

Perfect  
Balance of  
Public and  
Private Cloud

FUJITSU



## VMware Cloud on AWS

Delivered by Fujitsu

shaping tomorrow with you

# Introducing VMware Cloud on AWS

A unique and flexible range of services, designed to make moving to the public cloud fast and easier for your business. These end-to-end services reduce the risk that comes with traditional digital transformation.

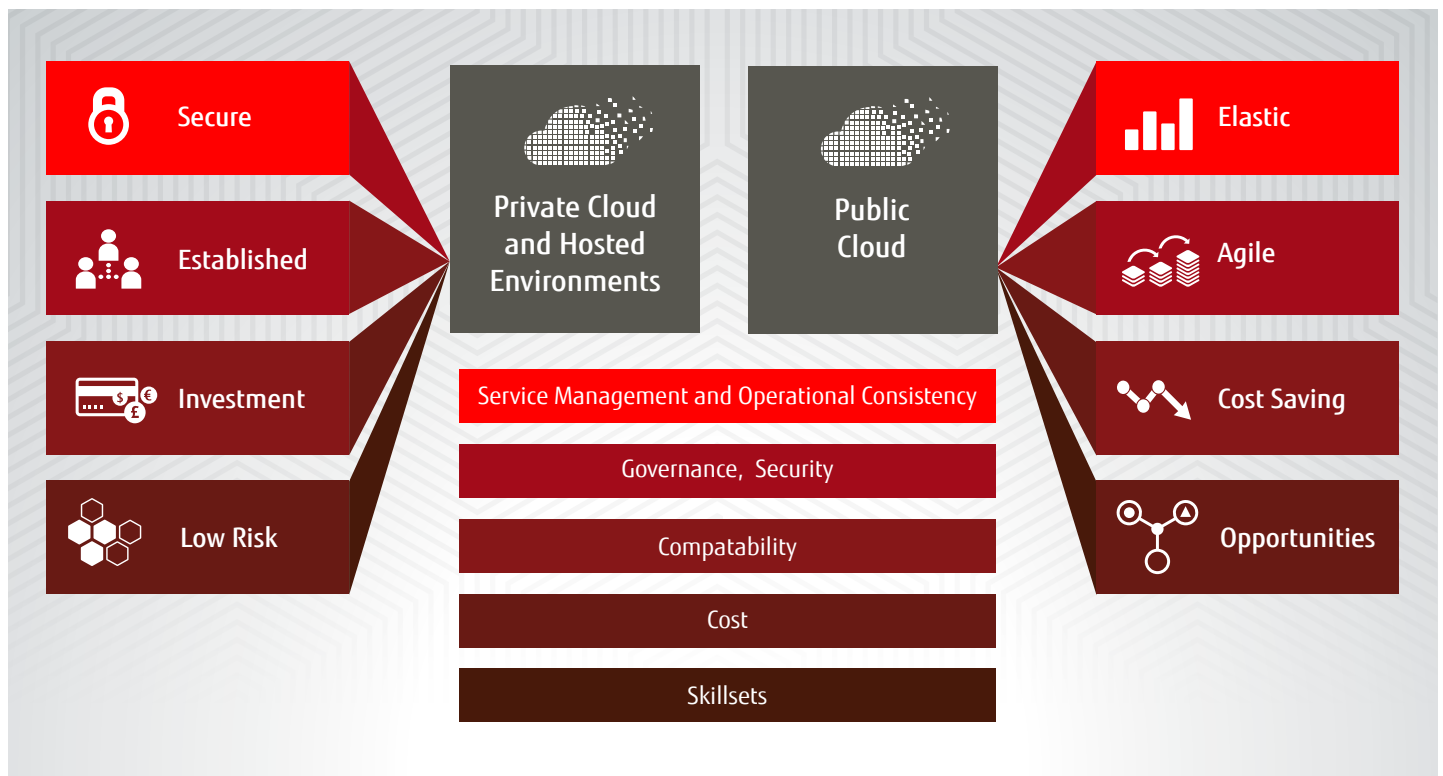
## The cloud challenge

Today, your organization must make a difficult decision. You could move to the public cloud, which will help you meet your business needs. On the other hand, the key benefits of a private, or hosted, solution is that you know it's secure, and your business understands it. In addition, you've invested a great deal in terms of capital costs. Plus, you have the right knowledge and skillsets to run everything.

