Managed Networks

Fujitsu – Safe, Reliable and Secure

A trusted partner offering multi-operator network integration for a Hyperconnected World.

shaping tomorrow with you

FUJITSU

Connecting
with value

Business never stands still. This is particularly evident in the provision of networks and connectivity for IT services as we move towards the virtual, hybrid-cloud-based era.

Our Managed Network Services can help make this transition painless. They support legacy systems for as long as they are cost effective and deliver new systems that will reduce OPEX and improve flexibility.

This ensures you can connect to your cloud-based assets across the WAN and within Fujitsu data centres. It also provides excellent connectivity to leading public cloud services. As a result, you'll get a more predictable end-to-end experience with the highest levels of security.

We can also help you reduce your network costs with our wide range of flexible services, low start-up costs and pay-as-you-use models.

In addition, we can improve the experiences of your customers by using advanced application monitoring across your fixed and wireless networks.
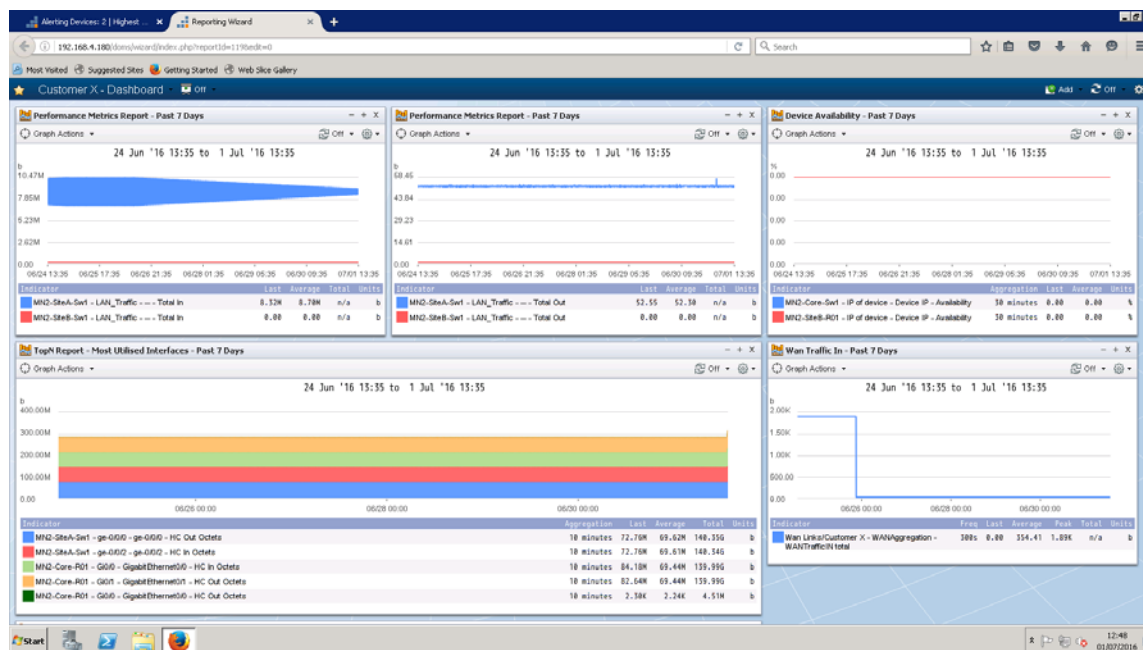
Our virtualised network services are high performance, flexible, and scalable. And our detailed approach means you pay for just the right amount of connectivity, load balancing, firewall and VPN.

Why Fujitsu?

Why Fujitsu?

- The complete network service – from design to operate – from committed professionals
- High-security service – certified for international secure encryption or clear data
- Dedicated UK and international Network Operations Centres – serving you wherever you are
- One of the largest IT service companies in the world, with a strong understanding of how networks and IT need to interact, and the scale to deliver your solution
- Network monitoring 24 hours a day, every day – resolving issues before they can impact your business
- The strength of a world class systems integrator – our network solutions deliver seamless support for your business processes
- The power of partnership – we work with innovative partners to create the best network experience for your business
- We understand business requirements – we are not a telco, but an accredited service provider trusted by governments.

