

# Fact Sheet

## Application Modernization

Enterprise business services – Salesforce.com

### Challenges

Today's businesses must be agile. Constant change comes from every direction:

- Fluctuations in customer demand
- Mergers and acquisitions
- Reorganizations
- New regulations
- Economic pressures
- Competitive pressures

Unfortunately, most applications are not designed for flexibility, and the unpredictable costs and resources needed to update these applications are constraining business instead of enabling it. The following changes that are a constant in the world of SaaS can quickly render your organization's applications inefficient and outdated:

- Multiple releases per year
- Functionality changes
- A quickly growing ecosystem
- Changes in integrated solutions

### What we offer

The Fujitsu Application Modernization service validates that your customizations are aligned with the latest Salesforce.com features and the goals of your organization.

Our highly trained team of certified Salesforce.com experts provides our customers with the advantage of professional experience and best practices applied to their customized Salesforce.com implementation.

We pride ourselves on being trained on the latest Salesforce.com technologies and our partnership since 2003 as a Global Integration partner for

Salesforce.com with over 400 successful engagements. The modernization process begins with the assessment phase which is a detailed review of your organization's Salesforce.com implementation covering configuration and advanced customizations. The goal of the review is to identify any lingering or potential issues, find modernization opportunities, and realign your applications with business priorities.

Once the assessment is complete, a detailed report with prioritized issues and recommendations will be provided to your organization for review. When all of the necessary follow-up activities are completed, the next phase of modernization implementation can begin.

Upon agreement, your issues will be implemented in this phase leveraging the findings and application experience gained from the assessment.

### Phase I - Assessment and Design Services

- Configuration review to uncover customization issues
- Code review to uncover performance, scalability, and upgrade issues
- Modernization review to identify areas for new feature use and any end-of-life features that should be upgraded
- A comprehensive report of detailed prioritized issues and recommendations

### Phase II - Modernization Implementation

- Establish level of effort for items identified in the assessment phase
- Develop, test, and deploy modernization requirements



### Key benefits

- Knowing that you are leveraging the most out of your salesforce.com investment
- The advantage of professional experience and best practices applied to your customized Force.com implementation
- A detailed report with prioritized issues and recommendations provided to your organization for review and implementation
- A customized application that can sustain and support the constant changes in your business

# About Fujitsu Americas

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## Other Salesforce solutions from Fujitsu

In addition to the deep expertise of Fujitsu in customizing Salesforce solutions to your business needs, we also offer innovative AppExchange® solutions and industry accelerators built on the Salesforce platform. One such solution is the Fujitsu GLOVIA® Order Management / ERP AppExchange Solution.

### Industry Solutions

Fujitsu also brings years of expertise in insurance, financial services, retail, manufacturing, agriculture and many other industries. We provide Salesforce® implementation services to enterprise and medium sized companies. Along with implementation services, we help companies setup Centers of Excellence, provide advisory services in getting required adoption and many other services.

## More information

To learn more about the comprehensive suite of Salesforce solutions from Fujitsu, please contact your Fujitsu sales representative, email [Solutions\\_SaaS@us.fujitsu.com](mailto:Solutions_SaaS@us.fujitsu.com) or visit our website: <http://solutions.us.fujitsu.com/SaaS>

## Fujitsu green policy innovation

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