

# FACT SHEET

## CLOUD ROADMAP WORKSHOP

WHICH OF YOUR APPLICATIONS AND BUSINESS SERVICES ARE BEST FITS FOR A CLOUD SOLUTION?  
WHAT ARE THE IMPLICATIONS FOR YOUR EXISTING BUSINESS AND PROCESSES?

THE CLOUD ROADMAP WORKSHOP SERVICE ALLOWS YOUR DECISION-MAKERS TO QUICKLY GATHER DETAILED INFORMATION ABOUT YOUR CURRENT IT SERVICES. YOU CAN THEN REFINE AND ACCELERATE AN IT SERVICES STRATEGY THAT BENEFITS FROM THE CLOUD WHILE REDUCING RISK FOR STAKEHOLDERS AND IMPROVING BUSINESS RESULTS.

### RISK

- Lack of flexibility means you cannot respond quickly to change
- Operating costs and total cost of ownership are too high
- You have a complex legacy IT environment
- Stakeholders are challenged to understand the value delivered by your current IT environment and the potential impact of any changes involving cloud services

### BUSINESS DRIVERS

- Maximize the ability of cloud services to deliver targeted business benefits
- Reduce the risk and impacts associated with the adoption of cloud services
- Create an agile, integrated roadmap for your journey to cloud services

### HOW WE CAN HELP

As part of our global portfolio, Fujitsu provides a complete range of cloud consulting services, beginning with assessment and advisory services designed to help you determine which workloads to move to the cloud, and which type of cloud environment makes the most economic sense. Our Cloud Advisory Services include offerings that can help you better understand the cloud and how it can be aligned to meet your business needs.

By providing greater clarity, our approach can give you a better understanding of cloud computing and how the cloud can help you realize your strategic vision. As a result, you can clearly define the cloud as an investment objective and understand its benefits to your business.

Our Cloud Roadmap Workshop enables you to dynamically visualize a roadmap that includes your strategic landscape as well as opportunities to leverage cloud services. We adopt a proven, tailored approach to help you build on-going stakeholder consensus over the course of your strategic journey. This approach validates and initially

prioritizes your business drivers, intentions, challenges and high-level, quantifiable business outcomes against expected or possible future events.

### BENEFITS

Our Cloud Roadmap Workshop considers much more than just IT technology. Our approach is different in that we focus on delivering business value, understanding workload demands, and aligning business needs with IT capabilities.

Recognizing that the cloud does not provide a one-size-fits-all solution, we emphasize a holistic view, based on an understanding of your business and your drivers for change. In addition, leveraging global partnerships allows us to use the right technology to balance innovation, cost and future-readiness, and identify a fit-for-purpose solution designed to solve your business challenges.

The benefits of this service include:

- Maximize the ability of cloud services to reduce cost and increase flexibility
- Build an understanding of stakeholders' attitudes and concerns in order to make the transition smoother
- Build consensus and support for change among stakeholders
- Identify unanticipated opportunities

### WHAT WE OFFER

Lasting one – two weeks based on your particular needs, the Cloud Roadmap Workshop includes the following activities:

- Use an innovative approach to collaborate with and capture input from stakeholders
- Analyze stakeholder feedback to quickly identify services that are most suited to a cloud environment, along with their most likely deployment and consumption modes
- Capture, share and build consensus for the to-be state
- Create a roadmap for cloud options designed to enable your business strategy

## HOW IT WORKS

Based on input from key stakeholders, this service uses scenario planning and impact analysis to help you develop a cloud roadmap. Objectives include:

- Develop a dynamic, high level-cloud roadmap that aligns IT with your business strategy
- Future-proof the to-be state by sharing and building consensus among key staff and cross-organizational teams
- Use the workshop as a change management tool to drive actionable plans and accelerate transformation to the cloud
- Address gaps and key concerns; identify high-level requirements for implementing the transformation

The workshop consists of five stages:



## OUTCOMES

- Create a collaborative, dynamic, high-level roadmap to support the cloud options you have selected
- Review the roadmap to ensure alignment with business strategy
- Future-proof your strategy
- Test the validity of your strategy against expected business or organizational events
- Gain insight and stakeholder agreement
- Provide confidence in the roadmap by addressing any gaps or risks that were identified

## WHY FUJITSU

### Enabling the global enterprise

Fujitsu is a \$53B leader in global IT systems and services and is one of the three largest IT services providers in the world. We offer a full range of IT products and services and can implement and support multi-vendor platforms that include servers, storage, networks and desktops, as well as software such as Enterprise Resource Planning (ERP) products from Oracle® and SAP®.

Our cloud offerings are based on extensive knowledge and experience of network and server configuration design and interconnectivity, derived from a wide variety of enterprise systems implementations worldwide. Our advisory, assessment and cloud migration services can help you plan and implement cloud solutions, ensuring a smooth transition with minimal risk. We can also help you develop a comprehensive technology strategy that encompasses both cloud and non-cloud solutions for infrastructures, application platforms and business solutions.

Fujitsu has a global cloud program that is implemented in regions around the world, enabling us to serve your business needs at both the local- and global-level. Thus, you can optimize your current infrastructures by leveraging cloud services wherever and whenever needed.

Fujitsu Global Cloud IaaS offerings are delivered from Fujitsu data centers that offer the highest levels of data protection, reliability of service, and security. For example, the Fujitsu Global Cloud Platform is delivered from our Tier III-certified data center in Sunnyvale, CA; cloud services are also provided by green facilities in North America (based in Dallas, TX), Montreal, Canada, and Trinidad in the Caribbean.

Fujitsu Global Cloud IaaS meets the needs of businesses that want to reap the benefits of cloud computing, with enterprise-class security, expandability, reliability, availability, and energy-efficiency.

### ABOUT FUJITSU AMERICA

Fujitsu America, Inc. is a leading ICT solutions provider for organizations in the U.S., Canada and the Caribbean. Fujitsu enables clients to meet their business objectives through integrated offerings including consulting, systems integration, managed services and outsourcing for enterprise applications, data center and field services operations, based on server, software, storage and mobile technologies. Fujitsu provides industry-oriented solutions for manufacturing, retail, healthcare, government, education, financial services and communications sectors. For more information, please visit: <http://solutions.us.fujitsu.com/>.

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