An example of analytics used for performance management

Always on – everywhere

Any latency or service outages can have a real impact on staff productivity and your organisation's ability to meet the needs of its customers. Excellence in connectivity has become a basic business necessity.

Fujitsu's Managed Network Services ensure constant availability and top performance of your network solution whatever your workload or organisational shape, enabling you to redirect your time and money to more strategic business issues.

The combination of rising network maintenance costs, the continual battle against security threats, and the steady pressure to do more with less means many organisations are reaching the limits of their network capability. Fujitsu can help you escape this trap and multiply your effectiveness without taking on new skills or infrastructure.

Managed Network Services: the efficient option

Fujitsu's Managed Network Services enable you to outsource the management of all or specific parts of your networks to an expert trusted partner.

We offer comprehensive and bespoke managed network services addressing all matters relating to the set up and operation of highly efficient corporate networks, from planning through to maintenance and security.

Whatever the complexity of your requirements, we can provide a single source of expertise and experience. From deploying high quality LAN and SAN environments, through optimised Wi-Fi for employee connectivity, to a multi-component right-sized WAN, we offer the levels of performance your business expects, while driving down cost.

Network operations

- Proactive monitoring
- Fault management and escalation
- Extensive set of reporting tools
- Meeting your SLAs by managing services from several suppliers

We will meet your network demands by:

- Delivering constant network availability and high performance
- Ensuring flexibility and scalability to meet future requirements
- Reducing operating and administrative costs
- Minimising risk and maximising security
- Supporting data centre consolidation
- Increasing application performance

Managed Network Services

We have three solution areas:

Monitoring, Incident Management, Break/Fix Management, Online Reporting of Key Performance Indicators

LAN – Local Area Network	WLAN – Wireless Local Area Network	WAN – Wide Area Network

Fujitsu Wide Area Network Solution

In modern hybrid cloud environments, internal communications traffic now crosses your private cloud to popular public clouds. As a result, your network is more important than ever. You might need to invest in it as you make the transition from legacy to next generation platforms.

This is where Fujitsu's Virtualised Network Services can help you. These services extend your LAN into the heart of the data centre. We give you stronger, more granular controls while replacing CAPEX with a flexible OPEX model. You can buy at the port level rather than the router level, and lease a range of functions such as virtual load balancers, firewalls and other security functions.

A better managed LAN

We've introduced leading-edge toolsets to provide better network information. Working in partnership with you, we can make better decisions and continually fine-tune your network to prioritise your most important applications. You will be able to see this improvement in reports, in your customised portal, and – most of all – in your bottom line.

Most importantly, we haven't lost sight of the necessity to manage your network in the transition from physical to virtual. Our systems will continue to support your legacy networks for as long as they are useful to you, while also introducing and managing the new services as quickly or as slowly as you need.

LAN – Local Area Network		
LAN Switches Cisco, Juniper, Brocade	**WAN Routers** Cisco, Juniper, Brocade	**WAN Optimisation Controllers** Riverbed, Citrix

Managed Network Service – Wi-Fi
Add Wi-Fi analytics to our best-in-class Wi-Fi

Poor Wi-Fi is no longer an option – whether you use it for your enterprise Wireless LAN or offer customer Internet access.

The Fujitsu Managed Wi-Fi service provides best-in-class technology and service, ensuring that users get the very best experience. We offer secure, adaptable and flexible wireless connectivity wherever you need it.

We can now provide the latest Wi-Fi analytics and location-based services, which are set to become so important to key sectors – including but not limited to retail, hospitality, stadia, transport, and healthcare.

Wi-Fi analytics can now track individual devices to within 1 metre, opening up a wide range of context-aware applications. Location-based services can range from simple zone-based targeted marketing messages to sophisticated "indoor GPS" apps. These services can help to keep your customers better-informed and satisfied, resulting in repeat visits and higher spend.

These new services highlight the ever-increasing need for best-in-class wireless security solutions. Fujitsu is highly experienced in designing and managing secure Wi-Fi solutions from defence and government systems to retail transaction networks.

