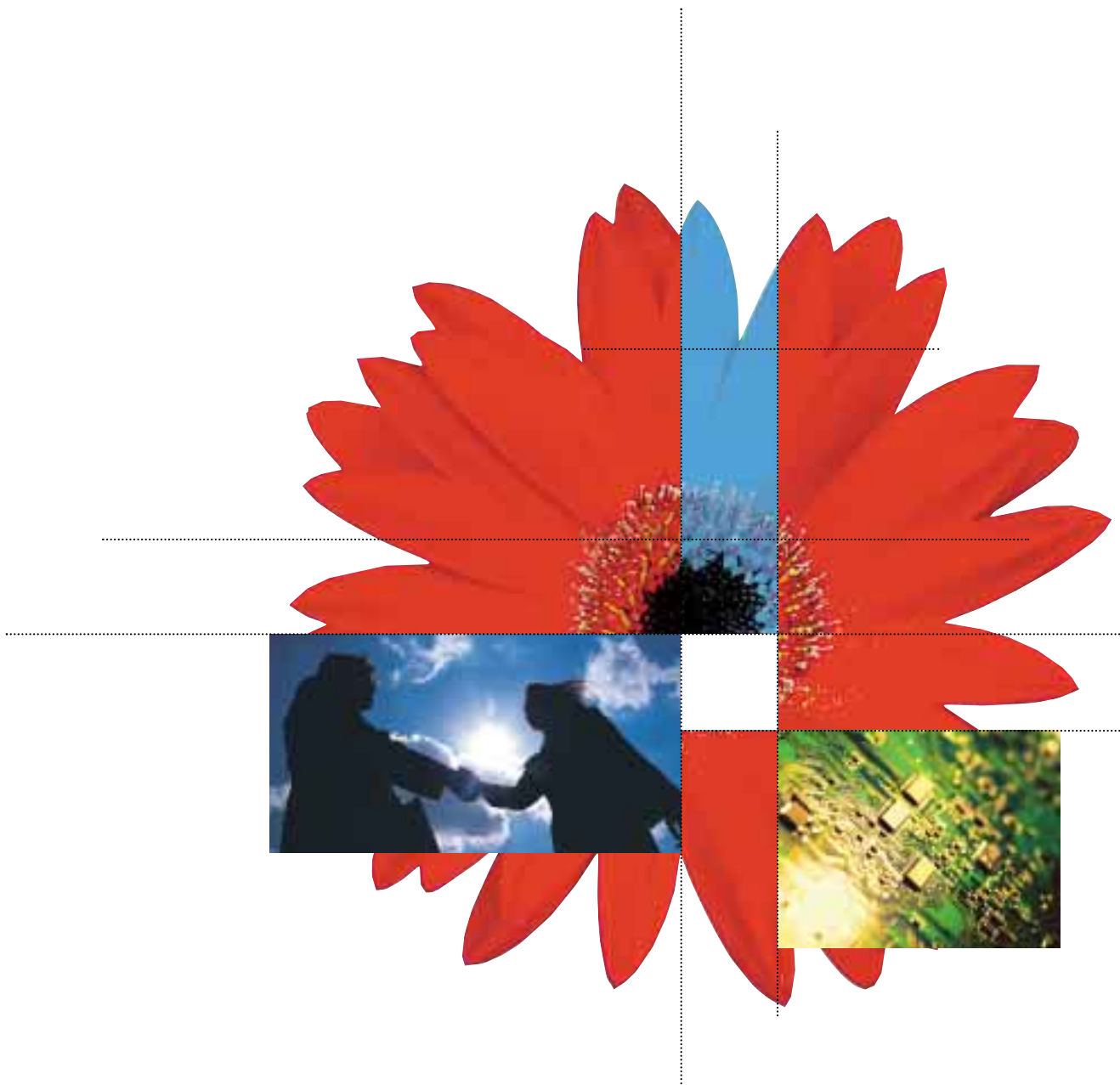


# Fujitsu Microsoft Solution Centre

A passion for innovation



**FUJITSU**

THE POSSIBILITIES ARE INFINITE



## Facilities

The Fujitsu Microsoft Solution Centre is situated in Fujitsu Australia's head office based in Sydney. Facilities available to customers include:

