



Leading the Journey to Business Success

shaping tomorrow with you

FUJITSU

shaping tomorrow with you

Our Brand Promise –

Fujitsu is committed to harnessing the power of ICT to shape a better future with our customers

Contents

- 1 A Message from the Head of Asia Region
- 2 About Fujitsu Hong Kong
- 6 Why Fujitsu?
- 8 Full Spectrum of ICT Solutions Portfolio
- 14 Industry Coverage and Capabilities
- 16 Tier III+ Cloud-enabled Data Centers

A Message from the Head of Asia Region

“ With the vision to construct a Human Centric Intelligent Society, Fujitsu is striving to improve people's lives, business and society across Asia and the world through the innovative use of prevailing technologies. ”



We are witnessing the emergence of a hyperconnected world, where people, things and information are all linked together. More connectivity brings greater opportunities for collaboration, but also presents new demands to manage and protect increasing amounts of data and devices.

Across the world, societies are faced with the challenges of urbanization, aging populations and natural disasters. With Asia constituting more than 60% of the world's population, these major issues become more critical to solve. ICT holds the key towards overcoming these hurdles. At Fujitsu, we are instrumental in the development of human centric ICT to build a safer, more prosperous and sustainable society, in Asia and worldwide. We take business approaches in three pillars to achieve this vision, namely Modernization, Business Innovation and Social Innovation:

Modernization – optimizing our customers' systems and infrastructure to quickly adapt to change, underpinning a business-centric platform for more agile business.

Business Innovation – empowering our customers to use ICT such as cloud, mobile and big data technology in order to spur innovation and create business values.

Social Innovation – contributing to the creation of an intelligent society with our extensive knowledge and real world experience in Japan and around the world.

Hong Kong is one of the world's leading information and trade hubs. Against this backdrop, we make it our mission to help customers drive a sustainable business growth through the power of ICT, thus contributing ultimately to the betterment of the society in Hong Kong. Through our global network, comprehensive portfolio and industry expertise, we develop the right solutions and deliver the highest value to ensure our customers are ready for any business challenges in today's increasingly competitive market.

A handwritten signature in black ink that reads "T. Tanaka".

Tatsuya Tanaka

Corporate Executive Officer
Senior VP, Head of Asia Region
Fujitsu Limited

Fujitsu Hong Kong – Your Trusted Partner for Business Success

Industry
Leadership





Technology
Innovation

Customer
Understanding

As a member of the Fujitsu Group – a leading ICT solutions and services provider – Fujitsu Hong Kong has operated in Hong Kong for over 50 years, delivering real business value for customers across various industries by combining global expertise with local experience. The Hong Kong office also covers the Macau and South China markets, serving as a gateway for enterprises looking to explore new business opportunities in and out of China and the Asia Pacific region.

Our solutions focus on four core areas namely dynamic infrastructures, document management solutions, application services and IT services. Our wide spectrum of ICT offerings range from servers and storage systems and imaging products to industry applications and data center and IT managed services, which are proven to be cost-efficient, reliable and eco-friendly.

Fujitsu Hong Kong also offers a full suite of customized cloud services leveraging virtualization and big data technologies underpinned by our data center facilities. We are the trusted partner for enterprises across industries as diverse as MNCs, financial services, telecommunications, retail, transport and logistics, public services and Macau gaming.

Fujitsu Hong Kong combines the parent company's commitment to excellence in innovation and technology with its strong presence and deep understanding of customer needs on the ground. We pride ourselves on genuinely listening to the unique requirements of each customer to create made-to-fit services and customized solutions.

Being an ambitious yet customer-centric company, Fujitsu Hong Kong works closely with many of the world's leading technology, infrastructure and software partners on both a local and global level, to respond to the needs of customers across different industries, leading them on their IT transformation journey.

