



THE POSSIBILITIES ARE INFINITE

Consulting

IT Solutions

Managed Services

FLEXFRAME

FOR SAP

UNLOCK THE FULL POTENTIAL

READY FOR ENTERPRISE SERVICE-ORIENTED ARCHITECTURE

BUILT TO PERFORM

Today, IT departments are expected to adapt their resources to dynamic changes in business processes faster than before while boosting productivity. Personnel costs have increased, along with your IT investments. Upgrades to your software environment are making your IT infrastructure increasingly complex.

A reduction in this complexity would mean more flexibility, leaving more room for innovation. It would be easier to find new and better ways to adapt to changes in business processes, to boost the productivity of your IT department and to find better and more efficient ways to allocate available IT resources as a function of needs. Conventional approaches no longer work.

Fujitsu's FlexFrame for SAP is based on an entirely new approach. It uses a grid computing solution to optimise your IT infrastructures. It is the first certified deployment of an infrastructure solution for SAP NetWeaver. FlexFrame is unique because it virtualises and separates SAP applications from infrastructure resources. These resources – computing power, the network, storage and control/system management – are allocated on demand by using innovative automation mechanisms.

And that means:

- A radically simplified SAP infrastructure
- A significantly more efficient and more productive infrastructure
- An extremely versatile IT environment that reacts to changes in demand and is extremely scalable.

ROI SERVICE - ONE GOOD WAY TO BALANCE PERFORMANCE AND ECONOMY

FlexFrame puts your SAP environment on a future-proofed footing – both in terms of technology and cost.

We evaluated FlexFrame together with an independent consultant for large and medium-sized SAP infrastructures, SAP entry-level installations and large-scale SAP outsourcing providers. According to the analysis of actual customer implementations the potential for cost savings is an average of 60 per cent off the total cost of ownership.

FlexFrame gives you a bridge to an efficient, economical IT infrastructure.

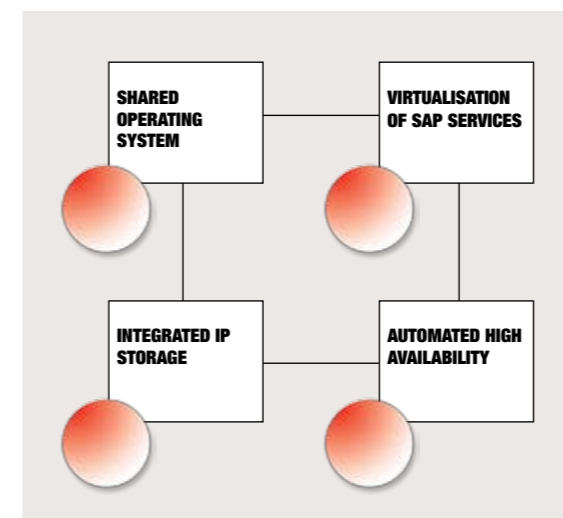
FlexFrame is designed to simplify your SAP infrastructure. For example, in a traditional three tier infrastructure it is not unusual to find distributed servers, disparate operating systems and each with their own software stacks and upgrade roadmaps. All of this has to be administered, maintained and integrated into IP and storage networks, which means costly resources. This structure is also technically and economically unadaptive to changes in business needs. FlexFrame changes this approach..

SHARE RESOURCES, SHARE THE WORK

One of the things that makes FlexFrame so unique is the complete virtualisation of resources and the automation of tasks. What that means is flexible use of server capacity to handle the workload and allocation of storage resources depending on the business requirement. The result of this redefinition is a simple, clearly structured IT landscape that can not only reduce administration and maintenance expense but also cut investment costs. This kind of landscape is designed to react to changes in demand in a matter of seconds. At the same time, FlexFrame is extremely scalable and a practical solution for small operations as well as for organisations with several thousand users.

Four key characteristics make this exceptional flexibility possible:

- ■ Use of the same operating system by all servers
- ■ Virtualisation of SAP modules
- ■ Integration of network-attached storage (NAS) and servers over an IP network
- ■ Use of effective automation mechanisms with autonomous agent software for administration and maximum availability



ONE FOR ALL – A COMMON OPERATING SYSTEM

FlexFrame makes life easier for administrators because all servers use the same operating system. The operating system is automatically booted to the various servers from a central source over the network on demand. Linux is used as the operating system on x64 based PRIMERGY blade or rack servers. This is supported by an Oracle or a MaxDB by MySQL database platform. This combination allows the lowest total cost whilst maintaining a high level of reliability.