- State-of-the-art boardroom equipped for web broadcasting and full audio visual facilities
- A private and secure air-conditioned lab environment, with the ability to host up to 15 workstations and 10 servers with demonstration facilities linked into boardroom
- 25 Microsoft consultants skilled in the Microsoft .NET architecture, product set and development tools
- 500 sq meters of office space
- 3 meeting rooms (capacity of 8 per room)

The Centre can be used in conjunction with a variety of Fujitsu services, some of which include:

- Proof of concept services
- Application testing
- Infrastructure deployment
- Design and planning services
- Product evaluation
- Solution integration

## A passion for innovation

The increasing pace of change in IT challenges business to keep up and maintain expertise in emerging technologies. This makes it difficult for organisations to exploit new technology quickly and effectively for business improvement.

The Fujitsu Microsoft Solution Centre (the Centre) provides a centre of excellence and a resource for our customers focused on products from leaders in the field – Fujitsu, one of the world's leading IT companies, and Microsoft, the world's largest software company. The Centre is a place where Australian business and government can innovate using some of the world's best technology.

Microsoft is a company that shares Fujitsu's vision and who we believe is well placed with its .NET strategy to deliver the next generation of computing: rich services delivered to anybody, anywhere and on any device. This presents enormous opportunities for our customers.

The Centre's mission is to help Fujitsu's customers understand and evaluate how the latest technology from Fujitsu and Microsoft can be used to improve their business, and to help build the solutions.

### Benefits to our customers

Our Centre will enable customers to:

- Reduce the cost of IT through greater efficiency, better services and fewer problems
- Attract and retain customers through improved customer service, attractive new services and exploitation of new channels such as mobile phones
- Exploit the opportunities new technology brings to offer new products and services to market and to enter new markets.

This leads to increased agility and responsiveness whereby organisations can rapidly respond to changes in their environment to adapt, survive and flourish in an increasingly fast-changing and competitive world.

For customers seeking to find new business opportunities with Microsoft .NET, the priorities are innovation, quality of technical skills, security and speed of execution. These are all qualities Fujitsu has placed at the heart of the Centre's design, charter and ethos.

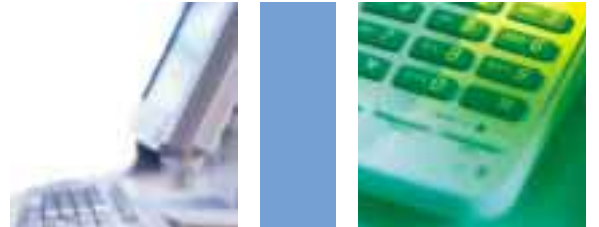
We understand no software exists in a vacuum and we can help customers integrate their innovative Microsoft-based solutions into their existing IT infrastructure.

The Centre is also the headquarters for our national Microsoft Solutions Group.

### Using the centre

In the Centre customers can:

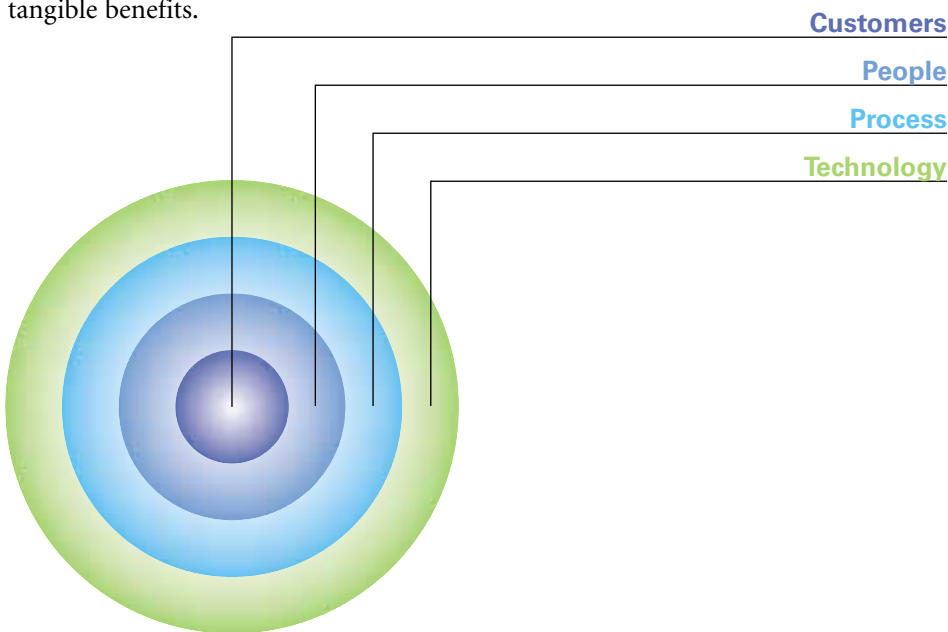
- Understand the implications of the Microsoft .NET strategy
- Understand the Fujitsu offerings and how to leverage the .NET strategy
- Run proof of concepts with a skilled partner
- Receive strategic and technical briefings
- Use specialist consultants as a sounding board for business opportunities
- Build, test and demonstrate new business solutions in a modern facility.



