

Microsoft **ACCELERATED**

Fujitsu and Microsoft's Industrialisation Initiative helps you accelerate the deployment and management of new Microsoft technologies to deliver ongoing business value to your company and employees.



Infrastructure growth pains?

The IT infrastructure is an area of growing complexity. It's also the source of an increasing amount of pain for organisations today. Infrastructure issues are consuming more and more time, resources and IT budget, at the expense of more strategic projects. Often it's a challenge just to keep systems performing to meet the service needs of staff and customers. What's more, organisations are finding it even more difficult to adapt the infrastructure in line with changing business demands. Should managing your infrastructure really be this painful?

New Microsoft. New opportunity?

Microsoft, as a leader in the enterprise desktop and application development tools market, has a well established presence within the infrastructure space. And with the launch of its largest set of new technologies for over 5 years, including Vista, Office System 2007 and Exchange 2007, Microsoft is strengthening its product base further.

These new Microsoft products provide an opportunity for organisations to transform their environment – to deliver a more flexible, robust, easier to manage infrastructure platform for their business. So how can you best position your organisation to take advantage of these new technologies without bringing yet more pain, cost and complexity to your environment?

Microsoft Accelerated

Through the Industrialisation Initiative, Fujitsu has joined forces with Microsoft to speed up the deployment of new Microsoft technology and resultant cost savings within your environment, whilst ensuring the highest levels of performance. The focus is on minimising the risk, disruption and cost to your business – and providing a more agile platform for the future.

We're achieving this through our industrialised approach to IT service – standardising the delivery and management of Microsoft-based services. Together Fujitsu and Microsoft have jointly invested in the development of a set of pre-built and pre-validated TRIOLE templates. These fully proven, standardised building blocks combine the technology, services and best practices needed to deploy Microsoft products faster, whilst ensuring their ongoing performance.

HOW YOU CAN BENEFIT

Faster implementation: Faster, lower risk, lower cost Microsoft implementations with minimum disruption to your business

Less risk: Deploy an industrial-strength Microsoft platform backed by performance guarantees and commitment to continuous service improvement

Greater flexibility: Provide infrastructure built using flexible, standardised building blocks to create a more dynamic environment – designed for ease of reuse and change

Cost savings: Deliver a Microsoft platform that reduces Total Cost of Ownership freeing budget for investment in more strategic projects

Industrial-strength Microsoft

The Industrialisation Initiative brings together the best of both Fujitsu and Microsoft. It's designed to help you more easily take advantage of world-class Microsoft technologies – backed by Fujitsu's real-world IT services expertise and the people who know Microsoft products best – Microsoft.

We've developed a set of jointly delivered consulting engagements to help organisations plan and prioritise their investment in new infrastructure to meet their business needs, whilst maximising cost savings. Fujitsu brings its heritage and experience in the delivery of mainframe and mission-critical systems to bear – ensuring your seamless migration to a Microsoft platform that offers the performance levels and security your business-critical operations can depend on. To give you complete confidence and peace of mind, we'll also share the risks – guaranteeing the performance of your infrastructure once up and running.

A service driven approach

We recognise that too many IT departments find themselves constantly fire-fighting, addressing the same management and support issues again and again. In response, our pre-built, standardised TRIOLE templates include a best practice ITIL based service management framework. Essentially, it ensures manageability and serviceability are embedded into your infrastructure upfront – not as an after thought. Fujitsu also applies its unique Sense and Respond approach to the ongoing servicing of your Microsoft based infrastructure to drive continuous improvement. Essentially, the focus is on ensuring the platform continues to meet your exacting business needs – looking to proactively address the root cause of problems rather than allowing the same issues to reoccur again and again.

Complete accountability

At the heart of our commitment to Accelerating Microsoft, we've established a joint Fujitsu Microsoft Practice. It enables Fujitsu and Microsoft experts to work together hand in hand as a single dedicated team. This ensures our strategies and development work are fully aligned – and importantly, simplifies the process of engaging the right experts within our two organisations to effectively meet the needs of your business. It also allows us to be fully accountable for the services we deliver – and should any problems arise, provides a single point of escalation, so they can be readily addressed.

Industrialised Microsoft: services portfolio

Fujitsu, working with Microsoft, has focused its industrialisation effort around the development of four key service areas:

Legacy Modernisation: Rapidly migrate to the Microsoft platform with greater confidence and less cost

Fujitsu's Legacy Modernisation service enables safe, rapid migration of legacy mainframe applications to a more flexible, cost-effective Microsoft platform. We provide a unique toolset to enable the transition into the .NET framework; pre-built and pre-tested templates to streamline deployment; all backed by our expertise

in mission-critical computing. It ensures we can support you at every stage of your migration – mitigating the risks, minimising disruption and ensuring the ongoing performance of your applications on the Microsoft platform.

Infrastructure Projects: Accelerating deployment to optimise your environment and deliver cost savings

Fujitsu helps plan your investment in new Microsoft technologies and ensure rapid deployment to address your business issues. We jointly work with you to identify potential cost savings and efficiencies, before using pre-built and pre-tested Microsoft based templates to accelerate deployment and ensure high performance. By taking a services approach, we'll also ensure the serviceability of your IT environment and alignment with your business needs moving forward.

Unified Communications: Take advantage of lower cost, more pervasive communications to improve business productivity

Fujitsu's Unified Communications services enhance the way your people communicate and collaborate. Using our depth of communication technology and service expertise, we will help you design a roadmap and implementation plan to best position your organisation to exploit existing and new Microsoft technologies, as part of a unified communications strategy. We'll also simplify the process of transforming your communications environment through the use of pre-proven templates. By so doing, we can reduce the risks, cost and complexity whilst accelerating your time-to-market – to help you build stronger, more profitable customer relationships.

TRIOLE for Applications: Increase flexibility and business responsiveness

Fujitsu helps position your organisation to exploit new and emerging application services – reducing costs and providing an agile platform for the future. We'll help you plan your safe migration to a service oriented architecture (SOA) through expert application consultancy. We've developed an Application Integration Service, based on the Microsoft platform, which gives you the ability to expose functionality within your legacy systems and access new software-as-services. Our pre-proven approach and technology reduces the risks and costs of moving to a more responsive, services-led application environment, enabling your people to drive innovation and business success.

Why Fujitsu?

Fujitsu is the world's 3rd largest IT company. The company supports over 3,000,000 desktops and 30,000 servers in Europe alone. We also provide market leading enterprise networking, consultancy and managed services across the globe. As a leading Microsoft Global Alliance Partner, delivering over \$4bn of Microsoft related services annually, we're ideally placed to help organisations exploit new Microsoft technologies.

Why Microsoft?

Microsoft is the global leader in the enterprise desktop and application development tools market. The company boasts over 71,000 staff, revenues of \$44 billion and unrivalled market reach.

ASK FUJITSU

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