### VMware Cloud on AWS provided by Fujitsu can help you:

- Grow your network—no need to configure systems or change security.
- Burst into the cloud in a secure way during seasonal peaks.
- Move out of your data center into the public cloud without worrying about network and security re-design.
- Create a strategic plan for your applications across a wide range of platforms to reach your business goals.
- Create a cost-efficient Op-Ex disaster recovery site that meets your regulatory requirements.
- Manage, optimize and orchestrate your platforms in a unified and consistent way.
- Exploit the services offered on AWS without having to re-platform or re-architect your applications.

## Private or Public Cloud



# The perfect balance between Private and Public cloud

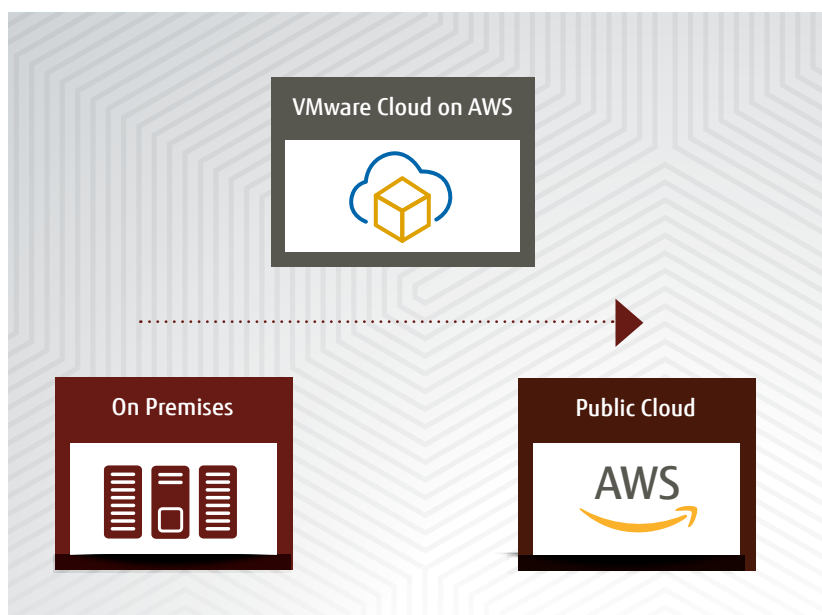
Of course, moving to the public cloud will bring a range of benefits to your business. These include making your organization more agile, and helping you go to market faster. But then there's your hosted or private cloud estate to consider. It has probably evolved over many years. Today, it's a secure, safe, and reliable solution. What's more, switching to a public cloud solution can be a complex task with huge costs for your company.

What if there was a way to embrace the public cloud whilst ensuring more robust risk compliance? What if you could do away with the huge transformation costs? And imagine if you could optimize the skills, investments, and processes that your organization has spent so long getting right.

This is all possible for your business. And it's thanks to the partnership between Fujitsu and VMware. Now you can use the AWS Cloud and the VMware platform and tools, which are all backed by Fujitsu's service know-how. So, you'll have the best of both worlds with none of the risk that comes with traditional approaches to digital transformation.

## How it works

AWS has data centers in EMEA, and a VMware platform is built into one of them. Then your organization can use that data center on an as-needed basis. So you only pay for what you use. This means you can extend your hosted or private cloud solution into the public cloud. It's easy, and there's no need to re-define your IT systems.