Our solutions are tailored to customer requirements, whether that's low-cost infrastructure for transport or small branch offices, or high-density, high-availability campus wireless with role-based security.

We provide, run and manage all the infrastructure you need to ensure your business is wireless-enabled in the way you want it. We have the next-generation access architectures based on Aruba or Cisco technology and we offer true Bring Your Own Device (BYOD) solutions with no compromise on security.

The heart of Fujitsu's Managed Wi-Fi service is rigorous, role-based control and network access based on user profile, device type, location and application. This strategy enforces your corporate policy, putting you back in control of the network and safeguarding your information assets.

Wi-Fi – Wireless Local Area Network				
WiFi Access Points Aruba, Cisco, Meraki	**WiFi Controllers** Aruba, Cisco, Meraki	**Wi-Fi Managers and Network Access Controllers** Aruba, Cisco, Meraki	**Bluetooth Beacons** Aruba, Cisco, Meraki	**Wi-Fi Analytics and Location Service** Aruba, Cisco, Meraki

Managed Network Service – WAN
A more Intelligent WAN to link to the Clouds

Rely on Fujitsu's experience

Because we are a major IT company as well as a communications provider, our experience spans applications, infrastructure and networks. So you can rely on one company for end-to-end service assurance, and have a single SLA for the whole service.

Fujitsu can integrate almost any WAN solution to give our customers the full breadth of Local, Metro, National or International connectivity. This can be integrated as a total network solution, or combined with other Fujitsu offerings into a larger solution.

New Hybrid Cloud Connect service

The quality of the network connection is a key contributor to your cloud user experience. Fujitsu's new Hybrid Cloud Connect service provides an assured connection between different clouds, offering outstanding reliability and predictability. Our support for Quality of Service enables other cloud services to be integrated – such as Office 365 and Skype for Business – and strong security as standard means you can replace Internet connections with secure connectivity in the data centre environment.

In addition to offering the best way to connect to Fujitsu Data Centres, this new service connects to multiple popular public cloud vendors like Microsoft Azure, Amazon Web Services, Google Cloud platform and others.

All of the benefits of our Managed LAN service can now be applied to the wide area. That means you can still use our new tools to give you application visibility, continual tuning and an OPEX-only billing model to contain your networking costs in the WAN, where they can really hurt.

Add Intelligence to your WAN

Fujitsu is an independent systems integrator that can design, build and operate your network to take advantage of intelligence in the WAN. We can offer you a much more cost effective solution than an ordinary carrier or telco by selling you a right-sized network. This could include network connectivity choices per service, minimising costly MPLS connections, and providing optimised traffic routing.

