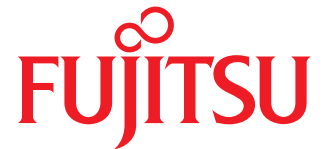


THE POSSIBILITIES ARE INFINITE



Building the Value of Software Assets

Systems Development



Client Challenges

Time-to-market (TTM) comes in two mutually dependent forms: external and internal. To reduce the external TTM for new products and services, organizations must also reduce the internal TTM for the supporting information systems and applications. Adopting new technologies quickly can create competitive advantage for the enterprise, but this only becomes possible when the Information Technology (IT) group successfully meets the associated "crash learning and development" challenges.

The more rapidly organizations adopt new technologies—be they intranets/the Internet, groupware, enterprise-wide software packages, or data warehousing—the more their IT groups need to resolve key management and process issues. Faster TTM requires improved cycle times, better IS productivity, qualified resources and technologies that meet user needs, and so on. Chief Information Officers, in particular, are looking for solutions that reduce total systems life cycle costs. These issues are especially important when IT is mission-critical and the related expenses are highly visible.

Systems Delivery Solutions from Fujitsu Consulting

Fujitsu Consulting helps you deliver new information systems more quickly and reliably. Solutions are available to:

- Design customized applications;
- Develop commercial-quality applications; and
- Implement enterprise-wide software packages off the shelf.

We employ proven processes for designing, developing, and deploying new business applications, as well as for enhancing and customizing existing applications. Our long and successful track record spans many generations of IT and several thousand projects worldwide.

One of the main reasons for our success—and the success of client organizations—is that we believe information systems and software must be managed like valuable corporate assets, no different than real estate, office equipment, or computer hardware. We encourage business users to take prime ownership stakes in new information systems by making sure they play a leading role from the start of the design stage—and we strengthen our clients' effective ownership and control of information systems by organizing systematic knowledge transfers to their IT groups.

Fujitsu Consulting delivers systems that incorporate best-in-class solutions that reflect our beliefs, and that build the value of our clients' information assets.

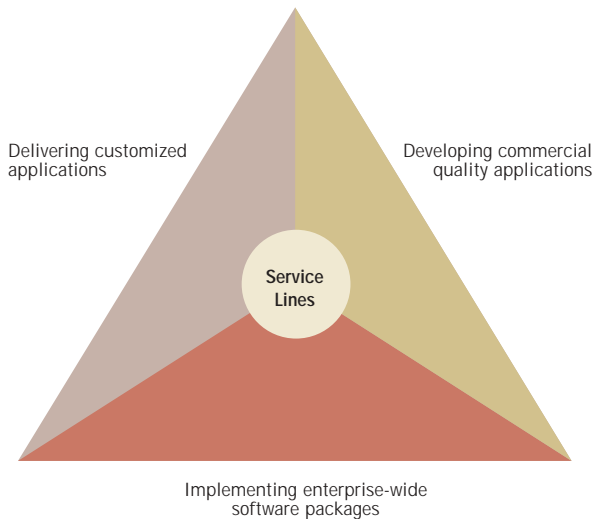


Figure 1. Fujitsu Consulting's Systems Development Service Lines

Service Lines

Fujitsu Consulting offers three service lines, as illustrated in Figure 1. These service lines support the full life cycle of systems development, from specification through project management to testing and training.

Customized Applications

Fujitsu Consulting works with you to design, develop, and deploy new business applications, as well as to enhance and customize existing applications. We help you manage large systems delivery projects lasting years. Or we support the rapid delivery of quality systems in the space of a few months. For large development projects, we design an approach that minimizes the need for costly, time-consuming adjustments following systems delivery. We adapt our approach to the particular constraints of each development project. For rapid development projects, we rely on a variety of project acceleration techniques, and tailor activities and milestones to narrow time constraints.

Enterprise-Wide Software Packages

Fujitsu Consulting offers a comprehensive menu of services designed to help you select, acquire, adapt, and deploy one or more software packages, such as SAP. A detailed evaluation phase focuses on helping you make a preliminary selection that strikes a balance between current business requirements, package functionality, and the long-term outlook. Fujitsu Consulting supports you throughout the full cycle, from package selection to implementation and testing. Reaching beyond technical installation, we also help you manage the transformations in business processes required to derive maximum benefits from new software packages.

