



FUJITSU

THE POSSIBILITIES ARE INFINITE

Consulting

IT Solutions

Managed Services

SAP

**INFRASTRUCTURE SOLUTIONS
UNLOCK THE FULL POTENTIAL**

MAKING LIFE SIMPLER

Business is getting tougher. No matter where you are in the world, competition is increasing as new global markets are opening up. Customers are demanding and expecting to get even more for their money. In turn, businesses expect more from their IT as they are faced with squeezing even greater productivity out of the budget.

One of the key reasons that many organisations struggle to handle the challenges that they face is that they are hampered by a complex network of legacy systems and processes.

Often these were never designed to work together. Or they are difficult to integrate with the new applications necessary to support evolving business needs. Some systems may not be able to utilise new developments and cost savings found in today's IT infrastructure offerings.

However, such systems and business processes will almost certainly have evolved over the years and be tightly integrated into your day to day operations. So, it is simply not cost effective to throw everything away and start again. And the risks would also be considerable.

IN SAFE HANDS

While the prospect of creating such a wholesale change might seem daunting, it really shouldn't be. There is a solution. Fujitsu offers a full SAP® consulting, integration and infrastructure solution that can help you unlock the full potential of your IT investments.

Utilising proven, industry standard infrastructure technology that is integrated into SAP and the underlying database system, we can ensure that it is deployed in the most efficient way in order to minimise ongoing costs and maximise the return on your IT investment.

By seamlessly linking and integrating your existing and new processes using SAP based solutions we can quickly create a highly integrated operational environment that will deliver significant efficiency and productivity benefits by providing one common data and reporting source across the entire enterprise.

TAKING THE FIRST STEPS

Choosing when, where and how to make your first step towards a fully integrated IT infrastructure is critical. That's why we offer a range of pre-development consultancy services that are designed to help you plan your SAP IT infrastructure in the most straight forward and efficient way in order to maximise operational synergy and minimise the associated cost and risks.

SIZING SERVICES

Using state-of-the-art tools, our consultants will analyse and configure your SAP IT infrastructure, so that it is specifically tuned to your needs. We don't just use checklists. Instead, our data is derived directly from your infrastructure, allowing us to give precise and customised recommendations about the optimum size and configuration of your system requirements.

MIGRATION

Part of the Fujitsu SAP certified migration services is to counsel you on the transition from outdated server technology to new high performance Fujitsu server platforms. Our vast experience, gained over many migration projects, will ensure that the planning and implementation of your SAP migration projects are conducted thoroughly and safely.

SYSTEM INSPECTION

SAP infrastructures evolve gradually, so you can sometimes lose track of exactly what your infrastructure landscape consists of. This makes it very difficult to improve infrastructure performance or remove bottlenecks as it is extremely difficult to track down the source of any problems. With our system inspection service we will analyse your complete SAP infrastructure and evaluate your data, so that we can quickly answer any questions or address any issues that you may have. As a result, you can rapidly and flexibly adapt your systems and respond to fast-changing business requirements.

DISCOVERY SYSTEM

The SAP Discovery System for Enterprise SOA is a complete, fully documented system with the standard SAP software components required for developing and delivering service based applications. This provides the necessary software to run a complete end-to-end business scenario. The complete software suite comes pre-installed, pre-configured, and ready to go on a best-in-class Fujitsu Primergy server.

THE **FUJITSU** DIFFERENCE

Fujitsu's SAP consultancy and infrastructure services offer a number of significant advantages to our customers:

1. GLOBAL COVERAGE

We have over 1,500 SAP consultants working alongside our 35,000 system engineers across the globe. As a result, we can provide end-to-end service offerings to businesses virtually anywhere in the world, including the implementation and ongoing management of the most advanced and cost-effective SAP solutions.

By combining the comprehensive expertise of our highly skilled SAP consultants with a range of sophisticated tools and templates, designed to support the successful creation and integration of mission-critical applications, we can deliver highly tailored SAP based solutions that meet the specific needs of your industry and your business.

In particular, our consultants have access to an extensive collection of SAP tools, engagement best practices, and lessons learned from prior SAP projects. We also have solid offshore resources for cost-effective system implementation and management. In addition, a choice of hosting/outsourcing services can be provided using our state-of-the-art data centre facilities located worldwide.

