Fujitsu Hybrid Cloud Services
For Windows Azure

Industry-leading services from Fujitsu help you realize the cost savings of cloud while satisfying local data regulations, security and on-premise integration requirements.

Overcoming The Cloud Barriers
Many organizations are now taking major steps towards cloud computing. Rather than maintaining their own capital-intensive IT infrastructure, companies are acquiring technology services as they are needed and paying only for the resources they consume.

While organizations are keen to realize the benefits of the cloud, for many there are several barriers preventing adoption, including:

- Security and privacy concerns associated with public cloud deployments
- Compliance demands with regard to local data regulations, which may require data to reside locally in-country
- The perceived expense of private cloud deployments
- Challenges around securely integrating cloud and on-premise application workloads

However, companies have a choice: find a way to overcome these barriers or potentially inhibit their business agility and competitiveness moving forward.

Finding a way forward
There’s growing recognition that there’s ‘no one size fits all’ answer to overcome these barriers. Instead, adopting a hybrid model – combining the right mix of private and public cloud services can pay dividends. So how can you make a hybrid approach to cloud work for your business – without adding management complexity or risk?

Introducing Fujitsu Hybrid Cloud Services
Fujitsu Hybrid Cloud Services enable you to realize the value of cloud computing, mitigating the barriers and risks. Our aim is to help you adopt the optimal approach for your business – combining the right mix of public cloud, community cloud or private cloud instances, whilst fully managing the integration and support effort on your behalf.

The best fit for your business
Fujitsu Hybrid Cloud Services cover the design, development and operation of hybrid cloud environments. Working with Microsoft, we’ve developed an integrated set of proven cloud services and solutions – supported by expert professional services. Through this unique partnership, Fujitsu is able to help you fully leverage the cost and flexibility benefits of the Windows Azure cloud platform, in combination with other cloud and on-premise systems.

Driving cloud in the enterprise
Hybrid provides the best of both public and private clouds

Fujitsu or Private Cloud Platform
- Highest control over data and applications
- Internal Governance
- Customer support and management required
- Can be complex to set up

Microsoft Azure
- Highest agility, scalability and commodity pricing
- Trust me Governance
- Where is my data stored?
- Unknown others using same infrastructure

Hybrid Cloud
- Mixes private and public cloud elements in a single workload
- Shared Governance
- Maintain control of data location and security
- Benefits of elastic compute

Specifically, it allows us to offer a range of options to best meet the needs of your business, including any mix of:

- Traditional Data Centre hosted either at Fujitsu’s Data Centre or Customer’s location with dedicated management
- Private Cloud Infrastructure with standardized, dedicated and dynamic infrastructure
- Private Hosted Cloud hosted at Fujitsu Data Centre - Standardized, shared and reserved, on-demand virtual or physical environment
- Partner Cloud - Public cloud services running on Microsoft Windows Azure in Microsoft’s global data centres
Reaping The Benefits
Realize cost and flexibility benefits of public cloud: by leveraging the proven Windows Azure cloud platform, in combination with other cloud platforms and on-premise systems. Typically, we can help customers achieve savings of 30% or more compared to traditional approaches.

Meet data residency or regulatory requirements: by maintaining systems of record on-premise in a private cloud or a Fujitsu private cloud in country, securely linking to Windows Azure for processing.

Improve business agility: by providing rapid provisioning of new resources, allowing you to develop and launch applications with far greater agility.

Avoid vendor lock-in: through flexible cloud deployments that allow you to more readily switch vendor as your business needs change.

Reduce commercial complexity: Fujitsu offers integrated billing and provisioning for all services in all locations spanning multiple clouds.

Simplify management: by providing a global help desk offering a single point of support, Fujitsu takes full ownership of any issues ensuring fast and effective problem escalation without the run-around.

Address security concerns: with built-in firewall and managed security services provisioning to ensure the security of your environment.

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