

FACT SHEET

FUJITSU CLOUD SERVICES ADVISORY SERVICES

SERVICES TO HELP YOU UNDERSTAND CLOUD AND ALIGN CLOUD CAPABILITIES WITH YOUR BUSINESS NEEDS

You have a business to run and a hugely complex infrastructure to manage. You need a partner who is ready to make cloud work for you, application by application. Fujitsu is that partner. The Fujitsu Cloud Advisory Services described in this fact sheet will help guide you into the cloud as part of the comprehensive approach that Fujitsu takes to cloud technology.

CLOUD BUSINESS DRIVERS

Do any of these scenarios sound familiar?

- Competitive pressure is not letting up for your business to respond faster with newer and better services.
- It simply takes too long to purchase and implement any new IT capacity needed to run your business.
- Your expanding business is pushing IT to capacity thresholds for space, power, cooling, and storage. Seasonal business activity spikes also challenge your ability to meet demand.
- An IT refresh is looming just around the corner. You're hearing incessant calls for more efficient disaster recovery, increased energy efficiency, and reduced greenhouse emissions.
- It is time to upgrade to the new version of your ERP system. You need a complete test and development environment prior to moving the new ERP version into production.
- Ballooning IT budget allocations to simply keep the lights on for IT leave you dismayed, even as IT-business alignment policies keep you hamstrung to invest in evolving innovative technologies to transform your business.
- You are facing pressure from all directions to develop a cloud strategy, but you have concerns about security, and you are not ready to trust your operations to a cloud shared with anonymous credit-card holders.
- You must deal increasingly with a worldwide market, and you need a partner who can help you "grow globally."

All of these scenarios may be addressed with "cloud" solutions that offer IT functionality on a flexible, agile, pay-as-you-go basis. But where do you start?



FUJITSU CLOUD ADVISORY SERVICES

Executive Workshop

- Educate and ground your organization on cloud and the Fujitsu Cloud vision
 - Discuss our differentiated methodology to align that vision to your business challenges
 - Analyze your business portfolio for cloud fit and how to exploit cloud for your business benefit
- Define next steps

Outcomes

- Educate leaders
- Discuss approach
- Analyze portfolio
- Define & document Cloud Strategy

Cloud Roadmap Service

- Build dynamic high-level cloud roadmap that aligns IT to the business strategy
- Future-proof the "to be" state – share and build consensus with your team
- Address gaps and key concerns – identify transformation requirements
- Identify impact on organization and processes for change management

Outcomes

- Build roadmap
- Future-Proof
- Address gaps
- Manage change
- Define business rationale

Fujitsu provides a complete range of cloud consulting services as part of our global portfolio, beginning with assessment and advisory services to help customers determine which workloads to move, and to which type of cloud environment makes the most economic sense. The Fujitsu Cloud Advisory Services offer services to help you understand cloud and align it to your business needs.

Fujitsu offers two initial services to help jump-start your cloud strategy: the Executive Workshop and the Cloud Roadmap Service.

THE EXECUTIVE WORKSHOP

The Fujitsu approach to realizing your vision

Our approach helps you realize your vision by providing greater clarity and understanding of cloud computing. This will allow you to clearly define cloud as an investment objective and understand its benefits to your business. You will also gain an understanding of the Fujitsu cloud computing vision and learn about our ability to provide cloud services in order to better shape business decision-making. The workshop will enable you to create a high-level cloud computing strategy and define a roadmap that can then be further developed over time in collaboration with Fujitsu. The roadmap also serves as a change management tool to help you transform your business as it evolves.

