

# Fujitsu Managed Private Cloud Service

FUJITSU



A connected multi-cloud service

shaping tomorrow with you

# Blend agility and control

Cloud is the new normal. 67% of companies who took part in a recent study said they are highly dependent on cloud to deliver services to their customers. And almost two-thirds (64%) think multi-cloud will play a bigger part in their cloud architecture over the next two years.

It's easy to see why. More and more businesses want their workforce to be able to connect with each other anytime, anywhere. They want the extra computing power to quickly set up new and exciting services. And they want to know their data is recoverable in the event of a disaster. The answer to all this? Cloud.

But we know that managing a cloud ecosystem comes with its challenges.

It involves a tricky balancing act of mixing the old with the new. You'll have older systems that need to work alongside newer technology in one hybrid environment. And managing this environment can be difficult.

There's also security issues to deal with. If you don't have the right security measures in place, your cloud infrastructure becomes vulnerable to attacks. Which means your data might be corrupted, exposed or fall into the wrong hands.

And then there's "shadow IT". If your staff don't get the latest software and applications, they'll skip your internal IT and find a way of getting them through their own providers. Shadow IT means you lose sight of what's going on with these services. You don't know if they're compliant with your security policies. You don't know what's being spent. And this leads to all kinds of problems.

And on top of all this is the pressure to do more business at lower costs.

So, how do you get around all this? Does your organisation have the time, skills and knowledge to overcome these challenges? Wouldn't it be better if someone could take care of these problems for you?

**Luckily, there's an easier way to take advantage of all the benefits that come with private cloud: Fujitsu Managed Private Cloud Service.**



# The best of both worlds

## Understanding our Managed Private Cloud Service

With our Managed Private Cloud Service, you get the cloud/hybrid IT infrastructure your company needs to succeed in a digital world. But you don't have to deal with the hassle of managing it – we'll take care of that for you.

This gives you more time to focus on your business. Meanwhile, our cloud and IT experts are working away in the background, managing your IT so it can respond quickly to business changes and move at the speed that your stakeholders expect.

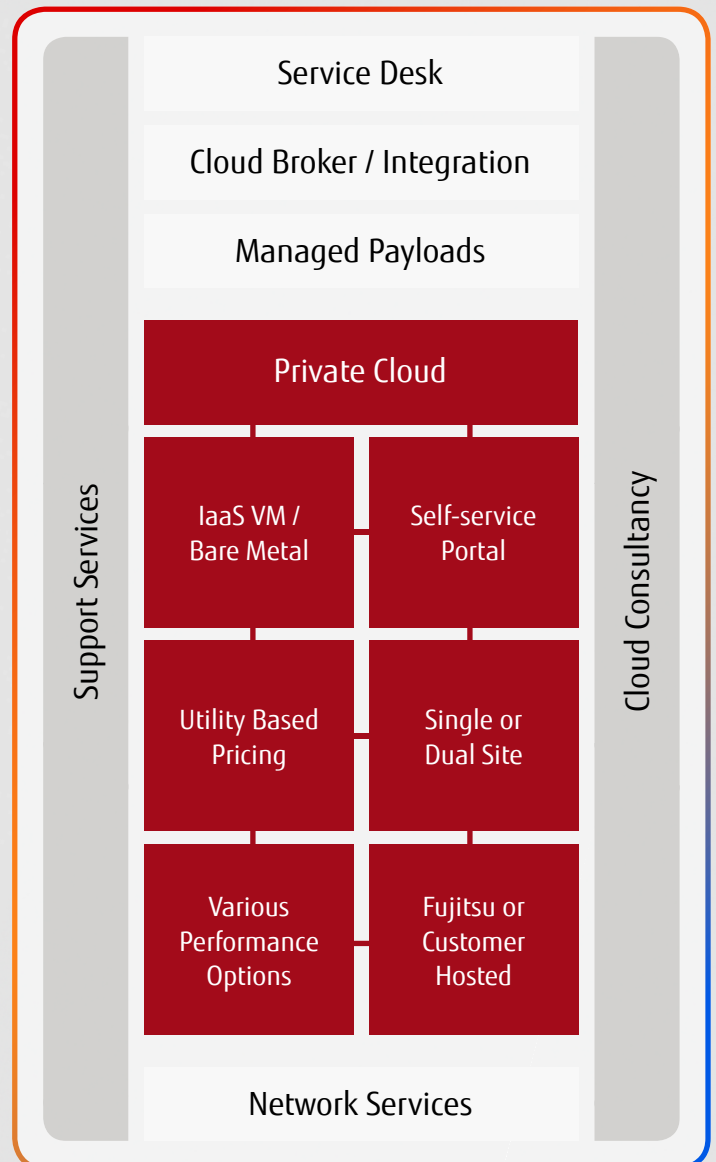
Our Managed Private Cloud Service offers round the clock support. And you'll have peace of mind knowing that we keep your data and compute resources separate to make things as secure and reliable as possible. Your corporate and consumer data will be in safe hands night and day. And because we're always controlling and monitoring data centres, downtime will be kept to an absolute minimum.