## The Microsoft Solutions Group and the Fujitsu Microsoft Solution Centre

The Microsoft Solutions Group is a national team of consultants with Microsoft product experience. Our group is currently working with customers across the country to explain the benefits of Microsoft and Fujitsu products, identify opportunities for business improvement and apply strategies and technologies to deliver tangible benefits.

The group provides technical consultancy, system integration and infrastructure design skills and software development based around our service delivery methodology.



### Customers

We know people want business solutions, not hardware and software. That is why we place understanding our customer's business at the heart of our business.

### People

We have a dedicated team of consultants and technical experts who are passionate about the power of technology to solve business problems and enable business innovation. Our people are motivated individuals with the tools, training and teamwork to allow them to deliver service excellence.

### Process

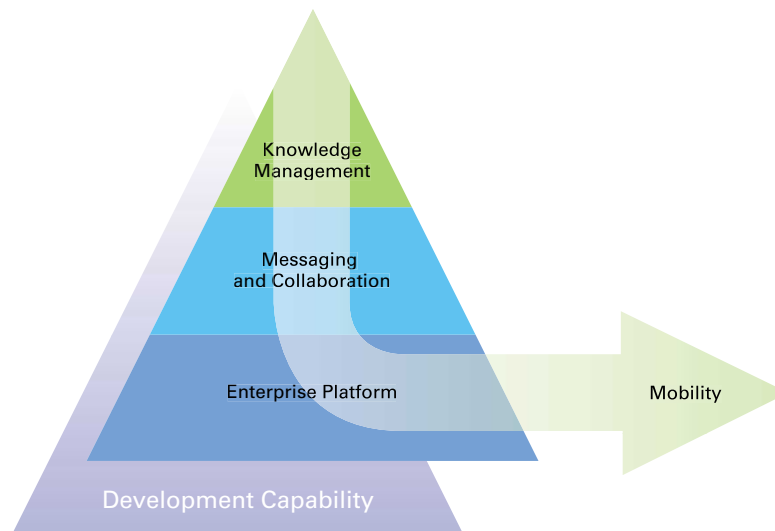
We operate a set of industry standard methodologies which ensure a consistent, low risk, cost effective approach to the delivery of our services. These focus in three areas: consultancy, solution design and implementation. Our methods are closely aligned to Microsoft's practices to allow us to work well together.

### Technology

We have selected the Microsoft and Fujitsu technologies that we believe will bring most value to business. These underpin the Group's service portfolio, grouped into four technology streams. This allows us to be focused and effective. We are constantly monitoring the market and emerging IT to expand and update this portfolio.



## Today's business priorities define our technology streams



We are focussing on four areas based on feedback from our customers and analysts on today's business issues and opportunities. We have invested in the specialist skills and technology to allow us to apply these solutions to our customer's business and achieve rapid results.

All our offerings are underpinned by the development capability necessary to enhance, integrate and tune the components to individual needs and to integrate into existing systems. This capability is focused on the key next generation disciplines of XML, SOAP, UDDI and the Microsoft .NET languages from C# and Visual Basic to Fujitsu COBOL. The streams focus on four product sets.

### Enterprise Platform

Underpinning the whole Microsoft strategy is a set of products that provides a scaleable, extendable and flexible infrastructure. The enterprise platform stream aligns the product sets with business value e.g. reduction of cost, improved efficiency, reduced down time.

