

Documentum Alliance at a Glance

Overview

EMC Documentum is the leading provider of content management solutions, with the proven experience and superior technology that uniquely qualifies them as content management experts. With offices around the world and serving more than 3,500 of the largest businesses, Documentum, as part of EMC, is \$8 billion dollars strong.

Partner Products

- Enterprise Compliance Management
- Healthcare – Electronic Health Record Systems
- Web Content Management
- Enterprise Portals
- Workflow Applications
- Document Management and Imaging
- Digital Asset Management
- Collaboration
- Records Management
- eMail Management
- Enterprise Search

Joint Value Proposition

Fujitsu Consulting is a premier EMC Documentum partner with more than nine years of a successful partnership. Fujitsu and Documentum have met the needs of more than 100 clients around the world, delivering expertise and capabilities in enterprise content management planning, integration, and support. Because we are repeatedly called upon to deliver solutions in healthcare and compliance, we have developed specialized offerings in these areas. With proven best practices in the implementation, development and maintenance of content management solutions, Fujitsu Consulting helps define the right roadmap to achieving and maximizing Documentum investments across the business enterprise with benefits that are measurable, sustainable and repeatable.

Methodology

MacroScope®, Fujitsu Consulting's award-winning methodology, allows customers to derive business value from their information systems investments. Our Benefits Realization™ technique along with our experience with Documentum and various technologies, allow us to provide excellent integration services for any size organization.

Joint References

Becton Dickinson	ING Barings	Prudential
Benefits Nation	JPMorgan Chase	Roche Diagnostics
Bristol-Myers Squibb	Lahey Clinic	Sears
Cendant Mortgage	Merck & Co.	State Street Global Advisors
Fidelity	Merrill Lynch	Takenda Chemical Entities
First Marblehead Bank	Nomura Securities	Verizon
Foster Wheeler	Pall Medical Systems	Washington Mutual
Fujisawa	Partners Healthcare	XL Capital
General Reinsurance	Pfizer	

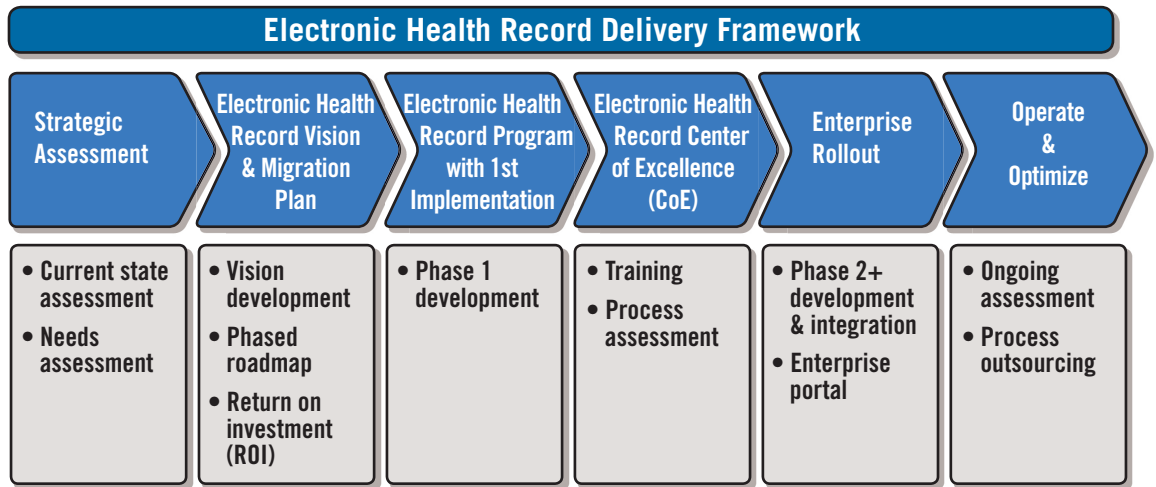
Target Industries

- Financial Services
- Insurance
- Healthcare
- Government
- Telco

Joint Partnership Initiatives

Healthcare-Electronic Health Road

Fujitsu Consulting and EMC Documentum have developed Information Management Offerings in the areas of healthcare and enterprise compliance. These offerings are the result of combining our customer experience with specialized skills and knowledge of our consultants, resulting in tools, specialized interfaces, analytical methodologies, and readily deployable technology.

