

Commercial simplicity – a single point of contact

IT Procurement Services



THE POSSIBILITIES ARE INFINITE

"We needed speed and we needed commercial flexibility. We got this via Fujitsu's IT Procurement Services. Fujitsu also guaranteed a maximum price so we could manage our exposure to risk." Donel Miller, Technology Operations Director, Digicel.

Quick and responsive service to your IT requirements...



The Business Challenge

Assessing and evaluating technology solutions can be costly and time-consuming. Resources can spend endless hours trying to find the right vendor, design the best solution for your requirements, tracking orders and obtaining prices, amongst other unproductive activities. This is often because supply chain processes are disconnected and your procurement staff has to co-ordinate the activities of many suppliers.

The Fujitsu response

At Fujitsu, we recognize the value to customers of alliances and partnering arrangements, and are experienced in acting as prime integrator, alliance partner and sub-contractor. We deal with multiple vendors and provide a single point of contact for all your IT infrastructure requirements – from large integrated systems, including software licenses, through to IT consumables.

The alliances and partnerships that we have with the leading software and hardware vendors mean you can tap into our broad market and product knowledge. Our Procurement Specialists keep on top of the latest technology developments and product innovations in the industry.

Our Value Proposition

We provide a complete service to simplify and streamline the complex process of client based IT procurement. Our optimal and complete service includes door-to-door delivery of multi-vendor IT hardware and software products with associated warranty, staging & support, delivered locally. Our commercial simplicity manages the risk for you and provides an efficient and fast service that is responsive to your needs throughout the complete lifecycle of your client IT asset program.

We will help you to choose the right products on the most favourable terms and ensure the new products work with your existing systems. In addition, we can manage the implementation and recover displaced products.

Potential benefits for you

- Commercial simplicity – single point of contact
- IT procurement controlled, reducing complexity and reducing total IT costs
- Special purchase offers and discounts
- E-procurement tools available to increase the efficiency of IT purchases
- Expert assistance to select the right IT products for your unique requirements
- A consistent supply service
- Risks are minimized when rolling out new systems
- Redundant IT products are disposed of legally and cost effectively
- You are able to focus on your core business

Why Fujitsu

We are vendor neutral and hold Tier 1 accreditations with major hardware and software vendors so we are able to match the right products to any individual business problem.

We are not just an effective supply chain for your IT products, we are also a full range IT service provider with services ranging from consultancy to managed service and support.

We are experienced in the largest projects and have the capacity to supply our IT products and solutions across the region.

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How we work

Fujitsu's procurement service meet customer requirements that vary from relatively straightforward IT requests through to highly complex end-to-end solutions, designed to address specific business objectives. We will evaluate, source, purchase and track the IT products you require; within agreed timeframes for the entire process management, from order to delivery.

Our IT Procurement Services are designed to ensure that you choose the right technologies and mix of products that will be able to grow with your business. Because we know that you cannot afford to get it wrong, we will supply you with the precise mix of skills you need and help to ensure you get the best value for money, using a multi-vendor product set.

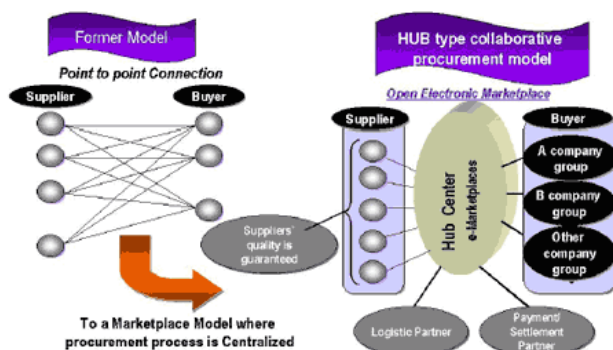
Our Procurement Services go through a rigorous qualification process to ensure we protect our client's IT investments. Our process includes:

Evaluate: *Enabling you to make the right choices*

New technologies and software products are emerging at an ever-increasing rate and as a result, product lifecycles are shortening. Our procurement specialists will review the spectrum of technologies available (both old and new) and determine the best fit for the demands of your business.

Specify: *Getting IT right!*

The design and implementation of an IT infrastructure has to consider not only today's requirements, but also future growth requirements. This is critical when deciding which hardware and software products to use, and the configurations that will help "future-proof" your systems. Our close relationship with all the leading vendors and our understanding of their products and product development strategies will help you make the right decision for your business.



Service Description

The scope of our IT Procurement Services includes:

- **Order Processing**
Purchase order definition and treatment on a local and regional basis, quick ordering means (telephone, e-mail and fax) and authorization levels.
- **Product Supply**
From ensuring stock availability and delivery to the customer premises within identified timescales; to management of DOA recovery and product control against orders
- **Invoicing**
Central or local, according to agreed procedures
- **Service Management**
Reporting on activity, products purchase status, issues or availability.

Value-Added Services Options

Through our IT Solutions and Support Services optional service components that span the complete procurement and deployment value chain include;

- Discovery and Preparation
- Image Development
- Staging & Integration
- Deployment and Installation
- Asset Recovery and Disposal
- Asset Availability & Reliability



Staging and Integration Facilities

Whether it is the convenient door-to-door delivery of multi-vendor IT hardware and software assets at competitive prices or the complete life cycle management of Client based IT assets in remote locations - Fujitsu is able to provide a full range of selectable services that are easily understood, clearly defined and rich in added value.