

FACT SHEET

WHAT FUJITSU CAN DO FOR YOUR ENTERPRISE

THE FUJITSU ENTERPRISE VALUE PROPOSITION

Fujitsu is a leading provider of IT-based business solutions for the global marketplace. With approximately 170,000 employees supporting customers in 70 countries, we combine a worldwide team of systems and services experts with highly reliable computing and communications products to deliver added value and a competitive edge to you, our customers.

We can help you create a world-class data center that is highly secure, highly available and fully redundant. Furthermore, if you have issues with power, cooling or space, we can work with you to implement a Green IT roadmap.

FEATURES

Best-in-class PRIMERGY® servers address customer and market requirements

Mission-critical PRIMEQUEST® 1800E Series servers deliver high-end functionality based on technologies refined over successive model generations.

ETERNUS® storage, featuring nonstop, robust, and redundant hot-plug components

The ETERNUS CS Virtual Tape (VT) appliance provides superior intelligent data protection and unified VT solution for backup to disk and tape

The turnkey ETERNUS CS800 Data Protection appliance aligns tape, disk, and deduplication technologies, helping you implement a suitable information lifecycle management (ILM) strategy.

World class security with Fujitsu and partner Check Point Software Technologies, Inc.

Fujitsu managed security services remove the security budget from your balance sheet and make security countermeasures an operating expense, while reducing risk, complexity, and cost.

Fujitsu is a good global citizen, attuned to the needs of society and the environment

We can help you create a world-class data center that is highly secure, highly available and fully redundant. Furthermore, if you have issues with power, cooling, or space, we can work with you to implement a Green IT roadmap.

Here, we outline just a few of our offerings.

PRIMERGY SERVERS

Fujitsu continues to enhance its best-in-class PRIMERGY tower, rack, and blade server products to address customer and market requirements. Benefits include:

Performance leadership – PRIMERGY servers (such as the BX922 S2, CX1000/CX120 S1, TX300 S6, and RX300 S6) have recently exhibited performance leadership in a range of industry-standard benchmarks. These performance capabilities promote unprecedented levels of consolidation and virtualization.

Outstanding reliability – PRIMERGY servers are inherently reliable, enabling cost-efficient, stress-free operation. The PRIMERGY TX150, for example, has been designed for quality, developed for resilience. This server has a hardware availability rate of 99.992%; that is, 44 minutes of unplanned annual downtime¹.

All PRIMERGY servers are designed for a mean time between failures (MTBF) of six years; however, customers have reported PRIMERGY servers running as long as ten years without a failure!

Our focus on reliability incorporates features like hot-plug, redundant power supplies and hard disk drives; built-in RAID support; pre-failure diagnosis and analysis; an integrated service processor; and PRIMERGY ServerView management.

Best-in-class cooling – Innovative Cool-safe® technology optimizes server cooling, reduces overall cooling costs and increases server reliability. PRIMERGY servers featuring Cool-safe efficiently remove the heat generated by server components and lower the internal operating temperature. Since electrical components are very sensitive to heat, lower temperatures can have a dramatic effect on server reliability.

Powerful software solutions – ServerView software delivers centralized infrastructure management capabilities, driving down overall costs; if desired, it can be integrated into your existing system management framework. ServerView Resource Coordinator VE (RCVE) can integrate the management of physical and virtual environments.

Optionally, ServerView can be used to monitor power consumption levels.

World-class efficiency – Due to innovations in cooling design, fans, system boards and power supplies, PRIMERGY servers typically consume as much as 20% less power than competitors’ standard products, which translates to significantly lower cost of ownership over the life of the product. In addition, integrated Power Management capabilities allow you to slow down one or more servers when power is at its most expensive and power down select servers overnight.

PRIMEQUEST SERVERS

Mission-critical PRIMEQUEST 1800E Series servers deliver high-end functionality based on technologies we have been cultivating and refining over successive model generations. As a result, PRIMEQUEST servers embody the best of UNIX® and x86 server reliability, supercomputer performance, and the benefits associated with open systems.

Cost-effective PRIMEQUEST servers offer 64-bit Intel® processors, global standard Linux and/or Microsoft® Windows® operating systems and highly-developed Fujitsu reliability, stability, and manageability. Benefits include:

- Excellent flexibility and scalability
- Outstanding performance and reliability
- Ability to run a 24-hour, 365-day business
- Radically improved cost/performance profile compared to UNIX servers

ETERNUS STORAGE

Featuring nonstop, robust, and redundant hot-plug components (like power supplies, fans, and RAID controllers), ETERNUS storage is known as the Data Safe. This suite of offerings has just the right storage solution for you- from the ETERNUS DX80, an entry-level system that delivers enterprise-quality storage and functionality, to the ETERNUS DX8700, which delivers maximum scalability and throughput for enterprise storage -scales to over 2,700 drives. Key features include²:

Eco-mode using MAID – Quickly, easily reduce costs by spinning down infrequently-accessed drives with ETERNUS Eco-mode, which is based on massive array of idle disks (MAID) technology. Select any RAID group and set policies based on time or frequency of access and realize up to 30% savings in power and cooling costs.