## Why Fujitsu

### Our partnership with VMware

15-year  
partnership  
with VMware

Global OEM  
Alliance  
Partner status

500  
trained  
VMware staff  
in EMEA

### Our partnership with AWS

200  
accredited  
AWS staff

Advanced  
Partner status

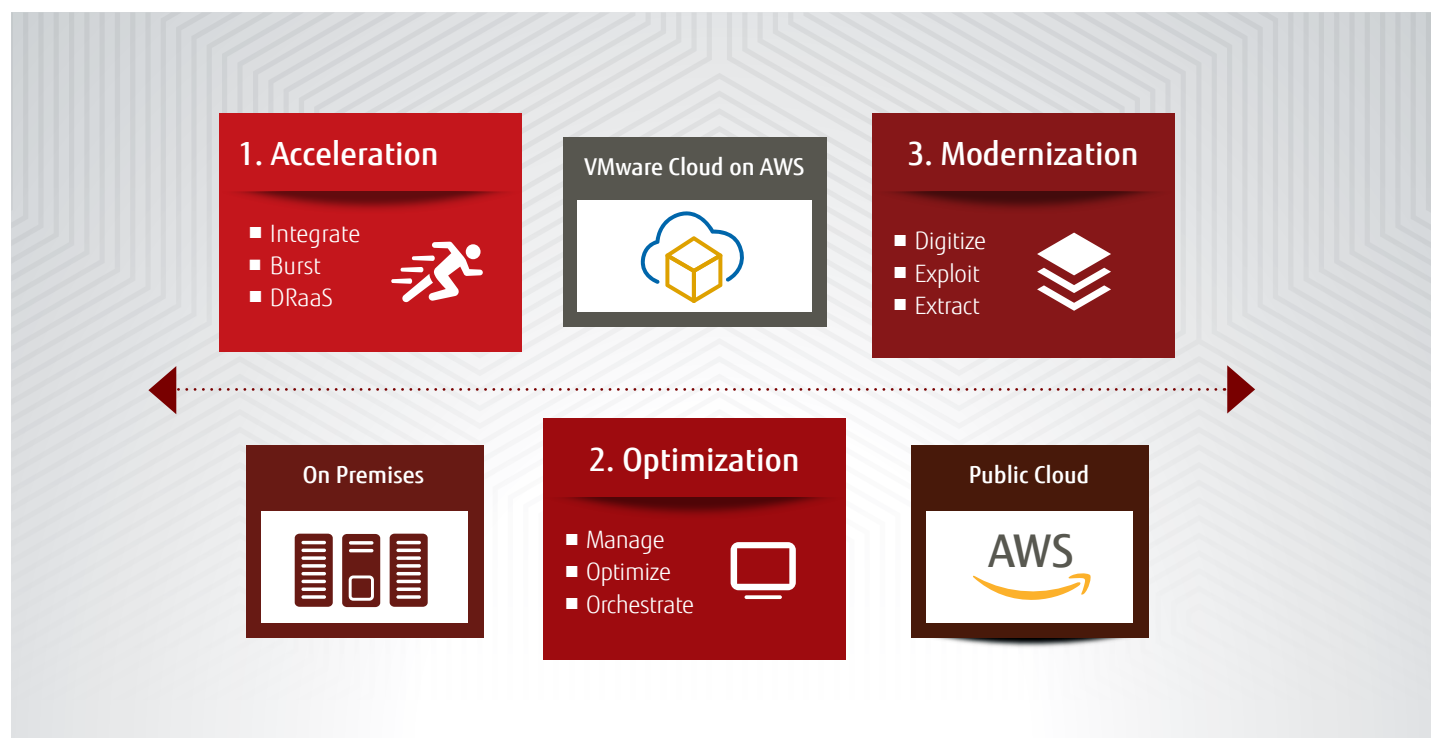





End-to-end  
portfolio of  
services across  
the AWS  
platform

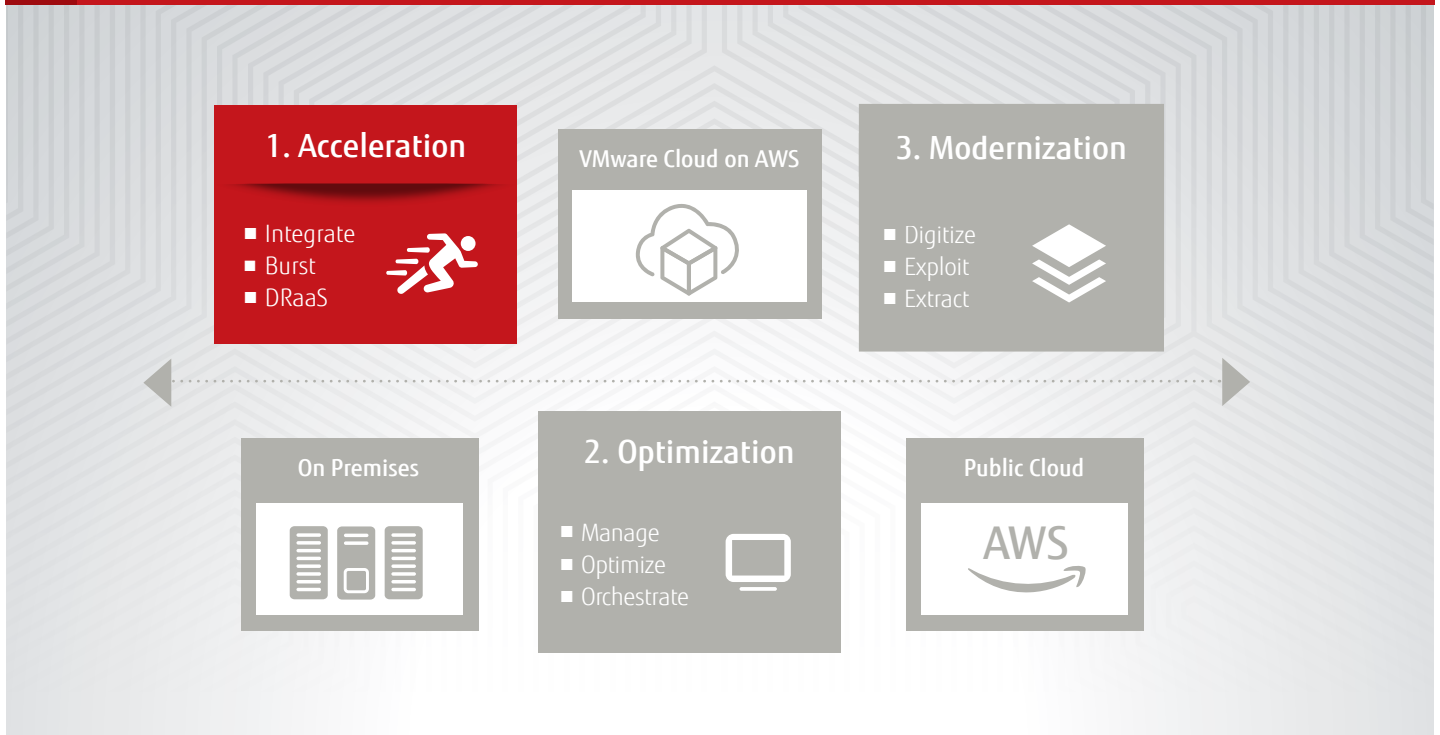
With our unrivalled expertise, we can help you maximize the benefits of VMware Cloud on AWS. We'll help you manage the complete range of services. Our strengths include networks (we're a telecoms provider) and managed services. We also provide infrastructure and application services, business consulting, and digital consulting. We can help you at every stage of your public cloud journey.

Through a unique blend of services, Fujitsu offers three ways to fully realise the benefits of VMware Cloud on AWS.

