

# Fujitsu World Tour 2016

## Expert talks

Orlando, FL  
May 5, 2016



### Mobility

Kevin Wrenn, Fujitsu

Mobility choices in vertical applications – Human Centric Innovation  
Professionals depend on mobile data and communications systems to get instant access to time-critical information. Kevin will describe how Superior support, a small footprint and range of offerings are required to help you drive mobility into your enterprise. He will use worked examples from Healthcare, Education and Public Safety to illustrate the different scenarios.

Larry D’Onofrio, Fujitsu

Next Generation Mobility, how to choose the right device  
The choice of which Mobile device to use is key in a successful Enterprise Mobility roll-out. Larry will show you how you can tailor your Mobile Device Strategy to fuel your Efficiency and make the critical choices needed to select the right device.

Jennifer Juwono, Fujitsu

New Mobile Product Sneak Peak  
Jennifer will have a brand new Mobile device with her to enable you to get up-close to this fascinating new offering. Featuring industry leading mobile capabilities she can take you through its capabilities and allow you hands-on access to the device as well as allowing you to give feedback directly to the engineers.

### Open Innovation

Dave Marvit and  
Ryoma Ohashi, Fujitsu

Activating Innovative Practices – Faster: Learn how the Fujitsu’s Open Innovation Gateway can help you to innovate faster and better  
Fujitsu’s Open Innovation Gateway is dedicated to “Activating Innovative Practices – Faster” We co-create opportunities between Fujitsu, our partners, and the wider community. Discover the latest theory and practice on innovation. Hear what we have

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learned about innovation – and about innovating within and between established companies. Creatively explore ways we might work together to harness the power of innovation, solve problems, and keep your company relevant.

### Retail

Joe Hnilo, Fujitsu

Demystify In-Store Shopper Behavior with Location Analytics

Did you know that 48% of in-store sales are influenced by digital channels, and one in two retailers are challenged in predicting and responding to in-store shopper traffic? To succeed in the new era of the connected consumer, retailers today must take advantage of in-store location intelligence to boost sales and improve store performance. Learn how to use Wi-Fi analytics to achieve more efficient store operations and increase sales.

Jeffrey Leggo, Fujitsu

Wearable in retail, the digital transformation for both the consumer and the retailer  
As wearable technology suffuses the consumer space, providing us with new ways to understand our daily routines, retailers are finding a new ways to interact with their customers. Wearable technology, however, opens up new possibilities for retailers to streamline operations in the warehouse, their supply chain, and their front-end. This session will cover how retailers are using technology to interact with their consumers and its industry applications to create a more customer-focused front of store and safer, more efficient back-end operations.

### SAP

Philip Wong, Fujitsu

Considerations for leveraging agile development for SAP landscapes

For customers whose applications and data resides on their core legacy SAP business systems, how can they take advantage of the burgeoning agile application development

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tools and methodologies. What are the key considerations when venturing into this application development paradigm shift and the wealth of new possibilities it may bring.

Ryan D'Costa, Fujitsu

SAP S/4HANA – What's the future of my reporting and analytics?

Analytics and reporting has evolved throughout the years, spanning from SAP BW BEx to SAP Business Objects, data visualization tools to SAP HANA live, and now from embedded analytics with S/4HANA to Cloud Analytics. The breadth of these solutions can be overwhelming for companies looking to develop a strategy and roadmap with SAP HANA and Analytics. This session will demystify analytics solutions to enable customers to develop their analytics and reporting strategies, both near and long term.

### Servers

Ferhat Hatay, Fujitsu

Unmatched Flexibility, Scalability, and Reliability Delivered by Fujitsu M10

SPARC Servers In collaboration with Oracle, Fujitsu has developed the Fujitsu M10 server family. Fujitsu M10 servers are reliable, flexible and scalable systems enabling In-Memory Computing and deliver Real-Time Analytics performance for Enterprise and Cloud applications. The modular architecture of Fujitsu M10 allows enterprises to start small and expand as the business grows. Learn from our experts how Fujitsu M10 servers can provide a competitive advantage for your organization.

### Security

Philippe Rosiere, Fujitsu

Dealing with Today's Cyber Threats

Today's Enterprises face a near existential challenge. As cyberattack frequencies continue to escalate globally, many companies and organizations struggle to manage and protect critical systems with legacy infrastructure - plus the new stresses of distributed workforces

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and connected devices that blur company boundaries. Join Philippe Rosiere, VP of Fujitsu's Business Consulting practice, where he will advise how to most effectively establish good security hygiene practices, define your critical priority areas, and determine what are the right tools you need to ensure an automated and robust real time response capability for today's most challenging Cyber threats.

### Big Data

Victoria Livschitz

**Stream Analytics: Complete Blueprint for Realtime Big Data Applications**  
Stream Analytics has emerged in recent years as the answer for processing massive amounts of realtime data for near-instantaneous business decisions ranging from credit card fraud alerts to ad placement to product recommendations. Grid Dynamics is a leading engineering services company that designs stream analysis systems for companies in retail, finance, media and technology sectors. In this talk, we will present a complete blueprint for a stream analytics platform based on popular open source technologies and our extensive experience with successful implementations. Your team will get a solid starting point to begin developing Stream Analytics applications right away.

Alex Baar, Fujitsu

**Unleash the power of Big Data and transform your Analytics capabilities**  
Analytics and its value to companies and organizations has continued its enormous growth in importance. This session will enable customers to see new ways on how Big Data drives increased value from existing BI data/Analytics, unlocks previously unknown regular data value relationships, and how to develop a visionary analytics optimization strategy, framework, and approach, tailored for your industry.

