

SAP Solutions

Built with you, built for you



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

Fujitsu will work with you to shape a solution that works for your organisation, as opposed to you fitting into a solution. At Fujitsu we have the ability and flexibility to create individual solutions for each of our clients whilst leveraging best practise and our global experience

Our strength in SAP implementation and customisation is complemented by our depth of experience in strategic consulting, systems integration and infrastructure management, enabling you to leverage our skills to maximise the ROI of your SAP solution.

As a SAP certified services partner, we have the skills to deliver end-to-end SAP services that will meet your business continuity requirements.

Our reputation has spread largely by word of mouth. And thanks to our many satisfied customers, we are currently a partner of choice for SAP solutions across Australia and New Zealand. Our well-resourced local teams are backed by a global company with over 10 million customers in over 70 countries around the world. This enables us to leverage global expertise to deliver the results you are looking for. Results that transform your business and your bottom line.

Why Fujitsu?

- Global reach with a local touch
- Access to infrastructure – on premise or in the cloud
- Competency centre at SAP Walldorf, Germany
- Strategic engagement with SAP at an R&D level
- End to end integrator & supplier of services, end to end service capability
- Deep and broad SAP capability

Fujitsu service offering

Fujitsu can assist you to implement on the SAP Strategy. We are in a unique position to offer our customers a comprehensive offering On-premise, On Demand and On Device.

On Device	On Demand	On Premise
SAP Mobility	SAP in the Cloud	SAP BusinessSuite
<ul style="list-style-type: none"> ■ Sybase partner ■ iPhone and iPad development 	<ul style="list-style-type: none"> ■ Fujitsu Local Cloud ■ Fujitsu Global Cloud ■ Infrastructure as a Service 	<ul style="list-style-type: none"> ■ Fujitsu Full Lifecycle Support in ECC, CRM, HCM, SRM, BW, BOBJ, BPC, EPM and others

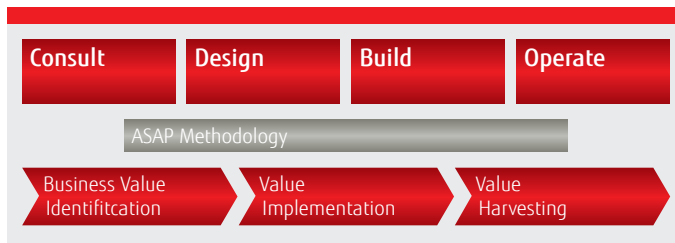
Technology stack

At Fujitsu we can cover the complete technology stack of your SAP landscape, or as much as you need us to. We offer these services as a Cloud solution or as a traditional on-premise solution.

Traditional Cost Model		Cloud Cost Model	
Administration	Customer Owned	Administration	Customer Owned
Application		Application	
Database		Database	
Operating System		Operating System	
Compute		Cloud IaaS Server & Storage per month	
Storage			
Network			
Data Centre			

SAP Implementation Services

At Fujitsu we can offer you a full end-to-end service, or you can choose to take just some of it. This service includes and extends the standard ASAP Methodology. We have the skills to deliver end-to-end SAP services under our Consult – Design – Build – Operate service delivery model, giving you both the ideal solution and the peace of mind that it will be effective, resilient and will meet your business continuity requirements. Fujitsu also offers Business Value Management services at the start, during and at the end of a project, to ensure the project generates the level of business value expected.



Taking the first step

Choosing when, where and how to make your first step towards a fully integrated IT infrastructure is critical. That's why Fujitsu offers a range of pre-development consultancy services that are designed to help you plan your SAP IT infrastructure in the most straight-forward and efficient way in order to maximise operational synergy and minimise the associated cost and risks.

Sizing Services

Using state-of-the-art tools, our consultants will analyse and configure your SAP IT infrastructure, so that it is specifically tuned to your needs. We don't just use check lists. Instead, our data is derived directly from your infrastructure, allowing us to give precise and customised recommendations about the optimum size and configuration of your system requirements.

We offer the complete suite of implementation services including:

- IT strategy and direction
- Value Management for SAP
- ASAP methodology
- ASAP focus methodology and best practises
- Project Management and Governance
- Integration and Data Hub Services
- Data Migration and Archiving
- Testing, manual and automated
- Training management, classroom and on-Line
- Change Management and communication
- Helpdesk and ongoing support

System Inspection

SAP infrastructures evolve gradually, this makes it very difficult to improve infrastructure performance or remove bottle necks. With our System Inspection service Fujitsu will analyse your complete SAP infrastructure and evaluate your data. As a result, you can rapidly and flexibly adapt your systems and respond to fast-changing business requirements.

Upgrades

Fujitsu has helped our customers deliver both small and very large upgrade projects; from installing support packs and enhancement packs to major version upgrades from 4.6c to ECC6 we can put a team together to effectively manage your upgrade success.

Global coverage

Fujitsu has over 1,500 SAP consultants working alongside our 35,000 system engineers across the globe. As a result, we can provide end-to-end service offerings to businesses virtually anywhere in the world, including the implementation and on-going management of the most advanced and cost-effective SAP solutions.

In particular, our consultants have access to an extensive collection of SAP tools, engagement best practices, and lessons learned from prior SAP projects. We also have solid offshore resources for cost-effective system implementation and management. In addition, a choice of hosting/outsourcing services can be provided using our state-of-the-art data centre facilities located worldwide.

Fujitsu SAP Competence Centres

Fujitsu operates SAP Competence Centres, located in three world regions, to help our customers leverage the latest SAP Solutions and to successfully implement SAP on a global scale.

"Fujitsu and SAP have a strong global partnership to provide a comprehensive set of solutions for our customers, including software and technology, services, and hosting," said John Schwarz, Member of the Executive Board of SAP AG.

"Together, we enable more than 6,000 joint customers around the world to boost competitiveness, accelerate growth and optimise operations."



John Schwarz is a member of the Executive Board of SAP AG. Responsible for SAP Business Objects, the Global Ecosystem & Partner Group, and Corporate Development.



SAP® Certified
in Cloud Services

About Fujitsu

Fujitsu Australia and New Zealand is a leading service provider of business, information technology and communications solutions. As the third largest ICT company in the Australian and New Zealand marketplace, we partner with our customers to consult, design, build, operate and support business solutions. From strategic consulting to application and infrastructure solutions and services, Fujitsu Australia and New Zealand has earned a reputation as the single supplier of choice for leading corporate and government organisations. Fujitsu Australia Limited and Fujitsu New Zealand Limited are wholly owned subsidiaries of Fujitsu Limited (tSE: 6702).
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