Major Milestones

2010

Fujitsu South China Technology Services Limited established (A JV of Fujitsu Hong Kong and Nanhai People's Government of Foshan)



2008

Opening of data center in Hong Kong



1998

ICL full acquisitions



1986

Fujitsu Hong Kong Limited established



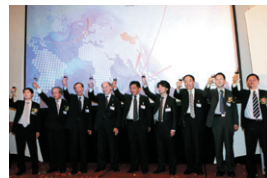
2012

Opening of Fujitsu South China Data Center in Nanhai, Foshan, Guangdong



2009

Fujitsu South China Limited established (A 100% owned subsidiary of Fujitsu Hong Kong)



2006

Opening of Platform Solution Center in Hong Kong



1987

Amdahl and DMR acquisitions



1950's

Fujitsu started to serve organizations in Hong Kong



Our Awards and Recognitions

Caring Company

Caring Company recognizes companies who have made a promising commitment and contribution to society. Fujitsu Hong Kong is proud to be recognized for its corporate citizenship in volunteering, giving, Caring for Employees and Caring for Environment.



ISO 14001 Environmental Management System

ISO 14001 is an international standard for environmental management put forth by ISO. The Fujitsu Group has received worldwide integrated ISO 14001 certification of its environmental management system since 2006.



ISO 9001 Quality Management System

Fujitsu Hong Kong has been recognized in its quality with ISO 9001 Quality Management System, an international standard base on a number of quality management principles including strong customer focus, process approach and continual improvement.



Friends of EcoPark

Fujitsu Hong Kong was selected as Friends of EcoPark since 2012 for its contribution to maintain a sustainable and eco-friendly environment. EcoPark is one of the waste management facilities of the Environmental Protection Department, providing affordable and long term land for use by the recycling and environmental industry.



Computerworld Hong Kong Award

Recognizing an exceptional performance of cloud management tool Fujitsu ServerView® Resource Orchestrator, Fujitsu Hong Kong is awarded in Data Center Infrastructure Management (DCIM) category in Computerworld Hong Kong Awards 2014.



Capital Outstanding Enterprise Award

Presenting to recognize the contributions of Hong Kong enterprises that have outstanding achievements, Fujitsu Hong Kong is proud to be selected as Outstanding Data Center and Managed Services Provider and The Best IT Infrastructure and Data Center Services Provider in 2014 and 2013 respectively.



PC Market Biz IT Solution Excellence

Since 2012, Fujitsu Hong Kong has been awarded Biz IT Solution Excellence in consecutive years for Big Data Storage for FSI, Retail Solution and Virtual Desktop Infrastructure (VDI) Solution.



Hong Kong Business High-Flyers

In the 10th year of this prestigious award, Fujitsu Hong Kong is proud to be the winner in ICT Solutions and Services category in 2013 and 2012.



e-zone e-brand Award

Since 2011, Fujitsu Hong Kong has been awarded e-zone e-brand Award in consecutive years for Professional Scanner, Server System, Virtual Desktop and Unified Communications Solution.



Capital Weekly PRO Choice

Fujitsu Hong Kong received Capital Weekly PRO Choice in IT Infrastructure category in 2012, recognizing its products' outstanding performance.



Why Fujitsu?



Turning Technology
into Business Value

One-Stop-Shop
Solution

Global Expertise,
Local Experience

Global Expertise, Local Experience

We are known for delivering real business value for customers across a range of industries. By combining our global expertise with unrivalled local knowledge, we have cultivated a genuine understanding of the unique challenges faced by various industries in Asia Pacific.

One-Stop-Shop Solution

Fujitsu is the one-stop shop for infrastructure, software, applications and services. We provide comprehensive solutions from desktop, middleware to backend and data center offerings that enable businesses to grow and thrive with optimized business efficiency.

Turning Technology into Business Value

We are with our customers each step of the way as they embark on their IT transformation journey from virtualization through cloud computing and big data to IT managed services.

Fujitsu is a serious cloud player and we offer unmatched solutions and services that meet the business needs of various industry sectors including document management, workplace virtualization, private cloud platform and big data solutions.

Customized Solutions

Fujitsu is also vendor neutral, meaning that we work with major partners and design bespoke solutions to meet customers' specific preferences and needs.

Trusted Partnership

We partner closely with every single one of our customers to lead them on the path towards business success. We value long-term relationships, as we believe trusted partnerships are the key to developing truly customized solutions that address customers' evolving needs. Along every step of your IT transformation journey, we can provide end-to-end consultancy and change management services to add further value.

