Introduction

As a global ICT company, Fujitsu offers a full range of services to help customers get the most out of Oracle solutions. With 3,500+ Oracle professionals around the world, Fujitsu can work closely with our customers in any given market to deliver the resources and expertise needed for success.
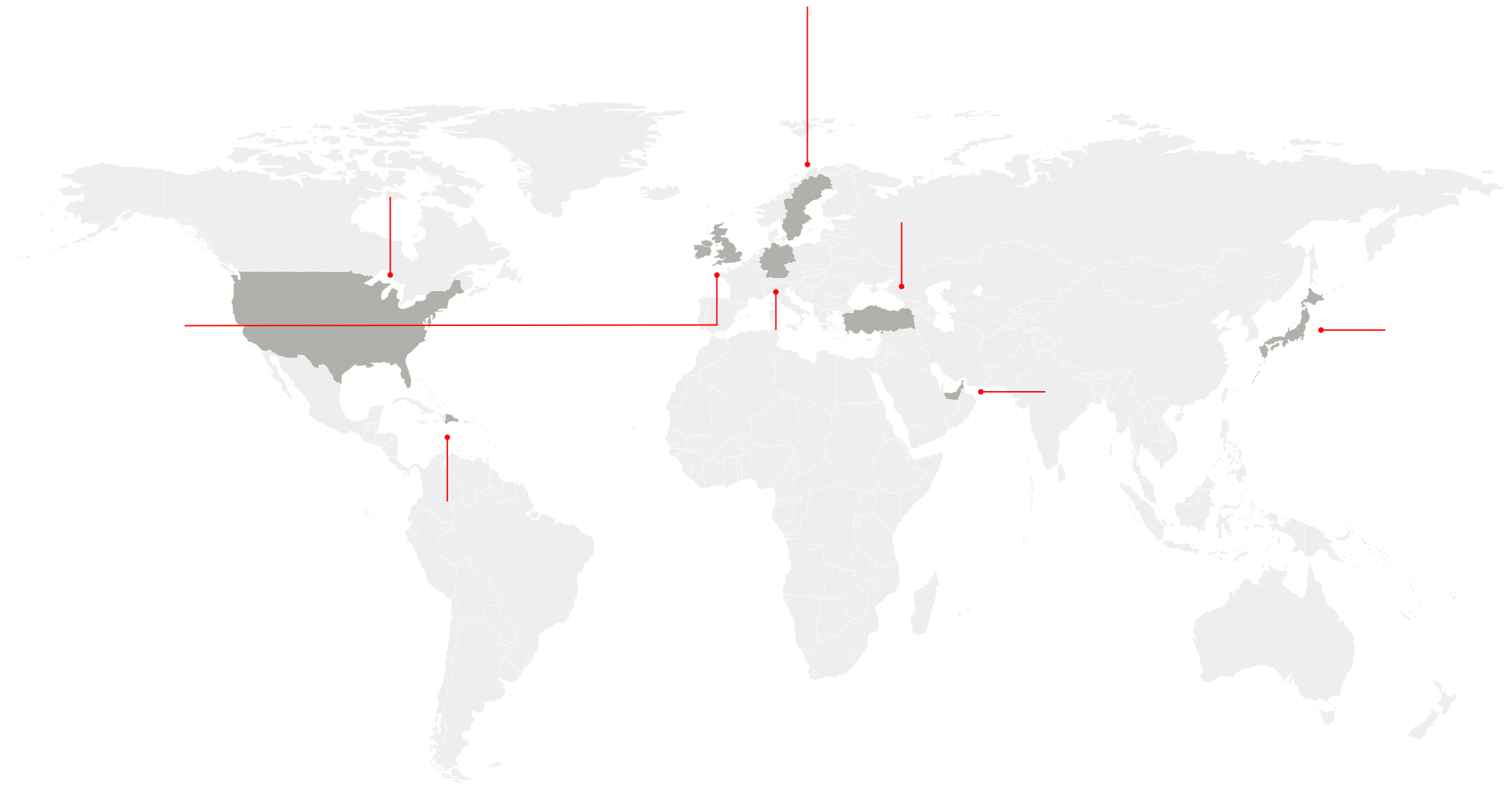
Fujitsu compliments the systems integration delivery with an extensive portfolio of IT solutions covering cloud computing, data center solutions and managed services.

Fujitsu is proud to be an Oracle Partner Network (OPN) Diamond level partner – the highest ranking available in the OPN Specialized program. Fujitsu is recognized for its extensive expertise in Oracle solutions across the entire stack – hardware, software, and services.

Locations

DNP Information Systems

»When we investigated the Fujitsu M10-1 server, the key points considered were not just its high performance, but its operational stability inherited from mainframe reliability, the fact that it embraces the future potential and long-term support of Oracle Solaris, and its compatibility with Oracle Database. Specifically when combined with Oracle Database 11g, the Fujitsu M10-1 is able to deliver a one-stop-shop support for our business and significantly reduce maintenance costs.«

Mr. Kazuo Kurosawa, Department Head
DNP Information Systems

DNP Information Systems

The challenge

DNP wanted to improve the performance of the central overseas business system to expand the overseas business and reduce overall costs due to its existing server reaching the end of its lifecycle.

View
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The solution

Forming the core of the new system, Fujitsu M10 was chosen. Working closely with DNP, Fujitsu leveraged extensive migration know-how and installation testing from Fujitsu's Trusted Cloud Square, to ensure construction of the system was completed quickly.

