

Fujitsu remains a trusted business partner of telecom, cable, wireless, and utility service providers, plus government and enterprise entities, by continuing to develop industry-leading optical networking solutions. Our solutions help customers reduce CAPEX and OPEX, ultimately driving down the cost of delivering bandwidth and enabling new service offerings. Our culture, which values superior customer service and industry expertise, is ingrained in the products we deliver and the way we do business.

Our History

Fujitsu has been working with service providers for more than twenty years to help create the highly available, highly manageable communications infrastructure that the United States economy relies on daily. We established a leadership position with SONET platforms in the late 1980s, securing the #1 position in the optical transport market with products installed in the central offices of nearly every major carrier in North America. Fujitsu broadened its leadership position in the market with the introduction of the FLASHWAVE® family of next-generation, multiservice optical transport products, which combine powerful service interface and switching capabilities in compact and scalable platforms. These products help Fujitsu remain the #1 supplier in both the Multi-Service Provisioning Platform (MSPP) market and the Re-configurable Optical Add/Drop Multiplexer (ROADM) market, the two most critical components of today's optical network.

Our Vision

Fujitsu has participated in every major development in the evolution of optical communications. Today, to address the significant networking requirements created by the circuit-to-packet and voice-to-entertainment transitions, Fujitsu is leveraging and driving key industry technology advances that bridge the operational and data plane values of our customers' transport heritage with the world of scalable packet networking. Fujitsu innovation will result in a new type of transport element that integrates SONET, Ethernet, and WDM delivery technologies with MPLS and pseudowire management technologies to create a highly integrated networking approach for scalable Ethernet services.

Our Research and Development Expertise

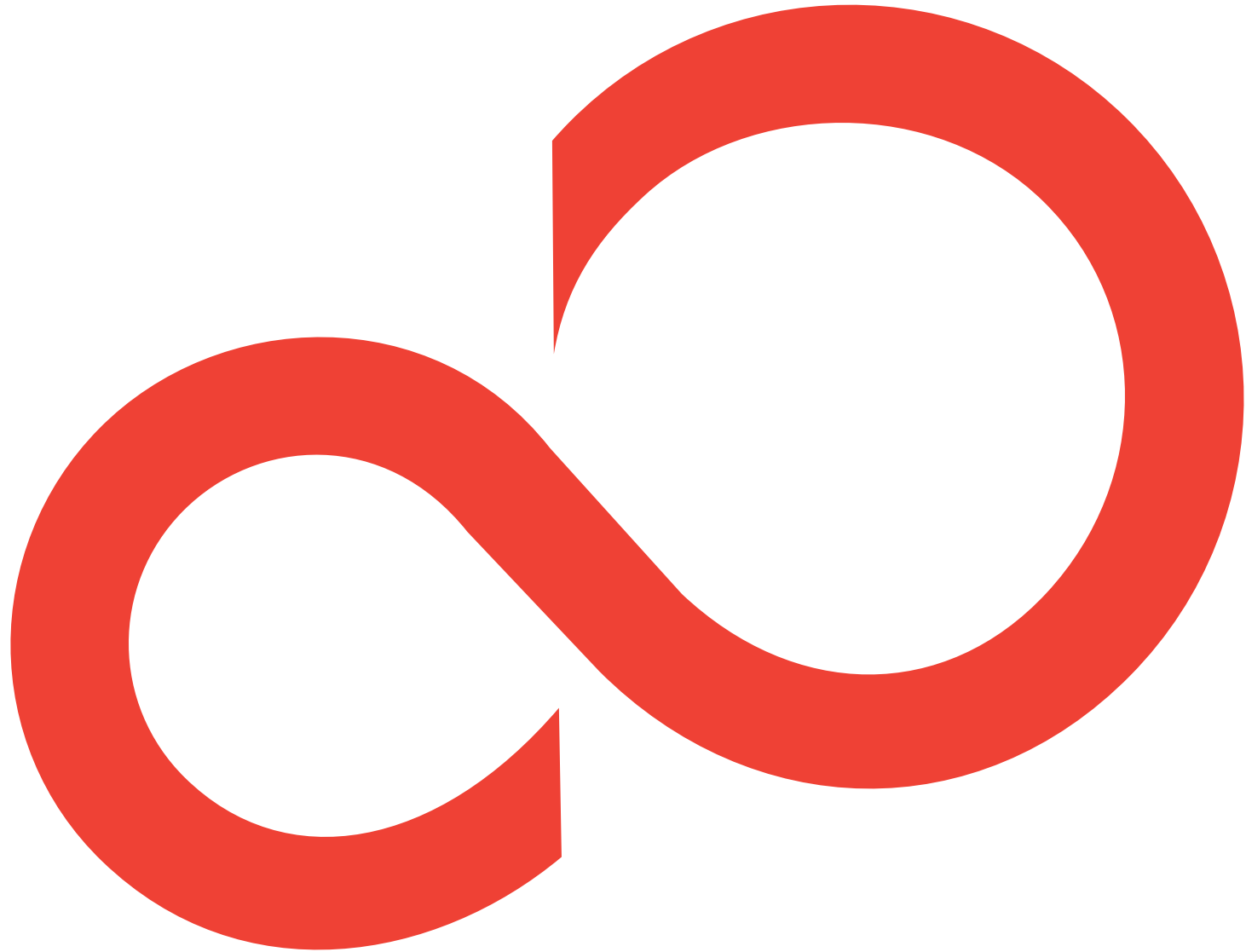
Fujitsu understands the profound fluctuations taking place in today's communications industry and is continuously evolving to deliver innovative solutions that optimize optical networks. Within photonics labs located in Richardson (Texas) and Kawasaki (Japan), Fujitsu is pursuing research in innovative technologies to deliver products with both superior technology and real economic benefits that will power the networked economy of tomorrow. Only a small number of companies have the capability to design and manufacture the products that will have a profound impact on future communications networks—Fujitsu is one of them.

Our Manufacturing Edge

One of the keys to the continued success of Fujitsu is our unwavering commitment to manufacturing excellence and product quality. Fujitsu began manufacturing its telecommunications equipment in Richardson in 1984 and is one of the few equipment vendors that continue to manufacture the majority of its products in-house. Our work begins at the earliest stage of a product's design to ensure manufacturing efficiency and outstanding product quality. Our integrated supply chain model, which is based on an annual benchmark survey, is modified quarterly to reflect improvements in forecast accuracy and factory flexibility. This integrated approach provides us with customer responsiveness, uncompromising quality and low cost production that sets us apart from our competition.

Our Global Presence

Fujitsu Network Communications, the North American telecommunications subsidiary, is part of Fujitsu Limited—a Tokyo-based, leading provider of customer-focused information technology and networking solutions for the global marketplace. Fujitsu Limited encompasses more than 500 companies with operations in more than 100 countries, which uniquely positions the company to connect our growing world. Because Fujitsu Network Communications is part of this powerful network of companies, we have been able to successfully implement a customer-focused philosophy that allows us to develop the telecommunications products and services our customers need most.



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