Customized Solutions

Trusted Partnership



Full Spectrum of ICT Solutions Portfolio

Cloud Computing

Virtualization



Big Data

IT Managed
Services

Business Services	Business Consulting	IT Consulting	Business Process Outsourcing
-------------------	---------------------	---------------	------------------------------

Application Services	Application Management and Outsourcing	Information Management	Enterprise Applications	Application Development and Integration	Software as a Service Platform as a Service
----------------------	--	------------------------	-------------------------	---	--

Dynamic Infrastructures (DI)				
Managed Infrastructure	Managed Data Center	Managed Workplace	Managed Maintenance	
Infrastructure as a Service	Server as a Service	Storage as a Service	Workplace as a Service	
Infrastructure Solutions	Data Center Solutions		Workplace Solutions	
Infrastructure Products & Services	Servers	Storage	Scanner/Peripherals	Workplace Devices Software

Industry Solutions

Virtualization



Fujitsu is an enabler of virtualization. Whether virtualizing a server, a desktop, or an entire workplace, we enable enterprises to reap the benefits of streamlined IT, increased cost efficiency, as well as lowered carbon emissions and energy usage.



INFRASTRUCTURE PRODUCTS	FUJITSU Server PRIMERGY The industry's de facto standard for servers with excellent virtualization features and energy efficiency capabilities.	
	FUJITSU Server PRIMEQUEST Mission-critical x86 open platform with mainframe class Reliability, Serviceability, Availability (RAS) and hardware availability up to 99.999%. Ideal platform for high performance and computing-centric core system in Windows, Linux and VMware.	
	FUJITSU Storage ETERNUS Our high-performance storage systems perfectly balance speed, flexibility, cost and data security.	
	FUJITSU M10 Server Flexible and scalable system based on robust SPARC architecture that delivers high performance and high availability for mission-critical enterprise applications on an Oracle Platform.	
WORKPLACE SOLUTIONS	Virtual Desktop Infrastructure Fujitsu transforms customers' traditional PC environments into Virtual Desktop Infrastructure, driving business value through lower total cost of ownership and simplified IT management.	
	Thin-client Our tailored front-end device for both Server Based Computing and Virtualized Desktop Infrastructure eliminates integrated storage/hardware costs, while offering rigorous, centralized security controls for data storage and applications.	
PERIPHERALS	Scanners Fujitsu offers the most comprehensive range of scanners, available in fi-series and ScanSnap series, to serve different customer segments and industry sectors.	

Cloud Computing



Fujitsu is the ideal partner for your journey to cloud, as we provide one of the most complete and proven cloud portfolios in the market. We act as a single point of contact for the design, development, delivery and maintenance of any cloud-based services from IaaS to PaaS to SaaS.



CLOUD PLATFORM	Private Cloud Fujitsu examines customers' infrastructures based on their current workloads and applications to advise on the most appropriate cloud environment and solutions. We leverage our global best practices coupled with extensive local experience to design and implement a robust private cloud platform.
SERVICE OFFERINGS	Infrastructure as a Service (IaaS) Customers can set up a personalized virtual data center environment with network tiers, firewall functionality and load-balancing services. IaaS lowers the upfront technology refreshment cost and shifts to operational expenditure based on IT system demands.
	Platform as a Service (PaaS) PaaS enables businesses to transform existing software into a cloud-ready deployment. Adopting PaaS eliminates the expense and complexity of buying, configuring and managing all the hardware and software needed for custom-built applications.
	Software as a Service (SaaS) Fujitsu offers a range of packaged applications as pay-per-use subscription services, including on-demand apps for CRM and IT management. Organizations can subscribe to the applications according to their needs, resulting in greater flexibility in allocating resources.
SOFTWARE	Fujitsu ServerView Resource Orchestrator Cloud Edition (ROR CE) Fujitsu's dynamic resource and cloud service management software for simple, reliable and speedy IT delivery. It automatically provisions physical and virtual servers, storage and networks in minutes, to guarantee the availability of IT infrastructures.
	Fujitsu Systemwalker Integrated Operation Management Fujitsu supports various ICT environment operations and facilitates the evolution of businesses and enterprise compliance for diverse applications from cloud environments and commercial data centers to use in PCs and printers.
<div> <div>Enablement Service</div> <div> Fujitsu Software as a Service Fujitsu Platform as a Service Fujitsu Infrastructure as a Service </div> <div>Management Service</div> </div>	

Big Data



Fujitsu not only provides data storage but enables enterprises to manage, understand and analyze the information residing in mission-critical systems through Big Data applications and software, empowering industries to make accurate forecasts, develop highly relevant new products and respond quickly to market trends.