### Messaging and Collaboration

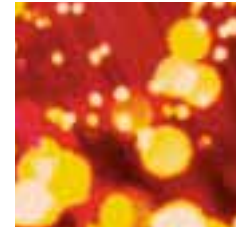
Building on the enterprise platform is the messaging and collaboration technology stream. The stream is designed to deliver a number of services to implement and enhance Microsoft's messaging and collaboration products.

### Knowledge Management

With global spending of knowledge management predicted to exceed US\$12billion by 2005, this stream focuses on the business practices and cultures needed to ensure that the investment in Microsoft's knowledge management products is successful.

### Mobility

Microsoft's mobility products allow an organisation to leverage its investment in back end systems to deliver functionality to mobile devices. The mobility stream helps customers understand how and where this technology can be best used.



Each stream encompasses a range of Microsoft products.

Enterprise Platform	Messaging and Collaboration	Knowledge Management	Mobility
<ul style="list-style-type: none"> <li>• Microsoft Windows 2000</li> <li>• Windows 2000 Server</li> <li>• Windows 2000 Advanced Server</li> <li>• Windows 2000 Datacenter</li> <li>• Microsoft Windows XP</li> <li>• Microsoft Security and Acceleration Server</li> <li>• Microsoft Pocket PC/Windows CE devices</li> <li>• Embedded               <ul style="list-style-type: none"> <li>• Mobile phones</li> <li>• Windows for Smart Cards</li> <li>• Appliances</li> </ul> </li> <li>• Microsoft Systems Management Server</li> </ul>	<ul style="list-style-type: none"> <li>• Microsoft Exchange 2000</li> <li>• Enterprise Exchange</li> <li>• Microsoft Conferencing Server</li> <li>• Workflow Designer</li> </ul>	<ul style="list-style-type: none"> <li>• Microsoft SharePoint Portal Server 2001</li> <li>• Microsoft Office XP &amp; Office XP Developer Edition</li> <li>• Microsoft FrontPage 2002</li> <li>• Microsoft Internet Information Server</li> <li>• Microsoft Visio 2002</li> <li>• SharePoint Team Services</li> <li>• Microsoft Commerce Server 2000</li> <li>• Microsoft Content Management Server 2001</li> <li>• Digital Dashboard</li> <li>• Web Part Development</li> <li>• Workflow Designer</li> <li>• Portals</li> <li>• Information Architecture</li> <li>• Usability</li> </ul>	<ul style="list-style-type: none"> <li>• Microsoft Mobile Information Server 2001</li> <li>• Microsoft Outlook Mobile Manager</li> <li>• Microsoft Exchange 2000</li> <li>• Systems Integration Services</li> </ul>

Key to all the streams is our underlying ability to integrate Microsoft technology with other systems. Our development capability enables us to bring this all together based on the following technology and products:

- Microsoft Biztalk Server
- Microsoft Appcentre Server
- Microsoft Visual Studio.NET
- Office XP Developer Edition
- Microsoft SQL Server
- Exchange 2000
- Internet Explorer
- XML, SOAP
- ADO, CDO

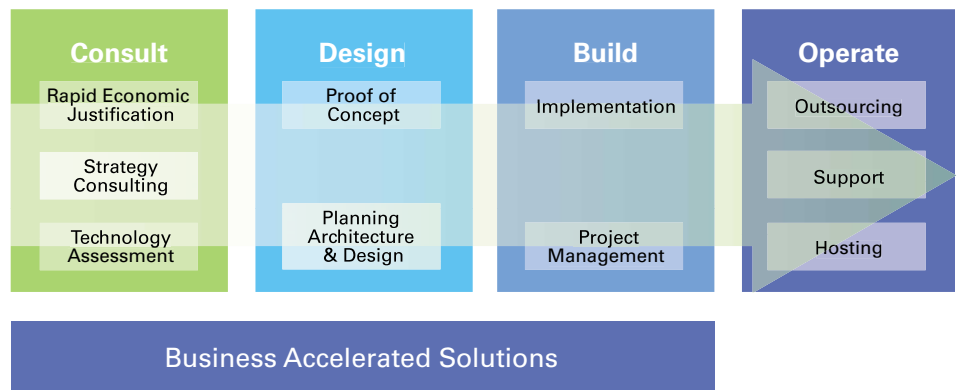




## Fujitsu service portfolio

Fujitsu consults, designs, builds and operates solutions for its customers. These services can be applied to a project as a whole or selected individually to assist within larger projects. The Microsoft Solutions Group is focused on the consult and design phases of a project, and calls in specialised areas for the build and operate phases.