# Fujitsu provides three ways to optimize VMware Cloud on AWS



1	Acceleration	
<p>This unique solution is designed to help you adopt VMware Cloud on AWS quickly. It lets you grow the capacity of the data center in bursts to manage seasonal peaks. It also helps you use VMware Cloud on AWS as a disaster recovery target.</p>		
2	Optimization	
<p>Using VMware Cloud on AWS will help you manage, optimize and orchestrate your service. So you can deliver a great experience for internal and external users with a consistent and unified view across all your platforms.</p>		
3	Modernization	
<p>The demands on your IT business continue to grow. Being agile, responsive, and able to operate quickly is essential. Architectures and platforms that have developed over time may no longer be able to cope. Modernization services allow you to re-platform and re-architect your IT. Then you can truly enjoy all the benefits provided by AWS.</p>		



### Integrate

Are you having capacity issues? Does your capacity plan give you a constant headache? The Fujitsu Integrate service will extend your data center environment. You'll have elastic capacity on an as-needed basis. There's no need for a costly alternative.

We'll work closely with your business. We'll help you plan and carry out the extension of your data center environment into the VMware Cloud on AWS. You'll keep the same network and security configurations, and the same tools. So, you'll be able to move workloads smoothly and create a consistent experience across your estate.



### Burst

Does your business suffer from seasonal peaks? At certain times of the year, does the load on your IT systems have a negative effect on customer or employee experience? This could be stopping your organization from being productive. The Fujitsu Burst service lets you burst applications out of your data center and into the public cloud. At the same time, you'll maintain the security, reliability, and regulatory requirements of enterprise grade applications.

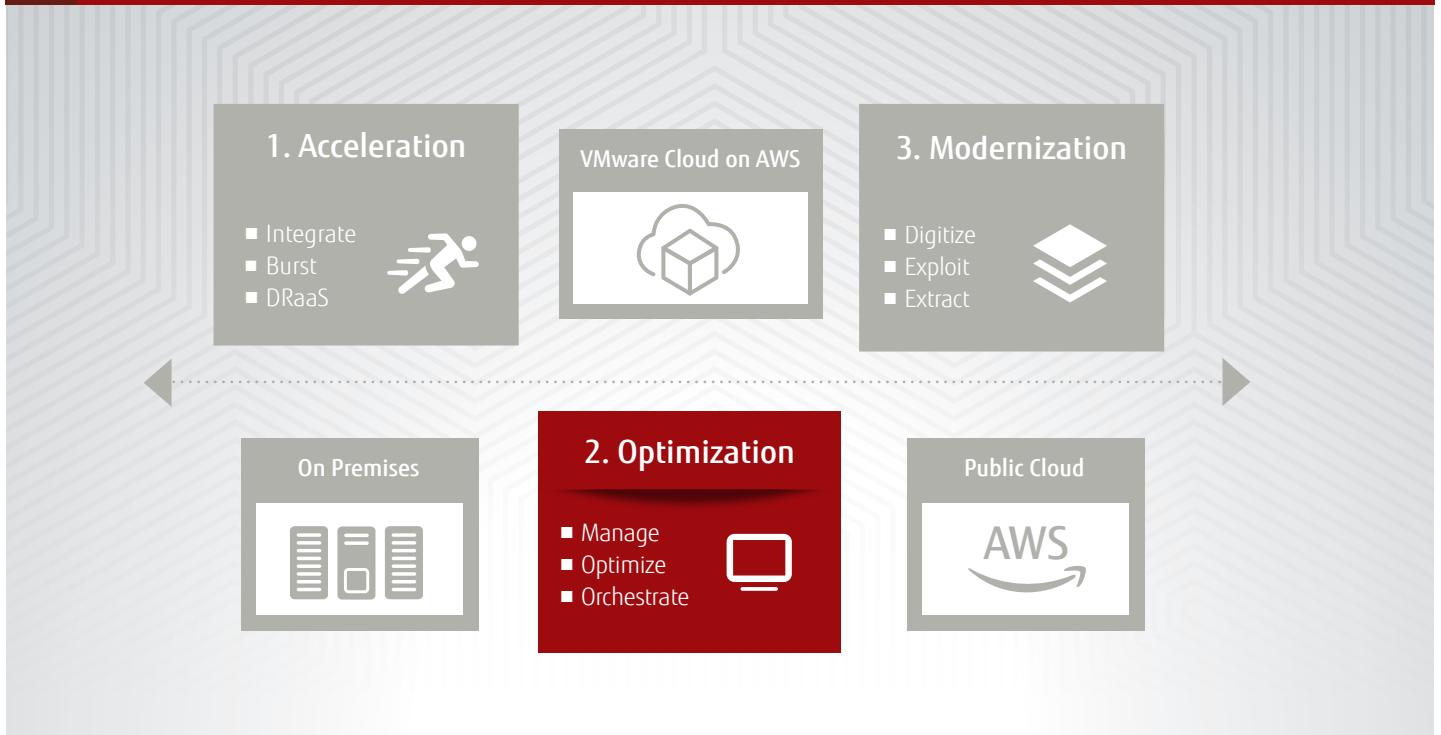
Fujitsu will spend time with you to understand your current application estate. We'll use our application assessment tools and business understanding to create a burst capability within your estate. This allows your applications to scale to meet seasonal demands, creating an elastic environment where you only pay for what you use.