SOFTWARE	<p>Parallel Distributed Processing Software</p> <p>By integrating Open Source Software 'Apache Hadoop' with Fujitsu proprietary technologies, Fujitsu enables faster batch processing over Big Data by distributing data among servers for parallel processing, leading to faster data visibility and analysis.</p> <p>Complex Event Processing Software</p> <p>Complex event processing software automatically scopes large volumes of events and compares them with the system's master data files making it possible to quickly identify, and respond to, important events.</p> <p>Interstage (Hi-speed Extreme Transaction Processing Software)</p> <p>All data is placed in the servers' memory cache and is processed in-memory. High-speed processing is made possible as data can be retrieved without the use of hard disks.</p>
SOLUTIONS	<p>ETERNUS CS800 Storage Systems</p> <p>A turnkey data protection appliance automatically encrypts data before it is replicated and transmitted resulting in enhanced security and efficiency. It also enables fast system recovery in the event of a disaster to ensure business continuity.</p> <p>SAP HANA Appliance</p> <p>SAP-certified infrastructure solutions based on our powerful PRIMERGY servers, enable real-time data analytics with more speed, freedom and quality. We offer a range of possibilities, from cost efficient entry offerings to multi-node environments, matching mission-critical readiness with lower TCO.</p>
<div> <div>Industry and business solutions</div> <div> <div>Operation and management</div> <div> <div>Big Data Middleware</div> <div> <div>Data integration</div> <div>Analysis & forecasting</div> <div>Extreme batch processing</div> <div>Extreme transaction processing</div> <div>Integrated database appliance</div> </div> <div>Big Data Platform</div> <div> <div>Parallel Distributed Processing</div> <div>Complex Event Processing</div> </div> </div> </div> </div>	

IT Managed Services



We are committed to providing world-class managed services that ensure the best available technologies are applied, by wrapping our leading infrastructure products with unparalleled data center and IT services. At Fujitsu Hong Kong, we excel at delivering industry-leading managed services to operations that span multi-countries, multi-sites, multi-vendors and multi-environments as a regional IT hub.

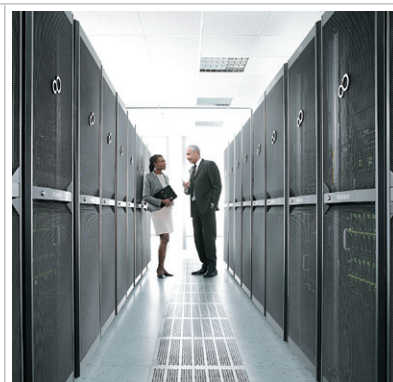


Data Center Services

Fujitsu Hong Kong's Tier III+ purpose-built mission-critical data center facility offers the following value added management services:

- Managed PUE at the lowest, cost-effective operations
- Managed database
- Managed servers
- Managed storage and backup
- Capacity management
- Cloud services

From analysis and planning to organization, operation and maintenance, we strive to address our customers' IT requirements by providing key operational advantages, including robust infrastructure, proven technical expertise, lowered TCO and competent delivery teams.



Managed Workplace

Fujitsu's End User Services provide users with everything they need for a reliable, agile IT working environment including provision, support, maintenance plus retirement of end-user devices, email and collaboration platforms and print services. We also provide Desktop Lifecycle Management across procurement, install & configure, maintenance, relocation and disposal phases.

Managed Maintenance

Fujitsu acts as a single point of contact for all kinds of maintenance service requests. Managed Maintenance harmonizes SLAs and generates cost advantages for our customers by using innovative service concepts.



Industry Coverage and Capabilities

MNCs

FSI

FSI

14

Industry Coverage and Capabilities

MNCs

FSI

FSI

14

Industry Coverage and Capabilities

MNCs

FSI

FSI

14



Telco

Public
Services

Supply Chain

Gaming/
Hospitality

Fujitsu Hong Kong works with enterprises across a broad spread of vertical sectors to help them achieve business success, in particular fostering close partnerships with MNCs and organizations in financial services, retail, transport and logistics, telecommunications, gaming and hospitality, and public services.

Multinational Corporations (MNCs)

As Hong Kong serves as a key regional data center and information hub, Fujitsu leverages global best practices coupled with local experience, supporting MNCs to design and implement world-class cloud platforms. We also accelerate cross-border collaboration for enterprises in Hong Kong and China through integrated, seamless services connecting them to the rest of the world.



