



Fujitsu SAP Practice Our Capability Offering

As one of the world's leading ICT companies, Fujitsu offers our customers a comprehensive and flexible solution for your complete SAP landscape

What is the Fujitsu Difference?

Fujitsu Limited is the leading Japanese Information and Communication Technology (ICT) Company offering a full range of technology products, solutions and services. Approximately 170,000 Fujitsu people support customers in more than 100 countries. Established in 1935, the organisation has an annual turnover of approximately US\$47 billion.

Fujitsu Australia Limited is a wholly owned subsidiary of Fujitsu Limited (Japan) with a local turnover of approximately A\$1bn per annum. Its operations are headed by Mike Foster (CEO) Senior Vice President and Head of Oceania who reports directly to the President of Fujitsu Limited. We are a full service provider of sustainable, end-to-end ICT solutions with over 300 customers and over 5,100 highly skilled professionals across all states and territories including regional centres. As a full service provider of information technology and communications solutions, Fujitsu partners with its customers to consult, design, build, operate and support business solutions. Fujitsu is recognised as one of the largest ICT companies in the Australian and New Zealand Marketplace.

Fujitsu has been a trusted SAP Global Partner for over 40 years. We have successfully helped thousands of customers worldwide to simplify, innovate and grow. Our expertise with SAP solutions, combined with our in-depth industry and technology experience helps empower our customers to achieve their business objectives and take the lead over their competitors.

Most recently, our SAP Practice has extended its footprint by introducing specialised solutions throughout the SAP landscape. Our vision is to harness our current capabilities, IP and industry knowledge, to become a recognized and trusted industry leader. We are committed to working with our customers to create measurable value add that is aligned with their strategic direction and business objectives. Supported by our Global Delivery Centres, not only can our SAP Practice deliver specialist SAP solutions, we own multiple state of the art tools and applications with SAP integration capabilities to truly transform an organisation's end-to-end business process in a digital and operationally connected world.

What Does Success Look Like?

Fujitsu has been presented with over 20 "SAP Awards of Excellence" locally and globally. Architecture and Innovation have garnered 3 awards and implementation services have been conferred upon Fujitsu's SAP practice on 18 occasions.

- APJ Partner Excellence Award, 2016 (Fujitsu India)
- Pinnacle Award for VAR Reseller of the Year, 2015 (Fujitsu India)
- Telstra – Best run SAP EAM Implementation Award, 2013
- Pinnacle Award for Innovation, SAP HANA, 2012 (Fujitsu Germany)
- Ausgrid – Best SAP Upgrade Award, 2011
- Best Business Intelligence – Channel Partner, 2010 (Fujitsu Australia)
- Best ERP – Channel Partner, 2010 (Fujitsu Australia)
- Best ERP Implementation Award, 2009 (Fujitsu Australia)
- Best All-in-One Implementation, 2006 (Fujitsu Australia)
- Excellence Award for Innovation, 2005 (Fujitsu Australia)
- Best SCM Implementation, 2005 (Fujitsu Australia)
- Road Traffic Authority – Best Industry Solution Award, 2004 (Fujitsu Australia)

What is our SAP Capability and Service Offering?

SAP Logistics

SAP Procurement Solutions

- Procurement (Materials and Services)
- Inventory Management
- Contract and Vendor Management
- Travel Management
- Transport Management
- Real Estate

SAP Supply Chain Management

- Demand Planning
- Supply Network Planning & MRP
- Production Planning and Detailed Scheduling
- Logistics Execution – Warehouse Management, Shipping and Transportation

SAP Maintenance / EAM**SAP Enterprise Asset Management**

- Plant and Equipment Maintenance
- Linear Asset Management and GIS Integration
- Services Management
- Quality Management - Assessment/Inspection
- Mobility for Field Engineers

SAP Finance**SAP Financials Solutions**

- Financial Accounting
- Management Accounting
- Investment Management
- Public Sector Collections & Disbursements
- Financial Reporting and Analytics

SAP Business Planning and Consolidation Solutions

- Planning
- Forecast
- Consolidation

SAP Foundations**SAP Reporting and Analytics**

- SAP NetWeaver BW and SAP BusinessObjects
- Visual Intelligence
- HANA Infrastructure solutions
- HANA as Side-Car
- BW on HANA

SAP Platform Services

- Version upgrades and OS/DB migration
- System monitoring and proactive maintenance
- Solution Manager
- Security services – SAP authorisation, single sign on

SAP Development Services

- ABAP and Java NW-based customisations
- PO/PI integration
- Fiori

SAP Customer Engagemnt and Commerce (CEC)**SAP CEC**

- On-premise CRM
- Hybris Cloud for Customer
- Hybris Marketing
- Hybris E-commerce
- Optimisation, Implementation and Migration

What else can we offer?

- **Strategic, Tactical and Operational Consulting**

Not sure what direction to take? Our highly skilled and experienced consultants can work with you to develop a robust vision and business plan to transform your organisation.

- **Roadmap, Platform and Product Assessment**

Working out how to convert a strategic vision and objectives into reality can be an overwhelming task. Whether it be assisting with roadmap creation, evaluating your documented journey, platform, or product assessment, we will work with you to achieve organisational success.

- **Proof of Concepts**

Converting an idea into a reality! Before you embark on your organisational journey wouldn't it be great if you could verify the concept up front? Our specialised consultants can work with you to co-innovate solutions and take you on a test drive.

- **Competency Build and Health Check Services**

Encountering intermittent performance bottlenecks or not sure if your current environment can support future initiatives? Fujitsu's SAP System Inspection Service can help you detect negative trends at an early stage, provide detailed analysis of bottlenecks and provide recommendations on proactive steps to improve your system performance and safeguard the economic efficiency of your SAP landscape. Or identify opportunities for consolidation to optimise the system for future growth. SAP System Inspection Service is an ideal complement to standard tools such as SAP Early Watch, providing analysis across the entire SAP IT infrastructure.

- **Process Digitalisation solutions centred on Fujitsu Run My Process**

Sick and tired of paper based processes, double handling or stand-alone disparate systems? The Fujitsu RunMyProcess application can help you automate the information flow between the different departments of your organization, with your partners, vendors, and customers. Our solutions enable you to design and run workflows that connect a wide variety of different business functions. Fujitsu RunMyProcess empowers organisations to build business applications for anyone, anywhere, on any device and deliver them through a custom enterprise process store.

Want more information?

Visit <https://www.runmyprocess.com/en/>

- **IoT solutions based on Edgware**

Fujitsu has an end-to-end capability around Internet of Things (IoT) via the Fujitsu Edgware management platform. The platform turns real-time events and raw data into meaningful and valuable information to assist in complex decision making. Edgware provides the link between data collection in the field, from any source of sensor input, and your enterprise systems.

To find out more, visit

<http://www.fujitsu.com/au/solutions/business-technology/internet-of-things/edgware>