## So, how does it work?

Managed Private Cloud is a service that's dedicated to you. If you need more capacity, you can access it quickly. That means you don't have to wait months to get new IT systems up and running. And you don't need to keep lots of extra space lying around, just in case.

We provide this as Infrastructure as a Service. We can set it up either in your IT environment, or in our tier III data centers. The whole service can be accessed easily through a self-service portal.

We can integrate other services with Managed Private Cloud. These include your service desk, cloud broker and cloud consultancy, as well as support and network service options.



# Raise expectations. And meet them.

## How our Managed Private Cloud Service can help you

- **Deploy IT faster** – With Managed Private Cloud, you can provide the infrastructure your company needs much faster. You will not pay for capacity that you do not require, but you can scale up to meet any spikes in demand. You can use virtual machines with a utility based compute, memory and storage model and then add on extra managed services as you need them.
- **Gain confidence and control** – We give you a secure and reliable infrastructure with enterprise-grade service levels. So, with our Managed Private Cloud Service you can count on your business-critical applications working as you expect. For applications that just must not fail no matter what, you can add enterprise class high availability and disaster recovery options with dual-site configurations.
- **Provide a flexible platform** – You get to choose how your people use the platform and how it works with your IT service request systems for automation and governance. That's thanks to a secure API that lets you set policies for users, infrastructure, devices and applications.
- **Optimize costs** – With pay-as-you-use pricing, you'll only ever spend as much as you need to. Obviously, you'll cut capital expenditure. And you can also reduce operational costs by making things less complex and using less energy.
- **Scale infrastructure easily** – The infrastructure scales up or down easily. We manage the platform and add capacity when your business needs it. We'll only charge you for what you use.
- **Trust the platform** – We've designed the platform from the ground up to ensure it's secure. It is capable of various levels of accreditation.
- **Have peace of mind for worst case scenarios** – With disaster recovery options, you can rest easy knowing that your data is recoverable even in the event of floods, fires and other disasters.
- **Access ready-skilled experts** – Our experts are on hand to provide guidance, advice and support when you need it.
- **Keep up and running** – With 99.95% availability and the option for Dual Site to provide DR, you can count on our Managed Private Cloud Service to stay up and running, with almost no downtime.
- **Access our network of suppliers** – We partner with some of the leading vendors in the market so you can get the best solution for your needs.
- **Access to future services** – as a connected multi-cloud service, you can integrate Managed Private Cloud Service with public cloud solutions, such as Amazon Web Services, VMware Cloud on AWS, and Microsoft Azure. Which allows you to use the latest cloud features.