Financial Services Industry (FSI)

Fujitsu provides software and solutions, such as virtual desktop infrastructure and legacy modernization services, to equip FSI companies with the flexibility required to adapt to a constantly changing landscape, while helping to improve operational efficiency and regulatory compliance. Fujitsu is also a clear choice for these organizations on highly available data centers given our best-in-class enterprise-level SLAs, which uphold our promises of up-time.



Telecommunications

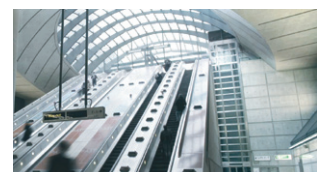
With the increasing penetration of mobile devices such as smartphones and tablets, organizations in the telecommunications industry can rely on Fujitsu's proven data center infrastructures which are capable of enabling high-speed data traffic with large user volume.



When it comes to the enterprise, Fujitsu offers in-depth technical skills, and a first-class record in delivering large-scale technology deployments of unified communication platforms from different vendors to meet any organization's telecommunications needs.

Public Services

Fujitsu has an excellent reputation and long history in delivering robust IT solutions to the Hong Kong SAR Government and various public sectors, including designing, building and operating IT infrastructure and application systems. Recently, we have been awarded Server Systems and Provision of Related Services and Quality Professional Services under Standing Offer Agreements (SOAs), enabling us to further extend our coverage in public services through our one-stop shop approach.



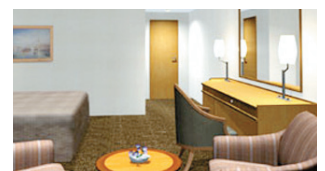
Retail, Transport & Logistics

Fujitsu empowers retail, transport and logistics businesses to succeed in the next-generation world of supply chain and commerce. We provide world-class point-of-sales solutions and various applications such as data integration, kiosk systems and digital media solutions to help retailers enhance customer experience while driving down operating cost. For transport and logistics sectors, our extensive offerings include solutions and systems which focus on automated resource control, crew management, manpower planning and rostering, and supply chain management.

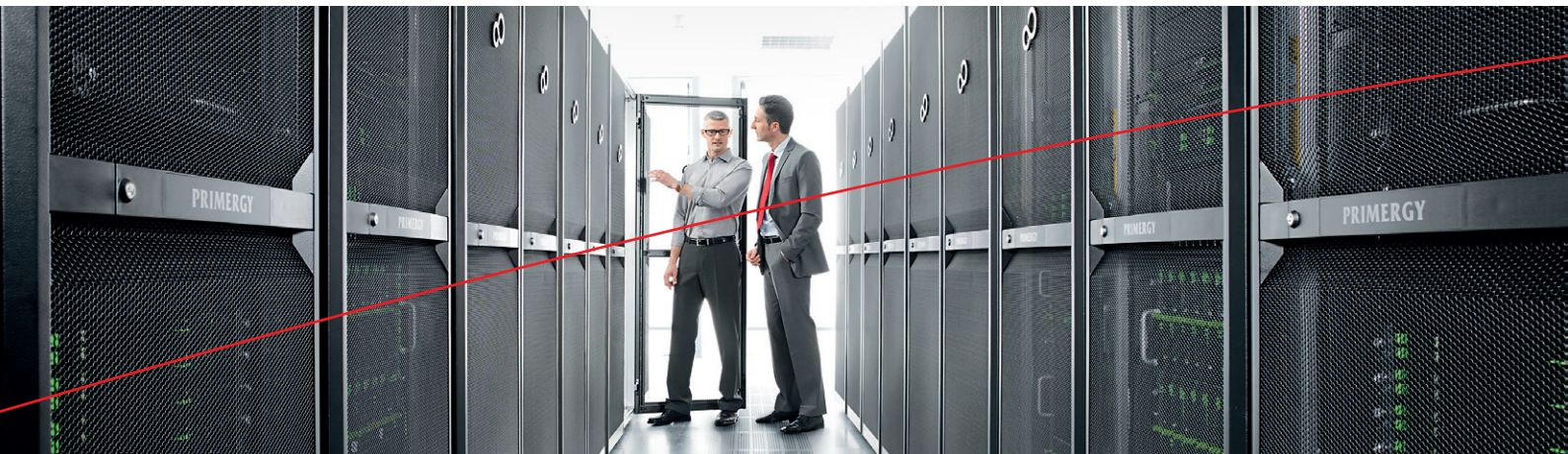


Gaming and Hospitality

Fujitsu offers a wide range of applications including technological refreshment, multi-channel data integration, self-service kiosks systems and digital media solutions to help Macau gaming and hospitality industries enhance customer experience while streamlining their operations for increased cost efficiency.