Uncompromising reliability – ETERNUS arrays feature a fully-redundant architecture, with support for non-stop maintenance that allows you to hot-swap components. Data consistency in ETERNUS storage is ensured, based on check codes that are added to the data and verified at multiple checkpoints along transmission routes; every block of data is validated.

High-performance storage – Independent benchmark results show that the ETERNUS DX440 is not only the world’s fastest dual-controller, mid-range disk storage system but also has the best price/performance ratio³. With its high-end enterprise features and multi-platform support, the speedy DX440 resolves your needs for high-performing storage, while also capping costs.

Storage tiers – Choose from high-speed Fibre Channel (FC) drives; high-capacity, nearline SATA drives for enterprise storage; power-saving MAID; and, for entry-level DX60-90 storage, SAS and nearline SAS drives. Use ETERNUS RAID migration for storage-tier management to maximize return on investment and minimize per-TB cost.

Snapshots, clones, and remote replication – To protect your data, use ETERNUS Advanced Copy Manager to create snapshots or clones. For business continuity, use ETERNUS remote replication technology for synchronous or asynchronous data replication.

Data security with storage encryption – Eliminate the complexity involved in managing the regulatory overhead associated with sensitive data. ETERNUS data-at-rest and data in-flight encryption deliver a secure solution without key-management requirements.

Scalability – Scale your throughput as needed by starting with two storage controllers and growing to as many as eight active-active controllers capable of supporting over 2,700 drives.

Choice – Easily intermix your channel interfaces (FC, iSCSI and NAS) as well as drive sizes and types as needed to provide the desired host connectivity and drive hierarchy on the same storage system.

Examples of bundled ETERNUS offerings are outlined below.

ETERNUS CS Virtual Tape Appliance

The ETERNUS CS Virtual Tape (VT) appliance is a superior intelligent data protection and unified VT solution for backup to disk and tape, and is currently being used worldwide to protect over 260 PB⁴ of data for financial services, communications, government and other industries.

This self-contained VT appliance can be used to store all your enterprise backup data. All physical processing is performed internally; there is no need for intervention by the host or a backup server. Comprehensive certifications with major operating systems, backup applications, tape library systems and tape drive technologies mean that the ETERNUS CS VT can be deployed in almost any environment while protecting existing investments in tape automation. A wide range of host channels (including FC, ESCON® and FICON™) can be matched in a single system.

Simultaneous heterogeneous support for major mainframe and non-mainframe backup applications simplifies consolidation efforts, helping to lower TCO, while the inherent modularity of this solution provides the scalability required to support future needs.

Virtual tape interfaces are used to create a virtualization layer (True Tape Virtualization) between independent software vendor solutions and physical media. Virtualization allows you to speed up the backup/restore process by allocating VT resources on a just-enough, just-in-time basis.

ETERNUS CS800 Data Protection Appliance

The turnkey ETERNUS CS800 Data Protection appliance aligns tape, disk and deduplication technologies, helping you implement a suitable information lifecycle management (ILM) strategy. Designed as a simple, affordable solution for mid-range customers currently using disk backup, this appliance provides outstanding data protection and minimizes backup times, while allowing you to fulfill all your recovery-time objectives. Now, you can consolidate your storage devices to enhance data protection, conserve energy and reduce TCO.

Advanced data deduplication reduces typical capacity requirements for disk-to-disk backup by 90% or more. Moreover, while you are replicating backup data to a remote data recovery site, deduplication can reduce typical bandwidth needs by a factor of 20.

Other features include a simple NAS interface that makes the appliance simple to deploy and operate, and easy to scale on-site. To further strengthen your data protection, you can take advantage of the data-resilience service offered by Fujitsu for the ETERNUS CS800.

SECURITY

The old security paradigm – single-box, single-purpose solutions – has led to sprawl, lack of manageability, and inflexibility. To address these challenges, Fujitsu has partnered with Check Point Software Technologies, Inc. to synergize the offerings of two market leaders. This provides a best-of-breed portfolio of security appliances and managed services that allows you to let the business in but keep security threats out.

Fujitsu is the most global partner of Check Point®, with a successful relationship spanning 13 years. Check Point software protects over 100,000 businesses and 60 million consumers through 500,000 gateways; 100% of Fortune 500 companies use Check Point.