We offer services for all stages of the solution life cycle. Our integrated approach ensures we explore potential opportunities and identify and manage risk.



### Rapid Economic Justification Service

This service helps an organisation analyse and optimise the economic performance of IT investments and facilitate resourcing and capital investment for IT projects. The Microsoft Solutions Group uses the Microsoft Rapid Economic Justification (REJ) model to help develop a compelling business case. Faster than traditional methods, the REJ process lends itself especially well to scenario planning by establishing benchmarks to identify which IT investments make the most sense for a particular customer.

### Strategy Consulting Service

Technology strategy consulting helps organisations plan effective architectures and identify ways that technology can create competitive advantage. A senior-level enterprise-experienced consultant coordinates and delivers a tailored suite of Microsoft related activities, including strategic IT planning, Total Cost of Ownership recommendations and organisational improvement for IT.



## Technology Assessment Service

Assessment and review services provide in-depth evaluation of business requirements, plans, architectures, and designs of operational systems and environments. This enables organisations to identify and mitigate risk and accelerate the return on investment in the early stages of IT projects, as well as to ensure optimal systems performance.

Services are provided by on-site consultants and typically last from a few days to a few weeks.

## Planning, Architecture & Design Services

Delivering next generation applications, infrastructure and business solutions is a highly complex undertaking. Successful delivery depends on clear and careful early planning, architecture and design.

Based on a proven approach, our services ensure that all tasks are identified, reviewed and documented.

We deliver architecture and design documents and a complete project plan, including vision, scope and outline of key phases, milestones, resource requirements, major dependencies and risks. Services are provided by on-site consultants and typically last from a few days to eight weeks.

## Proof of Concept Service

Proof of concept services deliver a prototype for a particular solution or pilot project. They are aimed at identifying issues, making components work together, demonstrating concepts, reducing risk and gaining approval prior to the development or deployment of your IT solution. These activities can be carried out on site or within the Fujitsu Microsoft Solution Centre.

## Business Accelerated Solutions

Business accelerated solutions are a combination of packaged products and services that you can use to accelerate your IT project. The package includes proven standard enterprise architectural designs, templates, examples as well as recommendations for hardware and software.

The Microsoft Solutions Group also offers customised services and will structure an engagement tailored to your needs based on what will make the most impact to your business. These short term or long term engagements have included workshops, skills transfer, brainstorming, troubleshooting and strategic advice and guidance.

## Fujitsu and Microsoft – a global partnership

Fujitsu has enjoyed a relationship with Microsoft since 1982 when we collaborated on the first version of Windows. We have been working together ever since, strengthening our association and constantly improving our services for customers.

Fujitsu today is a major partner behind Microsoft's .NET initiative, supporting key technologies such as C#, SOAP, UDDI and XML. Fujitsu's leading pen based hand-held computers provide the reference platform for Microsoft's forthcoming Tablet PC.

Microsoft selected Fujitsu's leading COBOL development suite to provide the .NET interfaces for VisualStudio.NET. Fujitsu's new COBOL.NET and FORTRAN.NET open the .NET world of next generation web services to the millions of business applications written in these languages.

Fujitsu boasts more than 10,000 Microsoft certified engineers and developers amongst our 60,000 IT professionals, including 150 in Australia. Our Centre is one of 19 Fujitsu Microsoft solution and technology centres worldwide.

We are also a Microsoft Certified Provider, Gold Certified Support Partner, Large Account Reseller, Windows 2000 Datacenter partner and offer a wide range of services and business applications based on the Microsoft platform.

## About Fujitsu

Fujitsu is one of the leading e-Services companies in Australia and New Zealand. Throughout the region, Fujitsu is helping corporate and government customers to design, build and operate solutions which offer competitive advantage in the internet world, from state-of-the-art infrastructure through to complex e-Business solutions. Our portfolio of IT services includes consulting, systems integration, prime contracting and a full range of professional services.

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