Tier III+ Cloud-enabled Data Centers



With over 100 data centers globally, Fujitsu enables customers to leverage our people, experience, technology and best practices on data center operation around the world. Our one-stop-shop solution offers end-to-end data center and IT managed services, from highly resilient IT infrastructure design, to reliable and secure hosting services.

Security and Reliability

We offer a high security environment to safeguard customer assets by adopting different measures in facility system and surveillance monitoring.

- VESDA and fire suppression system
- Water leakage detection
- Access control and authentication
- 24x7 CCTV system

Green

Inheriting Fujitsu Green philosophy, we endeavor every measures to minimize environmental burden and maintain long-term sustainability.

- Power efficiency measurement
- Cooling design
- Building Management System
- Green equipment

Efficient and Flexible Operation

We apply standardization and virtualization of systems to create a highly efficient agile IT infrastructure for customers. In operations, we upgrade tools and automate tasks, utilizing resources as appropriate to achieve operation and service quality.

Hong Kong Data Center

Hong Kong has a strong geographic advantage on data center services, as a gateway to China and the rest of Asia Pacific. To meet increasing demand, Fujitsu set up a Tier III+ data center in 2007 in Hong Kong. Today, the data center continues to deliver a wide range of data center services for our enterprise customers from analysis and planning to organization, operation and maintenance. We ensure all critical infrastructure components in heterogeneous multi-vendor environments are covered, while also meeting requirements for increased productivity, flexibility, availability and security.



Location	Tsuen Wan, New Territories, Hong Kong
Building	Dedicated data center building
Gross Area	12,000 sq. m.
Floor Height	3,000mm (server room), 700mm (raised-floor), 5,100mm (slab to slab)
Power Provision	Average 3 kVA per rack
Telecommunications	Carrier-neutral

Scope of Services	<ul style="list-style-type: none"> • Co-location and hosting services • Consulting and planning services • Consolidation and relocation services • Data center design and implementation • Disaster Recovery Planning
-------------------	--

South China Data Center

As a demonstration of the company's commitment to the Greater China region, our data center expertise extends far the borders of Hong Kong. In April 2012, Fujitsu launched its first data center in China, the Fujitsu South China Data Center. As South China's first Tier III+ data center, the Fujitsu South China Data Center aims to serve corporate customers seeking a flexible selection of efficient, secure and eco-friendly services for their critical business data assets, and to accelerate businesses to engage with the global economy through cross-border collaboration.



Location	Nanhai, Foshan, Guangdong Province, China PRC*
Building	Dedicated data center building (earthquake-resistant) 4 floors above ground, 1 floor underground and 1 floor roof-top
Gross Area	12,000 sq. m.
Floor Height	3,000mm (server room), 900mm (raised-floor), 5,500mm (slab to slab)
Capacity	1,000 racks in full operation
Power Provision	Average 2 to 3 kVA per rack
Telecommunications	Carrier-neutral

Scope of Services	<ul style="list-style-type: none"> • Co-location and hosting services • Managed services • Project services on large scale hardware roll-in, relocation and site consolidation, design, building and operating Tier III+ infrastructure, and vendor management service • Disaster Recovery Planning
-------------------	---

* Built in Guangdong High-Tech Service Zone for Financial Institutions, with highly reliable power supply and telecommunications network to the zone (Power Supply: 2N – 99.999%; Telecommunications: 600GB high speed fibre network hub : 2N – 99.99%)

Fujitsu Hong Kong Limited

10/F., Lincoln House,
Taikoo Place, 979 King's Road,
Quarry Bay, Hong Kong.

Tel: +852-2827-5780

Email: webmaster@hk.fujitsu.com

hk.fujitsu.com

Copyright© Fujitsu Hong Kong Limited 2014.

All right reserved.

Information is correct at time of printing.