### Disaster Recovery as a Service (DRaaS)

Disaster recovery is a business expense you can't avoid. Without disaster recovery in place, your whole business can be at risk. But we know getting it right can be time consuming and costly. Our DRaaS offering based on the Fujitsu Hybrid Data Services portfolio makes absolute sense when you're looking for cost-efficient disaster recovery from a supplier you can trust.

Fujitsu business continuity consultants and application architects will work with you to work out your disaster recovery needs. We can profile your estate against your disaster recovery requirements. Then we'll map the needs of your business against the recovery objectives for each of your systems. Next, we'll define the target recovery system for your business. This will be priced in a cost-effective way. And you'll have complete confidence that your systems are safe.



### Manage

#### Support for your workloads or platform in the VMware Cloud on AWS estate

Fujitsu will provide management services for you. These services are consistent with our hosted, private and public cloud managed services. The VMware Cloud on AWS managed service will manage your platform, and complement the service provided by VMware. What's more, we'll manage your workload, middleware, and applications in a modular, simple, consumption model. This will give you the freedom you need to drive digital transformation in your organization.



### Optimize

#### Make sure you're getting the best value on the platform

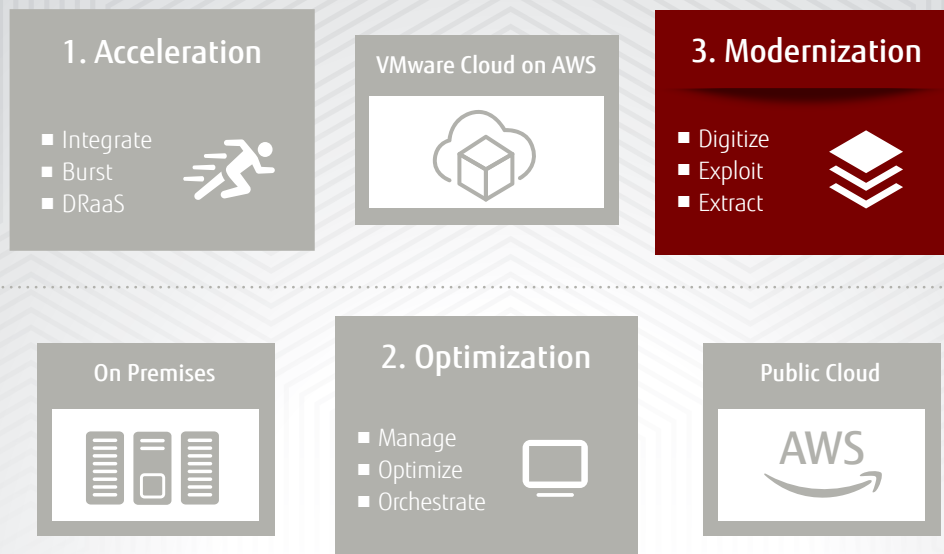
You can combine the VMware Cloud on AWS solution with Fujitsu's Cloud Optimization Service. So, you'll benefit from our expertise in developing optimization services for both public and private clouds. Fujitsu will assess your platform and workload capacity needs on an ongoing basis. This ensures the most effective use of the VMware Cloud on AWS platform. We'll also provide suggestions when it comes to the best setup for your workloads across a variety of platforms. Our aim is to keep things efficient and effective across your entire hybrid environment.