Focus on business value, not just technology

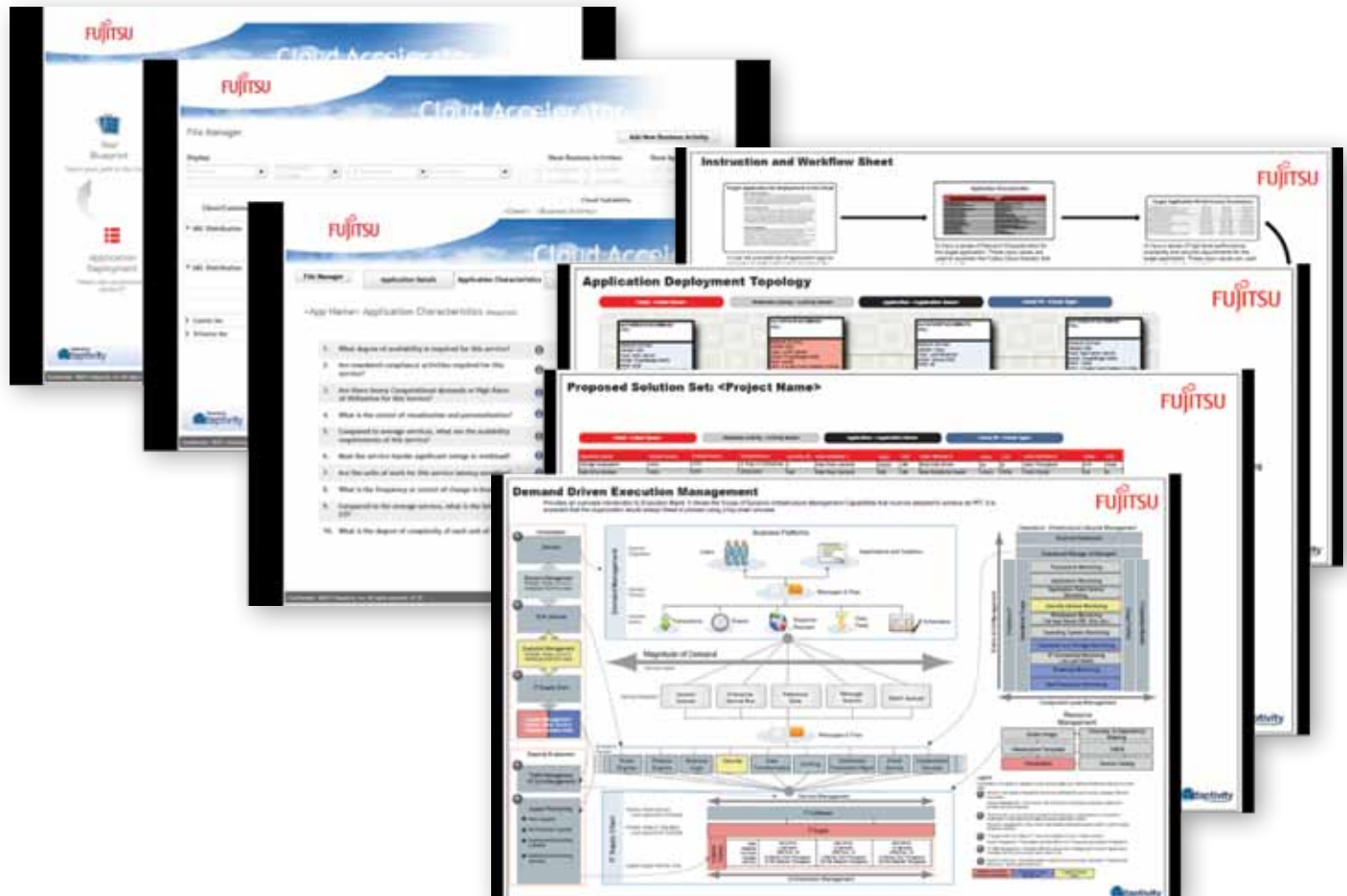
This service considers much more than IT technology. Our approach is different in that we focus on business value, understanding workload demands, and aligning business needs with IT capabilities. We emphasize a holistic view, recognizing that cloud is not a one-size-fits-all solution; we understand the customer's business and their drivers for change. Leveraging global partnerships allows us to increase the use of the 'right' technology to balance innovation, cost, and future readiness, and identify an appropriate solution to your business challenges.

Expertise with exclusive tools to do the job

We augment our expertise with exclusive tools created and customized for our use. We use these to systematically and deeply understand:

- Your business demands
- Your IT capacity characteristics
- Your application characteristics

These tools include the "Cloud Accelerator Toolkit" and "Cloud Playbooks," shown below.





THE CLOUD ROADMAP SERVICE

"Future-proof" your future in the clouds

The Fujitsu Cloud Roadmap Service is our approach to helping you future-proof your cloud strategy through a series of facilitated working sessions to create a comprehensive roadmap for your cloud journey.

We help align cloud options to your business strategy and create an understanding of the impact on the organization, as well as other on-going or planned initiatives. These sessions look at the business-to-IT alignment using our Cloud Accelerator Toolkit and other custom tools to ensure that your Cloud roadmap synchronizes with your business strategy.

Value-added outcomes

The outcome is a well-documented and business-ready roadmap. We will also help you build a high-level outline business case based on the roadmap.

The result of these sessions is not a "shelfware" strategy document, but rather a dynamic and actionable approach for delivery of short-term results with a long-term vision for the future.

WHY FUJITSU

Fujitsu is a \$53b leader in Global IT systems and services and is one of the three largest IT services providers in the world.

Fujitsu provides a full range of IT products and services, and has the capability to implement and support multi-vendor platforms and systems for servers, storage, networks, desktops, and software (for example, Enterprise Resource Planning (ERP) such as SAP and Oracle).

Fujitsu cloud offerings are based on our extensive know-how of network and server configuration design and interconnectivity, derived from a wide variety of enterprise systems implementations worldwide.

Fujitsu advisory, assessment, and cloud migration services assist clients in the planning and implementation of cloud services ensuring a smooth transition with minimum risks. Fujitsu helps clients create a comprehensive technology strategy that looks at cloud and non-cloud solutions for infrastructures, application platforms, and business solutions.

Fujitsu has a global cloud program that is implemented in regions around the world, enabling us to serve the business needs of our customers at both local and global levels. Our customers achieve optimization of current infrastructures by leveraging cloud services where and when needed.

Fujitsu Global Cloud IaaS offerings are delivered from Fujitsu data centers that offer optimal levels of data protection, reliability of service, and security. The Fujitsu Global Cloud Platform is delivered from our Tier III certified datacenter in Sunnyvale, CA, and Fujitsu delivers other cloud services from other green facilities in North America, based in Dallas, TX, Montreal, Canada, and Trinidad, the Caribbean.

Fujitsu Global Cloud IaaS meets the needs of businesses that want to reap the benefits of cloud computing – with enterprise-class security, expandability, reliability, availability, and energy-efficiency.

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 including consulting, systems integration, managed services and outsourcing for enterprise applications, data center and field services operations, based on server, software, storage and mobile technologies. Fujitsu provides industry-oriented solutions for manufacturing, retail, healthcare, government, education, financial services and communications sectors.

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

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