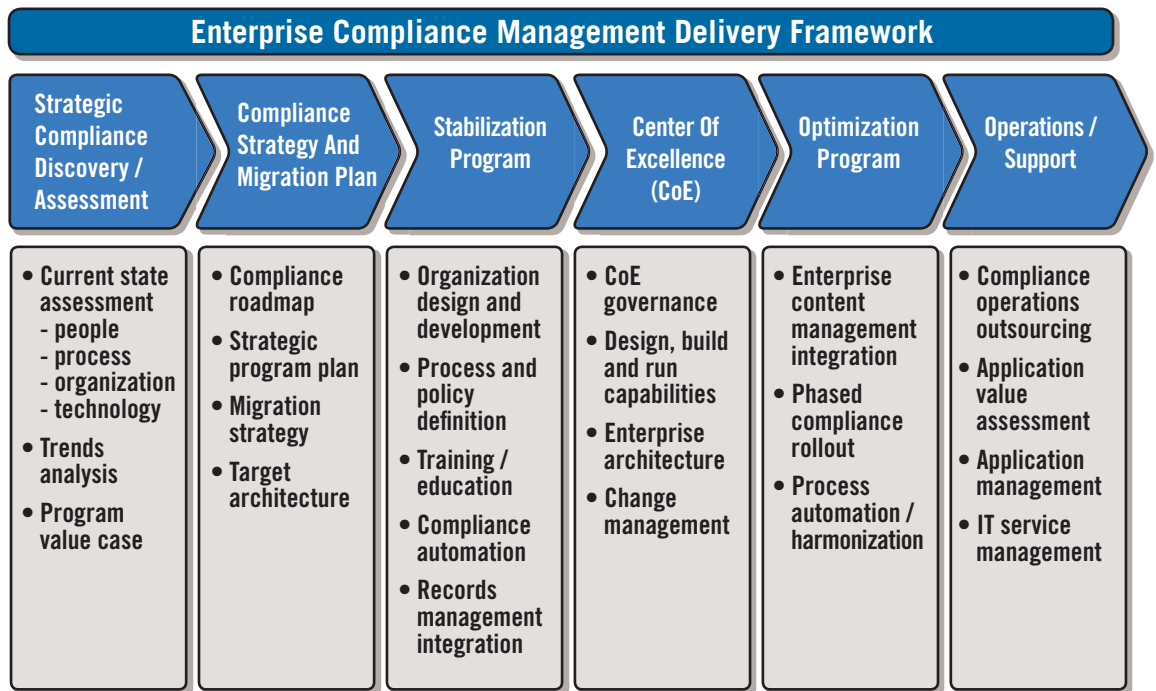


Fujitsu, EMC Documentum and Adobe have tailored a solution that combines legacy system information. This solution provides virtual electronic health records (EHR) so health care providers can streamline processes to improve patient care, reduce costs and achieve compliance.

References

- Lahey Clinic
- Partners Healthcare

Enterprise Compliance Management



For clients wishing to deploy an efficient, cost-effective enterprise compliance management framework, Fujitsu provides extensive experience in enterprise compliance assessment, planning, implementation and support.

Enterprise Application Integration

Content for PeopleSoft

Fujitsu Consulting's content for PeopleSoft allows customers to integrate EMC Documentum's eContent server platform with PeopleSoft allowing users to publish, manage, scan, route and link content.

Content for Siebel

Content for Siebel framework allows customers to integrate EMC Documentum's eContent Server and Siebel's Customer Relationship Management platform. The content for Siebel framework offers customers the ability to manage content right from the Siebel user-interface and link Siebel and Documentum objects. It also allows for customers to publish content from Siebel into Documentum or from Documentum into Siebel, perform workflow and much more.

Content for Domino

Content for Domino allows customers to manage EMC Documentum content from Lotus Domino databases. It also allows for bulk loading of data from Lotus Domino databases into EMC Documentum or data from other file systems.

About Fujitsu Consulting

A trusted provider of management and technology consulting to business and government, Fujitsu Consulting is the North American consulting and services arm of the \$40.6 billion Fujitsu group. Fujitsu Consulting integrates the core expertise of the Fujitsu companies and its partners to deliver complete business solutions in the areas of IT governance, information management, legacy systems modernization, application outsourcing and business process outsourcing. Through its full range of consulting, implementation and IT management services and its industry-recognized strategic approach, Macroscopic®, Fujitsu Consulting enables clients to build more value into their IT investments and drive their leadership in the marketplace.

We work with you to create solutions and produce results that drive your business.

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