2. FUJITSU SAP COMPETENCE CENTRES

We operate SAP competence centres, located in three world regions, to help our customers successfully implement SAP platform solutions on a global scale. Using the extensive facilities available in our Fujitsu SAP global competence centres we can also support your benchmark testing by reproducing your own IT environment.

3. MISSION CRITICAL SAP INFRASTRUCTURE

To help IT departments support their transition of applications from mainframe or proprietary UNIX environments, we launched a groundbreaking new line of servers in 2005. Based on Intel® Itanium® 2 processors, the PRIMEQUEST™ family of servers brings industry standard computing to high-end data centre operations.

PRIMEQUEST servers, with their use of Intel processors and the Linux and Microsoft Windows server operating systems, allow companies to enjoy the cost advantages of industry standard technology, take advantage of the Intel ecosystem of technology and application vendors, and leverage Windows and Linux skills in the data centre.

Combined with mission critical levels of support, the solution is able to ensure the utmost level of reliability and performance for your SAP infrastructure environment.

4. ADAPTIVE COMPUTING INFRASTRUCTURE

We initiated and contributed significantly to the joint development and successful introduction of “adaptive computing”, a capability of SAP NetWeaver, with the introduction of FlexFrame for SAP – an IT infrastructure solution for SAP environments that makes significant total cost of ownership (TCO) savings possible.

The FlexFrame solution is based on a clear division of the IT infrastructure for SAP solutions using well defined building blocks: computing, control, network, and storage. As such, it provides complete flexibility in selecting the right IT components for your business, while also ensuring that they can be integrated quickly, cost-effectively and with minimal risk.

“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 Flugel, EDAG Engineering + Design, AG.

5. A SOLID PARTNERSHIP

Our relationship with SAP stretches back many years to the founding days of SAP and the global technology alliance with Fujitsu Siemens Computers and its predecessor companies.

The formal Fujitsu/SAP partnership now operates at both a local and global level. As well as our Global Technology Partner status, which was achieved in 2000, we also obtained the status of Global SAP Services Partner in 2006 and Global SAP Hosting Partner in 2007. We are one of the very few SAP partners to achieve global partnerships in Technology, Services, and Hosting.

As a result, we can provide a compelling end-to-end service and technology offering to customers worldwide, incorporating the latest SAP solutions as well as first hand support, while also ensuring that our own product development remains closely in-line with that of SAP. This combined offering enables companies anywhere around the globe to boost competitiveness by optimising their overall operations using SAP’s business applications based on our cutting edge, high reliability platform products and consulting services.

Our long standing relationship with SAP provides businesses with a unique advantage in the deployment of mission critical and global SAP based solutions.



THE PLATFORM

HIGH RELIABILITY AND HIGH PERFORMANCE INFRASTRUCTURES

Mission critical SAP systems require high reliability and high performance infrastructure solutions. To meet precisely these requirements, we provide a wide choice of platform solutions.

SAP has already implemented Fujitsu servers, storage and business customers for a wide variety of purposes, from development to production and workspace solutions.

Our servers are also achieving high rankings in the SAP Standard Application SD Benchmark as well as other benchmarks, demonstrating that they have the high performance and high reliability necessary to maximise the effectiveness of SAP products.



PROVEN HARDWARE SOLUTIONS

PRIMEQUEST

HIGH-END MISSION-CRITICAL SERVERS FOR WINDOWS AND LINUX

PRIMEQUEST servers are mission critical IA64 servers that enable customers to realise the economic benefits and flexibility of Linux and Windows industry standards while preserving all the attributes required for data centre services. With innovative fault immune system architecture for highest availability and business continuity, PRIMEQUEST servers provide a new operational efficiency for mission critical computing with truly open standards.

- Built with our heritage of performance and reliability
- High performance Dual-Core Intel® Itanium®2 processors
- Robust mainframe class availability and scalability
- Support the most demanding Microsoft Windows Server™ and Linux environments
- #1 Linux SAP performance result on the two-tier SAP® SD Standard Application Benchmark. ¹



“We believe that the PRIMEQUEST server line, with its high quality and high reliability, further reinforces our combined business and infrastructure solutions.