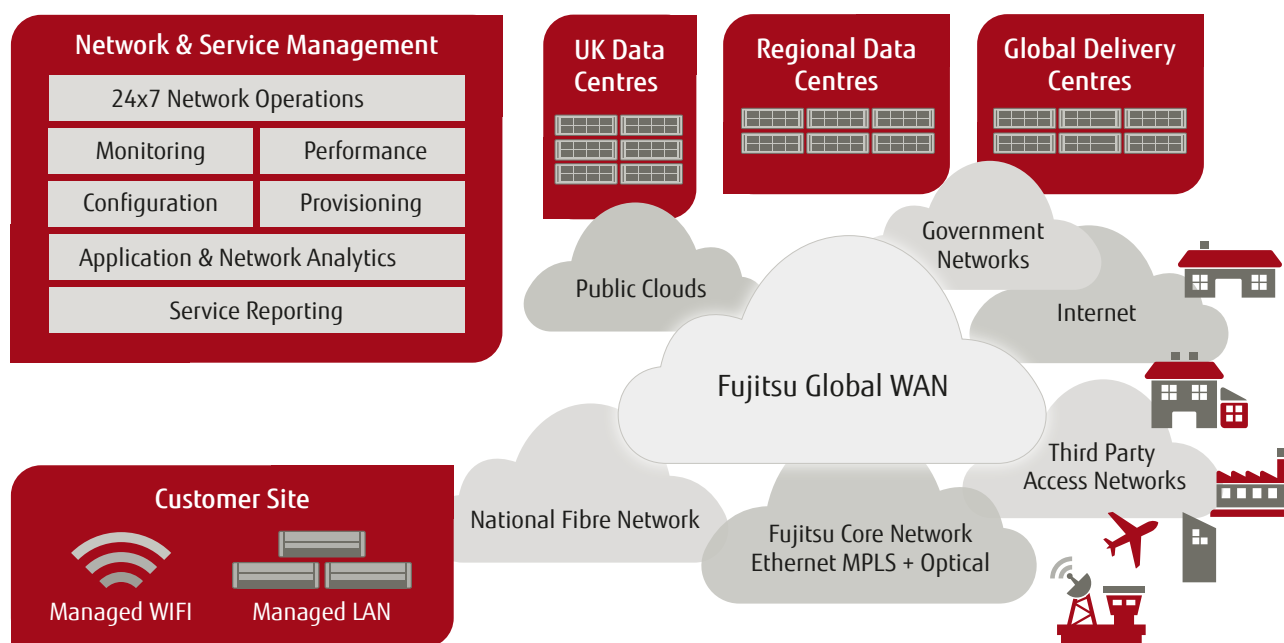| WAN – Wide Area Network			
Wide Range of Access connectivity options	Fujitsu Switched Core MPLS network	Fujitsu Fibre and Wavelength network	Bespoke Network Design, Build and Operate

Managed Network Service – WAN
A more Intelligent WAN to link to the Clouds

Fujitsu WAN solution

Network & Service Management
24x7 Network Operations
Monitoring / Performance
Configuration / Provisioning
Application & Network Analytics
Service Reporting

UK Data Centres

Regional Data Centres

Global Delivery Centres

Public Clouds

Government Networks

Internet

Fujitsu Global WAN

Third Party Access Networks

Customer Site — Managed WIFI / Managed LAN

National Fibre Network

Fujitsu Core Network Ethernet MPLS + Optical

Summary

At Fujitsu, we have significant experience and understanding of the complex nature of the wide area network. Our key customers are blue-chip enterprises and government departments who trust us to secure their data and therefore their livelihood. Of course, we often help our customers integrate a cloud network solution into their IT infrastructure, but our managed network solutions stand up in their own right.

Our experience is built on our hundreds of skilled network engineers and rooted in delivery of public-telecommunications infrastructure used over many decades by the world's top-tier telecommunications operators. In parallel, our services division operates state-of the-art networks that deliver services for both our clients and ourselves; it's how we link our data centres and business centres together. What's more, it provides the platform to interconnect with many leading service providers and global network providers.

Using these linked network assets, we can offer secure managed connectivity between any business premises and data centres around the world.

Fujitsu

Fujitsu is an IT company offering a complete range of products, services and solutions. From looking after applications and protecting data, to managing supercomputers around the world, we're helping businesses everywhere to become more innovative and efficient.

As the largest Japanese employer in the region we employ 14,000 people who work every day to keep the UK and Ireland running smoothly. We are committed to being a responsible business and as such we recently achieved a 4 star rating in Business in the Community's 2014 Corporate Responsibility Index, as well as being ranked number 17 in the in Newsweek's Global Top 500 Green companies. We are also proud to work alongside our charity partner Action for Children.

Reshaping ICT, Reshaping Business and Society

Fujitsu touches the lives of millions of people every day.

- Our technology enables people to apply for passports, pay taxes and claim pensions
- We're helping to save tax payers money by working with HMRC to detect over £100 million of fraud and error
- Fujitsu innovations have resulted in more than 100,000 global patents
- Over 20,000 retail outlets in the UK rely on our technology
- We manage over 2.5 million desktops across Europe, including over a million in the UK and Ireland
- Over 40% of the UK's broadband network is built on Fujitsu infrastructure
- Fujitsu technology enables utility companies to supply energy to more than 12 million households and a million businesses across the UK
- We've been recycling PCs for over 25 years - nothing goes to landfill.

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