# Transform faster with multi-cloud

## Make Fujitsu Managed Private Cloud Service part of your multi-cloud ecosystem

You get many benefits with our Managed Private Cloud Service. You can kick-start your transformation with great agility and control. You'll get high performance and availability. And your IT will be secure and resilient.

But you can go even further with multi-cloud. We can combine our private cloud with any public cloud, to create the multi-cloud ecosystem your business needs to compete. So you become connected, intelligent, and transformed, faster:



### Connected

Your people will be connected by the latest cloud technologies. Which will give them the power to be more productive. And make your business more efficient.



### Intelligent

You'll get more out of your applications and data. And you'll be able to deliver smarter, personalized services with emerging technologies.



### Transformed

You'll be able to constantly evolve and re-invent your business model, applications, and services. So you can disrupt. And stay ahead of the market.

## We're global VMware partners

VMware is the market leader in private cloud and virtualization solutions.

Our global partnership with VMware means you can transform your IT with these solutions. You can integrate them with your systems. And expand into the public cloud, so you can be even more agile and innovate faster. All of this gives you the power to transform your services quickly. But with the control and resilience you need for even the most regulated environments.

## Move even faster. Extend into public cloud.

Get more power to innovate and scale. With managed VMware Cloud on AWS from Fujitsu, you can quickly extend into and exploit a leading public cloud platform from your VMware environment. And you can use advanced AWS cloud technologies to quickly enhance your applications and services.

We integrate, manage, and optimize all this for you, as an established VMware and AWS partner. So it all happens seamlessly, without any hassle.

# How multi-cloud helped Lowell grow faster

Lowell, a credit management company, had gone through many mergers and acquisitions. Which left it with a patchwork of IT capabilities over nine countries. And that wasn't going to help its plans to grow and improve its customer service.



So, we provided a pay-as-you-use multi-cloud solution, built on our managed private cloud, to standardize its IT across the nine countries. This kept everything up and running as it made the transition. And it allowed Lowell to grow faster and digitally transform its core business even further.

We managed and orchestrated the entire multi-cloud ecosystem.

## Thanks to our solution, Lowell benefitted from:

- A new and improved operating model, across nine European countries.
- A rationalized application service, which drove down Lowell's cost to serve.
- Managed security services, which help Lowell comply with stringent financial services audits and compliance requirements.
- More flexibility and customer insight from AI and machine learning.

# Why Fujitsu?

## Five reasons to choose us for cloud

### 1. End-to-end expertise

You'll be in expert hands. We've been carrying out these complex transformations for decades, for large enterprises and governments. This includes some of the world's largest cloud deployments, as well as migrating, modernizing and re-writing critical applications.

### 2. Change without disruption

We'll transform your infrastructure, applications and services at the same time. So you can solve your business challenges with no disruption to your existing services.

### 3. Multi-cloud leaders

We're industry leaders in multi-cloud & hybrid IT services. Which means we've got the in-depth knowledge to ensure your move to multi-cloud is a success. This covers everything from legacy systems to the latest cloud-native technologies. And we partner with major cloud providers and industry innovators from around the globe.

### 4. Built for your business

You'll get a cloud ecosystem that's completely personalized for your business goals. Because we'll co-create it with you and our leading ecosystem of partners.

### 5. Customer trust

You'll join the hundreds of customers from across the world that have trusted us to deliver their multi-cloud and hybrid IT environments. Everything in your environment, including your applications, data, and services, will be integrated and highly secure.

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**We're leaders in Gartner's 2019 Magic Quadrant for Data Center Outsourcing and Hybrid Infrastructure Managed Services, Europe.**

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To find out more about our managed private cloud services and our other multi-cloud services, visit [www.fujitsu.com/global/services/multi-cloud/cloud-services/](http://www.fujitsu.com/global/services/multi-cloud/cloud-services/)

Or contact us at [AskFujitsuHQ@ts.fujitsu.com](mailto:AskFujitsuHQ@ts.fujitsu.com)

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