform performance

Solution

- Copado's platform enables an improved time to market with secure delivery, helping customers manage risks to their brand and customer data
- Built on Salesforce, Copado provides a common system to manage development across clouds like MuleSoft, Heroku, Salesforce, and Google
- Copado drives platform stability to optimize performance at scale, delivering express success to organizations of all sizes

3 THINGS TO KNOW ABOUT COPADO

Copado was founded in 2013 and today has close to

600

employees based in 20 countries



1.

Empowers business, low-code, and technical teams to innovate and speed their delivery across multiple cloud apps

2.

Helps customers manage every part of the development lifecycle from planning ideas, to building, verifying, deploying, and monitoring projects

3.

Leverages Quality-Driven Testing with AI-Powered Test Automation for Salesforce

HOW DO WE WORK TOGETHER?

As the one-stop shop for collaborative and innovative startup solutions, Capgemini is proud to partner with Copado. Together, we combine our capabilities to industrialize and normalize DevOps practices – and help customers deliver more with less:

1.

Capgemini uses Copado as a de facto toolset/DevOps component of our Salesforce-related proposals, allowing us to give customers a competitive solution offering

2.

Our collaboration helps to improve our market position by making the best use of Salesforce – building new revenue streams for customers while also lowering their risks



3.

Together, Capgemini and Copado can deliver comprehensive solutions related to the Salesforce ecosystem

4.

Our secure delivery and faster time to market help to improve the quality of our service delivery and engagement

5.

We ensure customers can be more competitive – in some cases taking over poorly performing projects

6.

By leveraging Copado's close relationship with Salesforce, we can provide customers with a full solution offering



Capgemini has a total of

599+

trained/certified Copado specialists within our global team



SUCCESS STORY: OVERCOMING DEPLOYMENT BOTTLENECKS

Client:

A market leading, worldwide hotel reservation platform

Challenge:

Reduce time-to-release for deployments in Salesforce and manage an increased volume of SOX compliance audits

Solution:

- Copado DevOps platform in collaboration with Capgemini
- Faster, more successful, innovative, and compliant Salesforce delivery
- Mitigation of project risks
- Overcame deployment bottlenecks

Results:

- 4x** sandbox deployment speed increase
- 504** hours saved per year
- 50x** faster compliance checks

SUCCESS STORY: INCREASING THE MATURITY OF THE PROCESS

Client:

Leading Telecom service provider, mobile phone provider and IPTV company

Challenge:

- Increase productivity on Salesforce Industries Communication Cloud, and applies agile processes with Copado
- Complex projects and difficulty managing the components with Velocity Build Tool
- Deliver faster releases, more productive processes and developers

Solution:

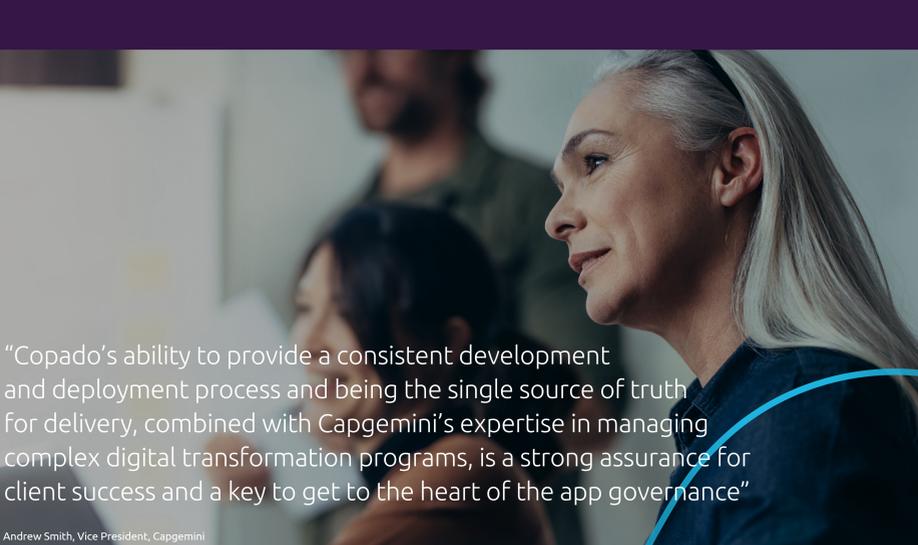
The delivery was made possible through the introduction of Copado which helped increase the maturity of the DevOps process.

- Effective triangulation between Capgemini, Copado and Salesforce
- Client had a clear DevOps Strategy. Ability to make developers more productive and increase their release speed
- Delivery of omnichannel customer experience, maximized digital channels, and simplified E2E sales process
- Automated back-office functions, unique catalogue for all offerings, provided accurate data

Results:

- Developer effectiveness up by **~30%**
- Deployment times reduced by **60%**
- Release tasks centralized in Copado and reduced by **~40%**

(Figures as of Sept 2022)



“Copado’s ability to provide a consistent development and deployment process and being the single source of truth for delivery, combined with Capgemini’s expertise in managing complex digital transformation programs, is a strong assurance for client success and a key to get to the heart of the app governance”

Andrew Smith, Vice President, Capgemini

STARTUP SOMETHING SPECIAL WITH CAPGEMINI AND COPADO

For further information about our innovative partnership with Copado, please contact Dany Tello from the Capgemini Ventures Team, or email the Startup Catalyst Team