- Rolf Müller, Development Manager Microsoft Platforms, SAP AG



FLEXFRAME FOR SAP

FlexFrame for SAP is a pre-integrated and highly efficient IT infrastructure that dynamically assigns servers to SAP applications on demand. The SAP software and Linux or Solaris operating system are on a central storage system and can be started on any server in the FlexFrame pool within minutes, reducing installation and maintenance dramatically. It is a unique solution for consolidating SAP applications on industry standard platforms that can grow in small steps without unnecessary pre-investments.

- The world's first SAP certified adaptive computing infrastructure
- Radically simplifies SAP infrastructure
- Proven TCO savings that average 60 percent
- Deployed in over 150 companies.



PRIMERGY INDUSTRY STANDARD SERVERS FOR WINDOWS AND LINUX

Based on industry standard architectures, PRIMERGY servers are the best answer to the 'do more with less' challenge. Our unique blade ecosystem enables you to reduce the amount of power consumption and the effort for server and software administration. Intelligent tools which are delivered with blades allow you to establish automated resource management of your data centre. The rewards are more flexibility and lower TCO.

- A comprehensive family of industry standard servers
- Scalable, compact, and highly manageable blade servers
- Rock solid reliability and industry-leading performance
- The perfect choice for enterprise Windows and Linux
- #1 two processor performance result (both rack and blade) on the two-tier SAP® SD Standard Application Benchmark.¹



ETERNUS STORAGE SYSTEMS

The ETERNUS storage product line is known to deliver uncompromised reliability and availability for enterprise class and small and medium size business storage requirements. ETERNUS storage products are complemented by a full range of advanced storage management functionality to help protect your data.

- Range from compact cost effective solutions to highly scalable, mission critical systems
- High reliability through reduced component count and quality control
- Space, power and low noise design to save up to 40 percent in environmental costs
- Massive 1.3 petabyte scalability
- High performance and near-line disks in same enclosure
- Massive array of inactive disk (MAID) technology reduces power consumption.
- Unique built-in storage controller based encryption
- Cost effective disaster recovery solutions using iSCSI
- High storage performance from up to sixteen 3.6GHz dual processors per system.



MOBILE DEVICES

Our notebooks are some of the most reliable in the industry and our Tablet PCs are designed for on-your-feet or at-your-desk computing applications. Combined with mProcess, our client-server software designed to mobilise your operational systems, the solution delivers mobility to SAP.

- World's smallest tablet convertible UMPC²
- Wide range of innovative tablet PCs
- Economy to executive notebooks
- Handheld pocket PC devices
- Wi-Fi and 3G enabled

THE **COMPLETE** SOLUTION

To help customers maximise the return on their IT investment and ensure that even the most complex SAP based projects are deployed rapidly and safely, we offer a range of end-to-end SAP solutions, including consulting, implementation, lifecycle support and infrastructure solutions.

By combining our in-depth knowledge of SAP products, gained through the successful implementation and operation of more than 5,500 SAP based installations worldwide, together with our extensive global and industry knowledge, we can provide you with industry pre-configured templates that reduce implementation time, resulting in significant cost savings.

In addition, we offer a choice of innovative, high reliability, high performance infrastructure solutions that are capable of running even the most demanding and business critical IT architectures.

SOLUTIONS

- SAP ERP
- Human capital management
- Product lifecycle management
- Supplier relationship management
- Customer relationship management
- Supply chain management
- NetWeaver
- SAP infrastructure solutions
- Mobility solutions.

SERVICES

- Implementation service, including packaged solutions
- Rapid enterprise portal
- Outsourcing, including system migration
- Hosting and managed service
- SAP upgrades
- SAP archiving
- SAP support on demand.



“The mobile solution developed by Fujitsu is yielding concrete business benefits... More than half of the work we used to do has been eliminated.”

- Arto Kuoppa, Transport Manager,
Hartwall, Finland.

We have 1,500 highly experienced SAP consultants around the world, backed up by state-of-the-art development and verification facilities in three major SAP competence centres.

1. As of July 1, 2007.

The SAP benchmarks stated comply with the rules of the SAP Standard Application Benchmark Council and have been audited and certified by SAP. More information: <http://www.sap.com/benchmark>.

2. As of May 16, 2007, according to Fujitsu investigations.

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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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14001**

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