

# Straight Forward

## Drive your business with Oracle® Cloud Applications and Fujitsu

### Your world with cloud applications

Today's market is full of new challenges. Both customers and employees have rising expectations and growing demands. Change happens rapidly, and to survive, you need the agility to react quickly. And to be the best, you need to improve productivity and enhance your decision making in every department and across every region.

So, why should you change?

### What are business leaders thinking?

**76%** say their current ERP is unacceptable.

**73%** of employees believe that digital is the important to the future success of their organization, yet 42% lack awareness of what digital options are available to them (Fujitsu UK&I Digital Inside Out Research)



### It's time to start transforming your back office.

Using Oracle Cloud Applications, we can help support rapid business change. You'll get better access to more accurate information. And the systems are intuitive, easy to configure and have built-in reporting.

You can:



become more flexible and make better informed decisions.



empower employees and autonomous operations.



enhance your efficiency with greater visibility and accuracy.



grow your profitability and cut your risk.

shaping tomorrow with you

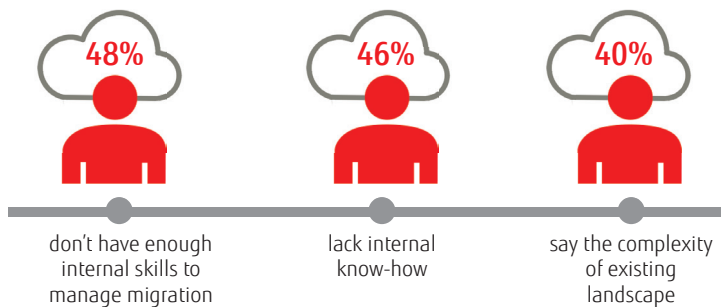
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# Getting the most from cloud transformation

Adopting cloud for your back office is 70% business change, and 30% systems implementation. The need for business change as well as technological knowledge is why you need a partner who understands your business goals, and not just your infrastructure.

However, technological knowledge is still important, due to the state of existing systems. Most legacy finance and procurement systems have grown over time, either organically or through acquisitions. But because you've had to heavily customize them and link them to different databases, moving them onto a cloud platform is complex.

## What's the biggest challenge to digitizing your back office with Oracle Cloud Applications?<sup>1</sup>



To manage these changes effectively, you need a clear roadmap and business case. As each department will have its own needs, business leaders and IT have to work together. And to succeed, you need a partner who's focused on achieving your business outcomes.

### A partner you can trust

We understand each organization is different and we tailor our approach to meet their specific needs. As a result, we successfully deliver Oracle Cloud solutions for midsize and enterprise-scale customers.

Working with us, you get a partner that understands your challenges and knows the benefits that cloud migration brings. We transformed our business with Oracle Cloud (HCM), so we know exactly what you're going through. Our transformation involved 26,000 employees over 38 countries – so we understand how important a change in business culture is. The result of this? We can transfer our experience and insight to help transform your business.

Our seven-step process gives you a tried and tested approach. It's based on years of learning and experience, which means you can achieve a smooth transition to cloud applications.

» It's genuinely transformational. We're uniting different business units who, previously, all had their own ways of doing things. «

Jason Fowler, Service Director, Fujitsu

## Why Fujitsu

You'll have access to our business knowledge and real-world experience. And we'll work together to find the right approach to transforming your business with cloud applications.

### And you'll get:

- A partner who focuses more on business transformation and ongoing business operations, rather than IT implementation.
- The experience that comes with decades of delivering business improvements in back office systems, and over 600 implementations globally.
- A low risk of delivery. Our proven and unique approach is based on real-world experience.
- End-to-end expertise in cloud and hybrid solutions: from business change to information management. As well as our Oracle specialist skills, we also specialize in business transformation.
- A more secure network connection, as our Hybrid Cloud Connect links Oracle Cloud with our data centers.
- To work alongside an Oracle Diamond and Cloud Premier partner.
- The benefits of our 30-year long partnership with Oracle, bringing product expertise.



### If you're not sure when or how to move to the cloud, our Cloud Advisory team can help.

In a half-day workshop, you can experience a working session, and explore what the cloud could bring to your business. Together, we'll take a deep dive, helping you to create a business transition plan and a cloud migration map.

If you'd like to book onto a workshop, please get in touch with us at 1 800 831 3183 or email [AskFujitsu@us.fujitsu.com](mailto:AskFujitsu@us.fujitsu.com)

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<sup>1</sup>Business application services study, PAC