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### Business Application Services

Tim O'Brien and  
Eric Payeur, Fujitsu

**Leveraging the Legacy:** The value of Application Modernization and integration to modern technology platforms In this session we will discuss the various options Fujitsu has for migrating applications and data from legacy platforms and operating environments utilizing technologies like Progression, NeoSuite and NetCOBOL for .NET.

Ankit Gandhi and  
Jon Go, Fujitsu

**The Road to Successful Digitalization with Salesforce.com**  
Organizations of every type and size are increasingly feeling the impact of digital. Digital modernization has become a strategic priority for organizations looking to secure their future. Join the Fujitsu America experts Ankit Gandhi, VP of SaaS with Jon Go, Sr. Director of SaaS as they take you through the digital journey and discuss how to effectively modernize your company through digital transformation with the salesforce.com cloud-based platform.

Greg Belt and  
Monty Cook

**Oracle ERP and GlobeRanger – Combining IoT with ERP to create real business value**  
IoT solutions such as Fujitsu's GlobeRanger deliver a wealth of real time edge process information to decision makers - information not typically available within ERP systems. At the same time, ERP solutions such as Oracle EBS and Oracle Cloud ERP have been designed to serve as the single source of truth for enterprises, and will continue to serve that role in the future. With important "truths" about the enterprise being recorded in separate systems, how do ERP and IoT co-exist and still deliver on their core value propositions of real time edge process information and single source of truth?

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### Internet of Things

Bhusan Chand, Fujitsu and  
Mathieu Bruyere, Fujitsu

#### Internet of Things Offering

Businesses often lack adequate visibility necessary to make intelligent business decisions in real time. Fujitsu's Internet of Things (IoT) offering integrates a wide variety of IoT-based sensor technologies into existing legacy systems and exposes real-time "edge" information to business and operational stakeholders through dashboards, alerts and activities. Fujitsu brings to market a holistic set of IoT-based solutions capable of meeting the needs of a diverse global marketplace. These IoT solutions include Fujitsu Edgware for Manufacturing, The Connected Cow, The Akisai Lettuce Factory, Fujitsu Ubiquitousware devices, and Microsoft's Azure IoT Strategy.

Alex Bazin, Fujitsu

The Internet of Things – what is it and how can you turn it into a competitive advantage  
We are entering a Hyper Connected World, in which there is the potential for unparalleled amounts of information about people, things, and the environment to be digitized and transmitted over networks. By analyzing and automatically responding to this information we can deliver innovation to the way businesses and society operates. Join Dr Bazin to hear examples of how Fujitsu has been working with customers to deliver this promised innovation and to discuss how Fujitsu can help your company establish IoT business models which drive business growth and societal value.

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### IT Systems

Mark Simmons, Fujitsu

Enterprise Solutions – From Data Protection to Converged Systems

Data center infrastructures can be complex, error-prone and time-consuming. Mark will discuss our best-in class solutions in the areas of converged systems, server and storage to help overcome these issues. His deep knowledge of all components involved and an understanding of their various dependencies on each other will help you with your selection process of everything from Data Protection to Virtualization Systems.

### Microsoft Cloud/Digital Transformation

Mohit Agrawal, Fujitsu

Fujitsu approach to migrate from Notes or legacy SharePoint environments to Office 365 Migration from Notes or legacy SharePoint environment to SharePoint Online can be overwhelming. In this session, you will learn how Fujitsu's automated "V-Factory" combined with tools, repeatable processes, best practices and a well-defined methodology can minimize the migration risks, time and reduce the cost of migration.

Mark Smith, Fujitsu

Successful digital transformation with Microsoft Azure

Microsoft Azure is more than Virtual Machine's in the cloud. Create a dramatic and rapid digital transformation using built-in Azure platform as a service (PaaS) capabilities including streaming analytics, machine learning, Big Data services such as data lakes or Hadoop (HDInsight), and ready to go Internet of Things (IoT) solutions. Need Big Data? Create a Hadoop cluster with just a few clicks and let Azure manage the infrastructure details. Applications on Azure – and existing on premise applications linked to Azure resources – leverage these PaaS services to rapidly transform business operations. At the same time, you can manage application and infrastructure costs by scaling up or out when demand is high and scaling

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down or in when demand is lower. Learn the quick-start approach to digitally transform your business operations using Azure services.

Barry Malyon, Raj Bhaduri  
and Kenny Tucker

Hybrid IT – Speeding the digital transformation of business with Hybrid IT  
Every business will employ a combination of traditional IT alongside a variety of Cloud sourced business services. However, this also poses many challenges.  
Hybrid IT – is the effective management of cloud and non-cloud infrastructures, including the aggregation, integration, orchestration, security and management of on premise, private and public cloud and traditional IT environments providing, choice, agility, governance and flexibility to customers. Fujitsu introduces MetaArc which provides the Technology, Services, Tools and Partnerships that enable architected and seamlessly integrated Hybrid IT environments with a governance framework that matches the pace of business change, and flexibility to adapt and evolve with changing business needs. MetaArc provides PaaS platforms that can speed your development of new digital services while also improving the integration with and productivity of legacy investments and delivers the speed that organizations need to be competitive. MetaArc is provided on a global basis tearing down the traditional geographic barriers that challenge service delivery for our global customers.

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