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Fact Sheet
Fujitsu Virtual Client Services

Managing the demands of a complex and evolving end-user computing environment through customized desktop and application virtualization services to help you reduce costs, support workforce mobility and keep data secure.

The Challenges
Today's increasingly complex workplace infrastructure is becoming hard to manage. Organizations are trying to keep up with end-user demands fueled by consumerization. IT managers face cost control, security and mobility challenges – especially with the rising popularity of BYOD (bring your own device).

How we can help
Desktop virtualization is an effective way to address these demands. It moves computing off a device, such as a desktop computer or laptop, and onto a server. Multiple virtual machines can reside on the server, each with its own applications and operating system. This allows users to access corporate resources on any device.

Benefits
■ Lower Costs
Desktop virtualization helps you reduce desktop management and IT service desk costs. It can also cut your capital expenditure, because it allows you to extend the useable life of your PC and laptop investment. Even better, machines that are managed centrally use significantly less energy than a typical desktop PC, helping to reduce your power bills.

■ A more agile workforce
With applications and operating systems on a central server, your users can access corporate resources from anywhere and on any device, including thin clients, laptops, tablets and

smartphones. This is ideal in 'activity-based' offices where users do not have designated workstations.

■ Enhanced information security
Removing applications and data from endpoints means you can provide secure remote access on a variety of devices. Your corporate data is stored at a Fujitsu data center and delivered to users via dedicated, secure instances. With role-based access, employees can use only the applications they need to do their jobs. In addition, data is protected because backups no longer rely on end users.

■ Improved user productivity and satisfaction
Users benefit from faster logon time and a smoother, more consistent experience. Up-to-date operating systems, device-independent application streaming and the ability to run conflicting applications alongside each other also help staff work more productively.

■ Simplified IT Management
Desktop and application virtualization helps you reduce infrastructure complexity and simplify your IT support requirements. You can provision users in minutes and easily monitor application usage to better manage your licenses.

What we offer
Fujitsu Virtual Client Services is a comprehensive desktop and application virtualization solution, designed to help your business reduce IT cost, support a mobile

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- ■ IT is not flexible enough to support business required business agility
- ■ Desire to "pay as they use" on a role based approach (not one-size-fits-all)
- ■ Users expect to work "anytime, anyplace, any device"
- ■ The desktop estate is aging and needs investment
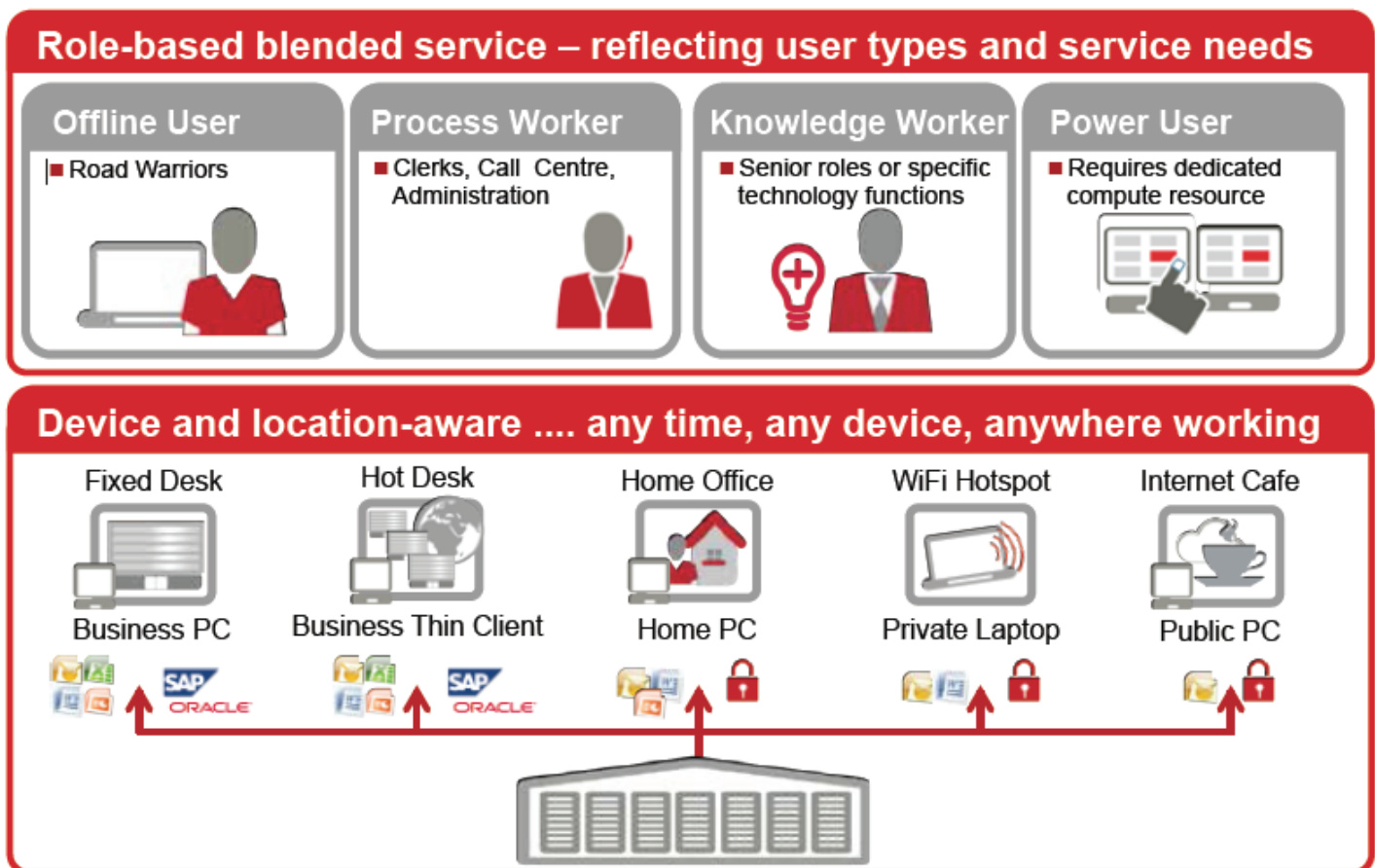- ■ Users' expectation is high from "consumerization" of IT