Commercial Quality Applications

Fujitsu Consulting brings you the processes, tools, and people to develop applications that meet commercial software quality standards. Applications developed by Fujitsu Consulting meet the tough IT market tests of technical quality, flexibility, functionality, and industrial strength, as well as the tough customer tests of usability and congenial interface design. You can deliver Fujitsu Consulting-developed applications to a large variety of internal users, or resell applications to external business partners with confidence.

Methods at Work: The Fujitsu Consulting Approach

Fujitsu Consulting applies a suite of methods and tools, known collectively as Macroscopic®, that were originally developed by DMR Consulting. Macroscopic enables Fujitsu Consulting to approach each assignment in a consistent, results-oriented manner with a toolkit of best practices in hand.

Our systems delivery teams employ the ProductivityCentre™ component of Macroscopic. A world-class method for systems development, ProductivityCentre is designed to:

- Increase the productivity of development teams and client IT groups through better predictability, estimating, and forecasting;
- Reduce project costs and risks through ongoing access to industry best-practices, tested processes, and experience;
- Foster reuse of experience, specifications, components, and standards; and
- Increase software quality and reliability.

ProductivityCentre processes are flexible and adaptable. They feature paths that can support large systems, Rapid Applications Development (RAD), enterprise-wide package implementation, and applications maintenance—and embed object-orientation. Our Systems Delivery Practice reinforces the method-based approach with internal education, networking, and the frequent reuse of templates, examples, objects, and procedures.

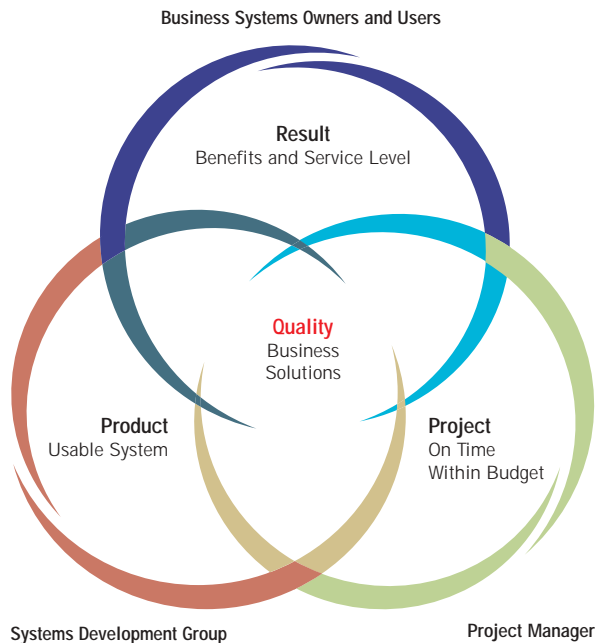


Figure 2. Three Integrated Perspectives

Integrating Three Perspectives

As illustrated in Figure 2, the Fujitsu Consulting approach harmoniously integrates the perspectives of the three participants crucial to building a successful information system: the business system owner, the systems development specialists, and the project manager. This approach makes it possible to deliver a highly usable system that meets your organization's business needs. We clarify and organize the delivery process by assigning precise responsibilities to each project participant, who in turn becomes responsible for a series of well-defined and manageable deliverables. This deliverable-based process ensures better tracking of the project's progress and facilitates communication among all participants.

As a result, the delivery process becomes more flexible and responsive to evolving business needs. We also employ an iterative approach to the construction and testing of systems that is particularly useful in prototyping. This iterative approach reduces the risk of failure, ensures a stable progression of systems development, improves viability, and enhances the quality of systems. In addition, we employ a standard incremental approach, which provides for the delivery of the system in a sequence of releases. This permits segmentation of complex systems development so that system elements can be produced as separate parts in parallel, resulting in faster delivery.

Bottom Line

The Fujitsu Consulting commitment is to deliver systems that increase the value of the client's information asset base. Technical excellence and leading-edge methods are a means to this end. Another key ingredient is our practical business focus on deadlines, information system quality, and the technological capabilities of the client organization. We focus on tangible business benefits from the start.

Experience the Fujitsu Consulting Difference

As the management- and technology-consulting arm of the US\$45-billion Fujitsu group, Fujitsu Consulting integrates the core expertise of Fujitsu companies and its partners to deliver complete solutions to businesses and government in the areas of Information Management, Legacy Modernization and Managed Services. The scope of these offerings extends from strategic management consulting to the tiniest detail of infrastructure operations. Through its industry-recognized strategic methodology, Macroscopic[®], Fujitsu Consulting assists clients in incorporating more value into their investments and driving their leadership in the marketplace.

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

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