### Orchestrate

#### Use automation to improve user experience and efficiency of your operations

Fujitsu Cloud Service Management and VMware vRealise drives automation across the VMware Cloud on AWS platform, and across your workloads. Now your users can provision workloads in your private, public, and VMware estate. They can report on performance, availability, and capacity across all platforms. They can also automate IT service delivery. This involves using personalized policies to enforce deployment standards, resource quotas, and service levels. All of this helps you respond quickly to business needs.



### Exploit

The VMware Cloud has a portfolio of AWS services that you can use to make your business more competitive. But how do you know which services will drive the best outcome for your organization?

The Fujitsu Exploit service is run in our Cloud Native Centre of Excellence. Our team of Cloud Native experts provide full stack expertise to your business. This will help you discover the best way to deliver your services to internal and external users. The team will work with you to understand the future aspirations of your business. They'll also help you to exploit the features of AWS without having to re-platform and re-architect your systems—which is usually a requirement for companies moving to the public cloud.



### Digitize

Could re-platforming and re-architecting make your business more agile? Do you need a dev-ops or micro-service approach for your company?

If the answer's yes, Fujitsu Digitise will support you during your transformation and into your future mode of operation. For some applications, the current set-up may not be part of your long-term strategy. That's why re-architecting and re-platforming may make sense in the longer term. In this case, the service works in an advisory and implementation capacity to drive the digitization of your estate. Our consultants will advise on how to approach re-architecting the identified estate. They'll also help with the organizational, application, process, and infrastructure considerations, and work with you to instal the solution.



### Extract

Do you need to move out of your on-premises data center? Perhaps you have a tight deadline but you don't have the resources or time to plan a complete transformation.

Moving out of your data center is no easy task. This is especially true if your business expects reduced cost and risk, alongside increased agility, pace, and speed. Fujitsu's Extract service can help. Think of it as a simple exit program from your current data center. A blueprint of your current estate will be taken to fully understand your systems, their dependencies, and underlying business processes. From this, an extraction plan will be implemented to move into the VMware Cloud on AWS. This reduces the time needed for public cloud migrations. It also keeps the networking, security, and processes developed in your hosted or private cloud estate.



# Why Fujitsu?

With Fujitsu, you get a partner that has the broadest set of technical capabilities in the industry. From undersea network cabling through to cloud platforms, application modernization, and end-user services. We pride ourselves on our ability to support customers across their entire IT solution, and at a global scale.



## Fujitsu provides

- Cost effective but personalized services using local in-country teams and five Global Delivery Centers.
- Managed services for thousands of servers every day—handling millions of messages across multiple client platforms.
- Management for more than 5,000 large-scale hybrid IT projects, plus a network of more than 30 cloud platforms—and all the hundreds of thousands of users on them.
- Management for thousands of servers on non-Fujitsu public cloud platforms, like Amazon and Azure.
- Adherence to all recognized standards and legislation for customers in different markets. This includes ISO20k, ISO27017, PCI, SOX, and GDPR.
- Innovation and thought leadership in service delivery. We're recognized as a leader in the Data Center Outsourcing and Infrastructure Utility Services Gartner Magic Quadrant in Europe.
- Consistent user experiences across the right platforms for your business, no matter which provider you choose.



Moving to the public cloud doesn't need to be difficult

Especially when you opt for our VMware Cloud on AWS.

Find the perfect balance

[AskFujitsuHQ@ts.fujitsu.com](mailto:AskFujitsuHQ@ts.fujitsu.com)