workforce, and maintain data security. It includes software, hardware and management of your infrastructure, and supports popular platforms including Citrix®, Mircrosoft® and AppSense®.

Virtual Client Services is based on a pay-per-use-model, so you only pay for what you need. This makes it ideal for enterprise customers with a variable workforce. It's also flexible: you can choose to virtualize individual applications or entire desktops, and we tailor the solution to your exact needs.

Why Fujitsu?
Fujitsu Virtual Client Services solutions are based on best-in-class technologies, proven infrastructure products and end-to-end lifecycle services. We help you understand the roles of individuals within your organization and deliver an optimum blend of services and end-user devices to support these roles – rather than a one-size-fits-all service. Fujitsu has extensive experience in implementing virtualization projects worldwide, allowing for fast, low risk implementations.

How it works

Role-based blended service – reflecting user types and service needs

Offline User
- Road Warriors

Process Worker
- Clerks, Call Centre, Administration

Knowledge Worker
- Senior roles or specific technology functions

Power User
- Requires dedicated compute resource

Device and location-aware .... any time, any device, anywhere working

Fixed Desk	Hot Desk	Home Office	WiFi Hotspot	Internet Cafe
Business PC	Business Thin Client	Home PC	Private Laptop	Public PC

About Fujitsu America

Fujitsu America, Inc. is a leading ICT solutions provider for organizations in the U.S., Canada and the Caribbean. Fujitsu enables clients to meet their business objectives through integrated offerings and solutions, including consulting, systems integration, managed services, outsourcing and cloud services for infrastructure, platforms and applications; data center and field services; and server, storage, software and mobile/tablet technologies. For more information, please visit: http://solutions.us.fujitsu.com/ and http://twitter.com/fujitsuamerica

Fujitsu platform solutions

In addition to Fujitsu PRIMERGY servers, Fujitsu provides a range of platform solutions. They combine reliable Fujitsu products with the best in services, know-how and worldwide partnerships.

Dynamic Infrastructures

As a global IT infrastructure provider, Fujitsu offers a complete range of servers designed to fill any role in today's business. Whether your business requires affordable entry-level servers, compact and scalable blade systems, or advanced multiprocessor servers capable of handling the most demanding data center applications, the PRIMERGY® line delivers Intel®Architecture servers with the rock-solid reliability and industry-leading performance you need.

PRIMERGY Servers

www.fujitsu.com/global/services/computing/

- PRIMERGY: Industrial standard server
- SPARC Enterprise: UNIX server
- PRIMEQUEST: Mission-critical IA server
- ETERNUS: Storage system

Software

www.fujitsu.com/software/

- Interstage:
  Application infrastructure software
- Systemwalker:
  System management software

More information

For more information, please visit:
http://solutions.us.fujitsu.com/

For Information on our Intel based PRIMERGY Servers:

http://solutions.us.fujitsu.com/www/content/products/servers/ primergy/index.php

For Information on our Enterprise Storage:

http://solutions.us.fujitsu.com/www/content/products/storage/ETERNUS/index.php

For Information on our SPARC® Enterprise Servers:

http://solutions.us.fujitsu.com/www/products _sparc.shtml?products/ servers/sparc/index

For Information on the new PRIMEQUEST® Servers:

http://solutions.us.fujitsu.com/www/content/products/servers/ primequest/

Fujitsu green policy innovation

Fujitsu Green Policy Innovation is our worldwide project for reducing burdens on the environment. Using our global know-how, we aim to resolve issues of environmental energy efficiency through IT. Please find further information at:

www.fujitsu.com/global/about/environment/

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