Managed Services

Fujitsu managed security services remove the security budget from your balance sheet and make security countermeasures an operating expense, while reducing risk, complexity, and cost. Now, businesses of any size can be protected by enterprise-class security.

Fujitsu right-sizes a solution for you and delivers it as a pay-as-you-go service from one of our global data centers. You no longer need to make huge investments in a single-purpose, in-house, centralized security management infrastructure. The Check Point modular software blade architecture gives you the flexibility needed for business agility, allowing you to add or remove security gateways, or use a centralized menu to turn customizable security features on and off.

Service availability is assured by the conservative approach we take to designing, implementing and supporting our highly-available data centers, using technologies like consolidation, virtualization, automation, error-reporting, health-monitoring, and active management.

Security Appliances

Fujitsu has the scale, resources, and local presence to provide highly-available, flexible security solutions for the global marketplace. To make security simple, a single part number gets a fully pre-integrated IAS R2, R6 or R8 security appliance delivered to your door. You receive customizable Check Point software along with a complete, high-performance Fujitsu infrastructure consisting of servers, storage and switching.

ENVIRONMENTAL SUSTAINABILITY

Fujitsu recognizes that environmental protection is a vitally important business issue. As early as December 2007, for example, we kicked off our Green Policy project to help you reduce your environmental load. As stated in our corporate philosophy, the Fujitsu Way, we act as good global citizens, attuned to the needs of society and the environment as we expand our global business activities, bringing innovative technology and solutions to every corner of the globe. For more than a decade, we have made a significant, sustainable investment in enterprise-wide environmental initiatives, such as reducing our carbon footprint, eliminating lead and other harmful wastes from our supply chain and products, and creating broad recycling and reuse programs and reforestation projects. We continue to invest in innovation and programs that are good for both the environment and our business.

For example, Fujitsu has become the first company in Silicon Valley to install a hydrogen power fuel cell, a revolutionary technology that not only generates 50% of the power needed to cool the servers in data centers and computer labs at our Sunnyvale, CA campus. This first-of-a-kind fuel cell, which will pay for itself in 3.5 years, meets the most stringent air emissions standards set by the California Air Resources Board and produces 35% less carbon dioxide (CO2) per megawatt-hour than the average fossil fuel-based power plant.

Fujitsu continues to contribute to the environment by establishing end-of-life recycling programs in North America, and introducing Super Green Products⁵, such as the PRIMERGY TX120 server, which combines extremely energy-efficient operation with the smallest footprint of any true server.

Ultimately, our goal is to collaborate with customers and partners – and, indeed, with all influential bodies that have a stake in international society – in making the industrial contributions needed to create a low-carbon society.

WHY FUJITSU?

Fujitsu continues to offer the solutions you need to build a world-class enterprise data center. For example, PRIMERGY and PRIMEQUEST servers deliver performance leadership, outstanding reliability and efficiency, best-in-class cooling and powerful software.

Uncompromisingly reliable ETERNUS storage provides maximum throughput with scalability to over 2,700 drives. You can choose from high-speed FC drives, high-capacity nearline SATA drives, power-saving MAID, or SAS and nearline SAS drives.

We can help you migrate from the existing security paradigm of single-box, single-purpose solutions. Take advantage of our managed services to remove the security budget from your balance sheet, while reducing risk, complexity and cost. Or use one of our security appliances to provide a highly-available, flexible enterprise security solution.

Whichever product you select, you can be sure that we have recognized the critical importance of environmental protection and are introducing innovative technologies and solutions to every corner of the globe. For more than a decade, we have made a significant, sustainable investment in enterprise-wide environmental initiatives, such as reducing our carbon footprint, eliminating lead and other harmful wastes from our supply chain and products, and creating broad recycling and reuse programs and reforestation projects. We continue to invest in innovation and programs that are good for both the environment and our business.

For an example of our Green initiatives, check out our Free Recycling and Trade-In Program at http://solutions.us.fujitsu.com/www/content/products/trade-in_program/.

To learn more about our extensive product line, either visit <http://solutions.us.fujitsu.com/> or call 1-800-831-3183.

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, near shore 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. For more information on Fujitsu America's business scope, visit <http://solutions.us.fujitsu.com>.

FUJITSU AMERICA, INC.

1250 East Arques Avenue
Sunnyvale, CA 94085-3470, U.S.A.
Telephone: 800 831 3183
or 408 746 6000
Fax: 408 764 5060
Web: solutions.us.fujitsu.com
Email: solutions@us.fujitsu.com

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¹ With 8-hour Service Agreement

² Some features may not be available on a particular ETERNUS model.

³ As measured by the Storage Performance Council's SPC Benchmark 1 (SPC-1)

⁴ PB = 1015 bytes

⁵ Products that meet strict environmental requirements