Benefits of a common operating system

- Fast, efficient installation and configuration of the operating system
- Updates and patches can be tested without taking servers out of production and are then available to all servers in a matter of seconds upon completion of testing
- No expensive software distribution deployment solutions
- License expense is substantially reduced
- Reduction in training and workload

PERFORMANCE ON DEMAND – VIRTUALISATION OF SAP SERVICES

Separation of the SAP modules from the servers represents a quantum leap for SAP infrastructures in terms of flexibility and scalability. We provided FlexFrame with the SAP adaptive computing controller, which is a central component of SAP NetWeaver, to permit virtualisation of applications. In addition, FlexFrame was the world's first solution to pass the SAP adaptive computing compliance test. For our customers, that not only means that FlexFrame is supported 100 per cent by SAP but also features unique adaptive computing functionalities with centralised installation of SAP modules. These modules can be run on any server at any time depending on demand. Now, for the first time, an IT infrastructure can be configured to be as flexible as the business processes it supports.

Benefits of the virtualisation of SAP services with FlexFrame

- Standardised virtualisation based on SAP NetWeaver
- Flexible use of server capacity with no additional investment
- Server change in a matter of minutes instead of at weekends
- Higher return on investment through better use of available server capacity
- Lower hardware investment
- Increased investment protection through easy infrastructure expansion and problem-free integration of new technologies

BUNDLED STORAGE CAPACITY

As in the case of servers and software, FlexFrame also does away with the permanent allocation of resources when it comes to storage capacity. FlexFrame builds on the market leading network attached storage (NAS), internet protocol (IP) storage and storage area network (SAN) solutions designed to deliver reliability at a lower total cost. The storage products are pre-integrated into the infrastructure, and innovative FlexFrame storage technology lets companies implement custom high-availability and backup strategies without any major expense.

Benefits from the use of integrated storage

- Innovative snapshot technology for reliable data security without compromising the production system (tested against the SAP benchmark)
- Disaster-tolerant redundant configuration possible through data mirroring
- Simple online expansion to eliminate downtime for modifications
- Lower installation and administration expense
- All tasks can be handled during normal working hours
- Efficient use of expensive storage capacity
- High investment protection since expansion is possible at any time without major inconvenience or expensive migration of data

INTELLIGENT SYSTEM MANAGEMENT – AUTOMATED HIGH-AVAILABILITY

FlexFrame does without conventional cluster technology, which is both cost and maintenance intensive. Instead, the FlexFrame solution is based on the use of software that intelligently manages and allocates system resources to ensure the availability of business critical applications. This is done by using FlexFrame autonomous agents. These agents automatically keep track of what software is running on any given server at any given time and immediately recognise free server capacity. They also keep SAP services available by automatically starting them on a free server within a matter of seconds in the event a fault occurs. In addition, the software makes it possible to break the physical FlexFrame configuration itself into virtual units. Individual resource pools can be created for individual customers or departments sharing the same FlexFrame.

Benefits of intelligent system management

- No cluster know-how necessary
- No personnel-intensive system administration
- Automatic integration of new hardware
- Minimum testing required for expansion
- Minimise downtime for testing
- Low training expense compared with cluster solutions
- Extremely stable business processes
- Fewer out of hours IT personnel costs

TOP PERFORMANCE AND RELIABILITY FLEXFRAME TECHNOLOGY

INTEGRATED, TESTED AND CERTIFIED

Eliminate complexity, simplify structures. FlexFrame does exactly that by using a transparent system configuration that consists of three levels – control, application servers and network-assigned storage systems – plus advanced technology. The entire solution has been integrated, tested and certified to deliver maximum performance and reliability.

Depending on your company's IT strategy, you can choose between PRIMERGY blade or rack servers for your FlexFrame configuration. PRIMERGY blade servers have achieved record SAP benchmark performance in their class and provide the maximum level of agility in server deployments.

