IT Solutions & Project Services
Get More for Less – Maximize IT investments without increasing costs

FUJITSU

THE POSSIBILITIES ARE INFINITE

"Fujitsu's IT Solutions and Project Services enabled us to develop IT strategies that support our broader business goals and ensured the best possible return on investment". Herb Phillips Jnr, Director, National Commercial Bank of Jamaica Limited.

Supporting your business in a global economy is our passion…

The Business Challenge

Today's CIO is expected to provide solutions in aggressive timescales that are more comprehensive, efficient, easier to use and more reliable – whilst also cutting IT costs and reducing staff levels.

Building IT Solutions is not easy – but to be competitive you don't have a choice. As your trusted partner, we can help solve this problem by removing the technical challenges - allowing you to focus on core business issues.

Fujitsu understands your challenges. After all, you don't need to understand how technology works – you just want the benefits from IT, at the best cost.

Our IT Solutions portfolio is designed with one simple objective - **Making IT work better**. You want your IT to deliver your desired business outcomes. You want best practices applied to every facet of IT. You want to be confident that IT will work. You want IT delivered on time and within budget.

Working with Fujitsu, we make sure of it.

The Fujitsu response

A Trusted Partner – IT is challenging but together WE can do *IT*.

We will help you to define an IT governance strategy driven by your business needs, not technology. Together we will power your business, ensuring operational productivity is high, by advising you on the right way forward, by deploying new IT prudently and by adapting existing systems to achieve improved levels of efficiency. We can help you to achieve dominance in a complex, rapidly evolving global marketplace through IT transformation of key products and services. We also help you to develop your team into a highly effective and credible IT organization, to sustain your business.

The Fujitsu Value Proposition

Fujitsu has worked with major customers in both the public and private sectors across the Caribbean, to enable the successful delivery of critical projects on time and within budget. With Fujitsu, you get:-

- An alignment of complex business objectives with best of breed solutions
- Our global best practices
- Proven experience and track record
- Selection of IT investments that give you the best value AND
- Our solution life cycle methodology

Whether as integrator, project manager or prime contractor we deliver systems to meet business needs - with clear accountabilities and value outcomes. Whether it is a technical infrastructure or a line of business application, Fujitsu can take the lead as trusted advisor in its design, product selection, implementation and ongoing operation. We will make life simpler for you, by managing your preferred vendor relationships to achieve your business goals.

Some potential benefits for you

- Projects delivered on time and within budget
- Predictable costs
- Risks managed and mitigated
- Scaleable solutions
- Change management – ensuring your staff and organization are ready for the change
- User expectations met – by establishing frameworks to monitor the achievement of business objectives

Why Fujitsu

Fujitsu has become the preferred choice for regional customers – governments, telco companies, financial services institutions - deploying large-scale IT projects because we:

- Adopt a holistic approach to service management to integrate people, processes, organizational structure and technology
- Deliver our projects according to best practices and IT service management standards
- Identify business benefits and ensure they are realized
- Deliver maximum value for your IT investments by building excellence in IT services delivery

We do IT differently – How we work

We work jointly with you to target and create value, to manage and mitigate risk and to optimize your capabilities. Our services-driven approach exercises control over IT-enabled investments to increase the value it delivers. We deliver ROI to your business through adherence to the following:-

- Establishing desired business benefits at the outset
- Comprehensive Programme Management strategy to support strategic plans and IT investments
- Ongoing governance and active management of projects to ensure the promised value is delivered
- Best practice project delivery processes from concept to close
- Manage products, tasks and resources to mitigate risks, to deliver quality and to achieve customer satisfaction
- Minimal business disruption

What We Can Do For You

IT Consultancy

As trusted advisor, we can help you use IT to introduce new, more agile ways of working, while enhancing your system's security both from internal and external threats. Your IT operations will cost less, and meet the new business standards, such as ITIL, ISO or regulations such as Sarbanes-Oxley and Basel II.

We will help you to understand and control the total cost of ownership (TCO) of your IT assets. Key benefits to you include:

- IT assets and activities are aligned to business needs
- IT spend is rationalized to support strategic business outcomes

Project & Programme Management Services

Our experienced IT Project Management team enable you to manage change with confidence, without having to worry about risks – freeing you to focus on your core business.

What differentiates us?

- Rich experience in the successful delivery of large complex projects to regional governments and enterprises
- Dedicated Regional Project Office with proven and tested project management practices
- Experience in delivering multi-contractor and multi-vendor solutions
- Document and process management expertise
- Extensive experience in partnership-based delivery of projects with virtual teams
- PMP® certified Project Managers

IT Governance – *aligning, people, processes & tools* to help you build corporate governance processes into your IT organization and develop your team into a highly effective organization. We will assist you in implementing best-practice frameworks such as ITIL for core operational activities. Our Project Management team applies Fujitsu's global best practices, allowing you to roll out integrated, cost-effective solutions.

Enterprise Content Management solutions have become the key strategic technology for information intensive businesses. We can help you to manage your paper and electronic documents to reduce costs to your businesses, increase productivity and improve customer service using workflow, digitize records for business continuity and help you comply with corporate governance regulations. We assess your needs, provide the business case, then design and build the content management solution. Our expertise ranges from initial consultancy to operations and training.

IT Infrastructure Solutions & Services

Fujitsu creates IT Infrastructures that can be implemented quicker and cost less to operate. Our solutions include secure high availability datacenters, converged networks, mobility and desktop deployments.

Some of the benefits include:-

- Enhancing your current IT infrastructure to add new applications and to meet new business requirements
- Improving your IT infrastructure to make it more manageable, more resilient and more secure – to meet increased user demands
- Reduced cost and complexity through rationalization and consolidation of IT platforms, storage and networks
- Outsourced infrastructure monitoring and management

Our Business Partners

Global reach, local depth – industry-leading experience

Collaboration drives our business relationships. We carefully select our business partners to offer unique value. We have strategic alliances with **Sun, Hitachi, Nortel, Check Point, Microsoft, CISCO, Symantec (VERITAS), Satyam** and **DELL.** This enables us to provide our customers with a range of solutions in support of managing change and adapting new technologies in your IT environment. We bring together the best people, processes and tools to deliver business value to you.