

Trust our SaaS Expertise & Experience

Drive business value, improve time to market and forge strategic growth. Partner with Fujitsu and realize the full potential of SaaS & Cloud computing solutions.



KEY BENEFITS

Fujitsu has deployed enterprise SaaS solutions for more users than any other firm.

Enterprise companies trust that our vision is focused on leveraging the new on-demand paradigm to deliver game-changing solutions. Partner with Fujitsu and benefit from:

Broad technology capabilities:

Fujitsu has proven results with Salesforce.com, Oracle, and Siebel deployments.

Assets to support vertical markets: Get the hands-on project experience you need from over 150 dedicated SaaS professionals.

Global reach: Fujitsu was the first firm to deliver a global Salesforce.com enterprise solution. Now, you too can rely on the global on- and off-shore capabilities of Fujitsu in North America, Europe, Asia and Japan.

Today's large global companies – like yours – demand technology solutions that increase return and guarantee fastest-to-market outcomes. Fujitsu has tackled many of today's most complex challenges with SaaS and cloud computing while delivering such benefits.

DRIVE GROWTH WITH INNOVATION

At the forefront of the SaaS revolution since its inception, Fujitsu links your business objectives to streamlined, end-to-end technology solutions. Fujitsu delivers CRM, ERP, Business Process Outsourcing (BPO), and Business Intelligence (BI) solutions. Using its custom-developed data migration tools and deep service-oriented architecture experience, Fujitsu helps their clients find new efficiencies in data management and reporting. You can also take advantage of customized next generation SaaS solutions: More technology means more complexity. Rely on Fujitsu to create innovative, custom or hybrid solutions that meet your complex needs, or work with our key strategists to define how you can leverage SaaS as a go-to-market option for your organization.

STRATEGIC PARTNERSHIPS

We have strategic partnerships with SaaS industry leaders including Salesforce.com, Microsoft, Informatica®, Business Objects SAP, and Google.

PRACTICE CAPABILITIES

Consulting

Our consultants helped deploy SaaS solutions at more large financial services than any other firm. Fujitsu also has extensive SaaS experience with communications, manufacturing, and retail companies.

- Product/ Vendor Evaluation
- Strategy & Solution Roadmap
- Process Re-engineering
- Program/Project Management
- Change Management

Packaged Application Implementation

- CRM: Salesforce.com, Siebel, Oracle, Microsoft
- ERP: Glovia
- Proof of Concept Development

Technology Integration

- Data & Integration
- Strategy & Architecture
- Client Hubs, Portals
- Custom Development
- Off-Shore Capabilities
- Vertical Market Assets

User Adoption

- Usage & Adoption Assessments
- Training
- Centers of Excellence
- Application Management – Support and Administration

Ongoing investment and commitment to SaaS and Cloud computing:

Our SaaS Advanced Innovation Team is committed to ongoing research and development and partners closely with U.S.-based Fujitsu Labs, one of the premier global research centers in the world.

Beyond CRM: Leverage the Fujitsu SaaS experience and expertise to analyze your application portfolio and build SaaS-based solutions like incentive compensation, recruitment solutions, payroll tracking, license management and Enterprise Resource Planning (ERP). Fujitsu Glovia is a proven ERP solution used by world class manufacturers to manage their end-to-end operations, from product design, to sales and procurement production, to post-sale service.



FASTER TIME TO MARKET WITH GAME-CHANGING SAAS DELIVERY

The Fujitsu agile engagement model enables clients to move more quickly from concept to execution while empowering IT to focus on strategic innovation and business initiatives:

Think Strategically – A clear vision and roadmap supported by the business and IT is the foundation of any successful initiative. We understand and articulate your business needs then map them to a solution strategy that will achieve those objectives.

Quick Wins – By prioritizing and implementing what solution components will deliver the greatest business value in the shortest amount of time, our clients can realize immediate productivity and return on investment.

Build on Success – Clients get functionality in small phases ensuring early end user adoption and empowering them to realize business value more quickly. The ongoing value-add services of Fujitsu emphasize usage and innovation.

Reward your business with the market-leading innovation and vision trusted by enterprise firms – as delivered by Fujitsu.

*We work with you to create
solutions and produce results
that drive your business.*

ABOUT FUJITSU AMERICA

Fujitsu America, Inc. provides a complete portfolio of business technology services, computing platforms, and industry solutions. Fujitsu platform products are based on scalable, reliable and high-performance server, storage, software, point-of-sale, and mobile technologies. Fujitsu combines its renowned platform offerings with a full suite of onshore, nearshore and offshore system integration, outsourcing, and datacenter services covering applications, operations, infrastructure, customer service, and multi-vendor lifecycle services. Fujitsu provides industry-specific solutions for retail, manufacturing, healthcare, government, education, financial services, and telecommunications sectors.



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