PRIMERGY – THE PLATFORM FOR ECONOMIC COMPUTING AT ITS BEST

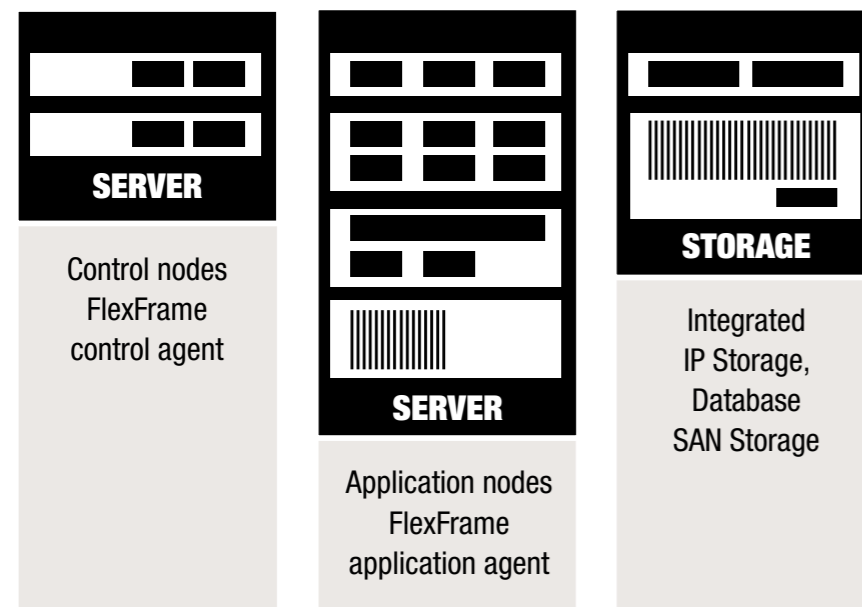
With its exceptionally broad array of Intel-based systems, our PRIMERGY product family is the ideal solution for any application scenario. Plus it features an ideal price/performance ratio. The range extends from ultra-compact monoprocessor servers and models that come with the most advanced blade server technology as well as 16-processor high-end rack servers for high performance database applications. Designed for modern business-critical computing infrastructures in compliance with industry standards, PRIMERGY servers meet all requirements in terms of modularity, fault tolerance, power efficiency and performance.

INTEGRATED IP STORAGE MAKES STORAGE SIMPLE

When we started to develop FlexFrame, the basic idea from the beginning was to create a completely integrated infrastructure. That meant using a storage solution that would permit problem free integration, configuration, management and expansion like the IP storage solutions from EMC and Network Appliance, which have come to be synonymous for reliable, uncomplicated and economical network attached storage solutions. For maximum database performance the FlexFrame solution can also connect directly to storage area network (SAN) systems.

“FlexFrame is a milestone for managing SAP environments, because for the first time we can now dynamically change our IT resources in response to our business requirements. And as economically as possible.”

Hennie Wesseling, Chief Information Officer, TPG

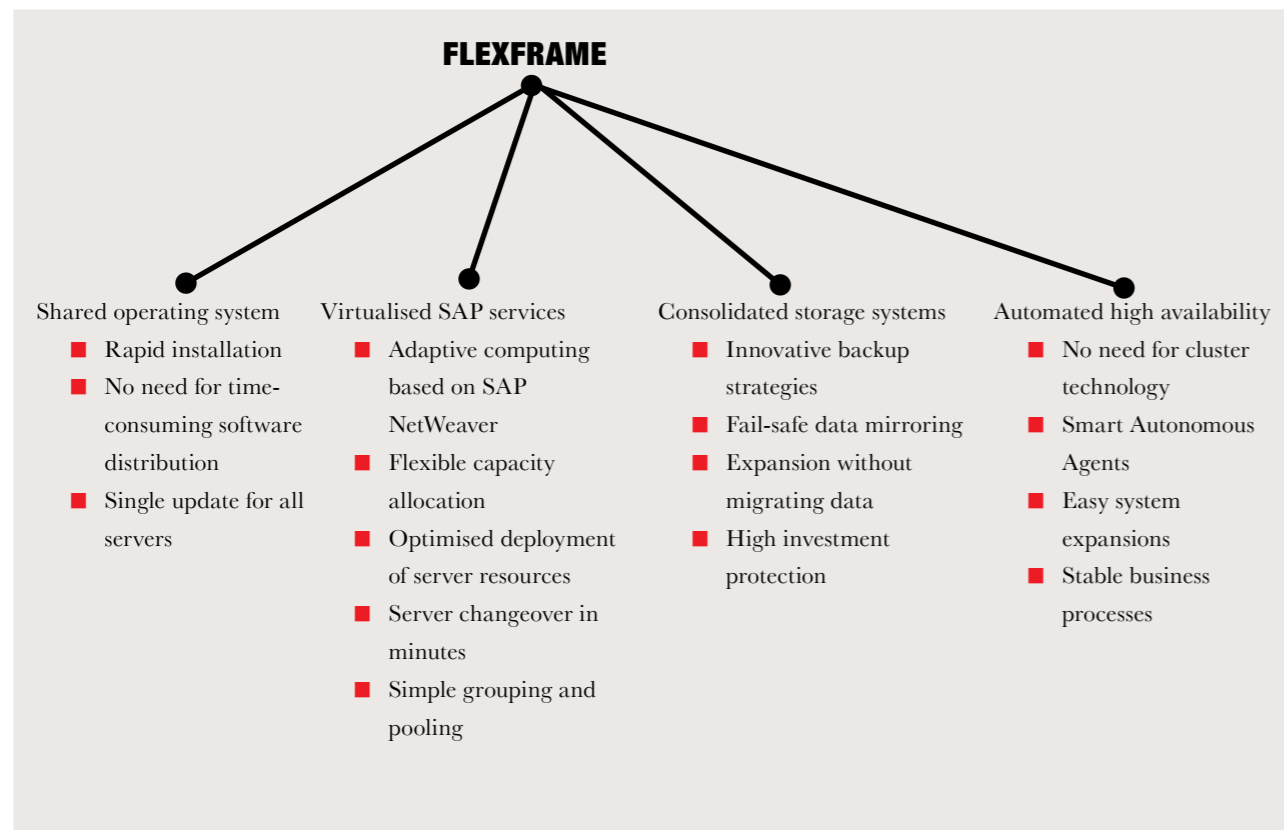


Simple and transparent: FlexFrame features transparent architecture and innovative technology.

FlexFrame for SAP,
the revolutionary
infrastructure solution
with completely
virtualised SAP
services, delivers
proven savings of 60
per cent on average.

THE ESSENTIALS IN REVIEW:

- FlexFrame is different from anything you have ever seen before in the SAP environment
- FlexFrame radically simplifies SAP infrastructures to achieve savings that average 60 per cent
- FlexFrame is the world's first SAP-certified Adaptive Computing infrastructure
- FlexFrame is an ideal infrastructure base for SAP Enterprise SOA
- FlexFrame has been chosen by over 150 companies to consolidate their SAP environments
- FlexFrame is the future-oriented solution for companies with anywhere between 50 and several thousand SAP users

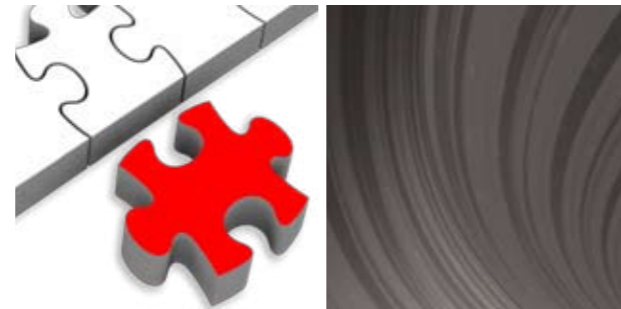


PARTNERING FOR YOUR SUCCESS

Close cooperation characterises our more than 25-year-old partnership with SAP. Our customers benefit from this through innovative SAP infrastructure developments like FlexFrame for SAP.

With capabilities in strategic consulting, systems integration, managed services and infrastructure, we are there to support you according to your requirements. Our target is to assist you in developing your SAP IT infrastructure in a strategic way. Our SAP certified team has a strong track record, a depth of expertise and a wealth of resources.

Fujitsu are an SAP global technology and services provider.



“FlexFrame is a truly innovative and future-oriented solution which can be administered simply, and which allows us at any time to react quickly to changes in demand.”

Raoul Flügel, team leader for Development & Basis Technology for EDAG Engineering + Design AG

“FlexFrame is increasing the performance and cost-effectiveness of our outsourcing offering.”

Shahab Hosseini, IT Manager, Siemens S.A.





ABOUT FUJITSU

Fujitsu Australia and New Zealand is a leading service provider of business, information technology and communications solutions. Throughout Australia and New Zealand we partner with our customers to consult, design, build, operate and support business solutions. From strategic consulting to application and infrastructure solutions and services, Fujitsu Australia and New Zealand have earned a reputation as the single supplier of choice for leading corporate and government organisations. Fujitsu Australia Limited and Fujitsu New Zealand Limited are wholly owned subsidiaries of Fujitsu Limited (TSE: 6702).

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