The benefit

- Combining the Fujitsu M10-1 server and Oracle Database 11g drives down maintenance costs, while installing a backup server ensures operations were more efficient
- Total system costs reduced by almost 35%
- Doubled response performance
- Tripled batch processing performance
- CPU Core Activation allows the business to expand flexibly

Products & services

- FUJITSU Server M10-1
- FUJITSU Storage ETERNUS DX60
- FUJITSU Software PRIMECLUSTER
- Oracle Database 11g
- Oracle WebLogic Server
- SVFX-designer

Customer overview

When people hear the name "Dai Nippon Printing", they generally imagine printing products. However, its business extends over a wide variety of fields such as aseptic filling system that is used for a third of all PET plastic bottles made in Japan. Their products and technology are also used in smartphones and for biometric identification in IC cash cards. Since being founded in 1876, DNP's strength has remained in their original solutions, designed to merge cutting-edge information technology and printing technology together. The business now has approximately 30,000 corporate customers both in Japan and abroad, and has three main business streams: Information Communication, Lifestyle and Industrial Supplies and Electronics.

Mizkan Group

»The PCI flash storage and Fujitsu M10 combination proposed by Fujitsu was excellent in cost performance. We highly valued Fujitsu's technical prowess and results, which made it possible to use our current resources and construct the system safely, quickly, and with peace of mind. After considering everything from a comprehensive point of view, we selected the Fujitsu M10.«

Ichihiro Morita, Management Information System Section
Information Technology Department, The Mizkan Group

Mizkan Group

The challenge

Delivering ICT that can drive the business forward is the most important aspect of the Information Technology Department. This includes ensuring effective ICT systems and structures are in place to support efforts directed at globalization, while also leveraging these systems to continuously improve domestic activities and management.

View case study

The solution

The new information system uses the Fujitsu M10 as the base, which requires high performance and high reliability, and high capacity PCI flash storage for a total of 20 TB. All DB files were constructed on the PCI flash storage. Also, by using Oracle Solaris Zone and Oracle VM Server for SPARC, which constructs multiple virtual hardware environments in the firmware layer, we achieved an environment that allows Oracle Solaris 11, Oracle Solaris 10, and Oracle Solaris 9 to coexist. The system, which conventionally operated on two servers, was consolidated to one. Also, we achieved backup operation using the snapshot functions in Oracle Solaris ZFS, provided free of change, making cost reduction while using the latest technology.

The benefit

- Search speed improved by up to 12 times
- Batch processing improved by up to 5 times compared to the previous SPARC Enterprise T5240, M4000

Products & services

- Fujitsu M10 with PCI Flash Storage

Customer overview

The Mizkan has been committed to Japanese culinary excellence for over 200 years. The group started out by creating unique vinegar made from sake lees, and has developed a number of unconventional and revolutionary products including Ajipon®, Omusubiyama®, Oigatsuo® tsuyu, and Niowanatto®. Mizkan takes great and pride responsibility in continuously manufacturing products that promote health and wellbeing, through the slogan 'Bringing Flavor to Life'.

Abu Dhabi Ports Company

»We needed a technology partner who could integrate our vastly distributed and diverse business processes, and help increase our business productivity.«

Dr. Saif Al Ketbi, Vice President
Information Technology Abu Dhabi Ports Company

Abu Dhabi Ports Company

The challenge

One of ADPC's foremost goals was to develop and implement a system to monitor and manage diverse business operations and to automate several processes for enabling the organization to reduce the turn-around time for key organizational processes.

View
case study

The solution

Fujitsu leveraged its deep insights into the port industry and onsite model for delivering excellent business value. After analyzing the client's IT environment and incumbent applications, Fujitsu identified a set of key performance indicators which were crucial for enhancing their business management system.

The benefit

- Invoice processing cycle reduced from 2 - 3 days to a few hours
- Budget planning time curtailed from a week to three hours
- Month End Close and Reporting Process cycles shrank from weeks to a couple of days

Products & services

- Oracle Project Contract
- ADPC HRMS Module integrated with Finance, SCM, Hyperion, and UCM modules

Customer overview

Formed by the Abu Dhabi Government in 2006, ADPC is a master developer of ports and industrial zones. Its primary function is to propel economic expansion by establishing the firm foundations of modern infrastructure, real estate and business services across Abu Dhabi. The objective of ADPC is to act as an enabler for development & trade and facilitate the diversification of the national economy.

Welch Foods

»Fujitsu understands our business, the software and processes that support it, and provides us with outstanding solutions that rarely require rework.«

Dave Jackson, Director of IT and CIO
Welch Foods

Welch Foods

The challenge

As a small company with limited resources, Welch's needed to find better and more efficient ways of doing business to remain competitive.

View
case study

The solution

Welch's invited Fujitsu to collaborate on the implementation of Oracle® 11i E-Business Suite, followed by Application Managed Services and, in 2012, the complete business and applications services suite.

The benefit

- Welch's has optimized its product portfolio, reduced out-of-stock inventory, and improved promotional effectiveness through more effective IT tools
- Welch's has reduced managed service costs by 20 percent, freeing up resources to take on other projects, cover cost increases, and fund ongoing business operations
- Fujitsu worked with the Welch's IT department to improve its speed to market, quality of deliverables and overall testing process
- Through the Fujitsu Center of Excellence, Welch's also has access to additional expertise and guidance to ensure the company produces the best and most innovative solutions for the company

Products & services

- Fujitsu Managed Services

Customer overview

Founded in 1869, Welch Foods, Inc. (Welch's) is a family-farmer owned company and the leading marketer of Concord and Niagara grape-based products. Welch's products range from 100 percent juices and juice cocktails to jams, jellies and single-serve products in a variety of shapes and sizes. Welch's products are sold throughout the United States and in approximately 40 countries around the globe.

Northern Ireland Water (NIW)

»Fujitsu consultants have helped Northern Ireland Water
to establish a key link for the first time between our operational
work management and financial systems, significantly improving
the granularity and accuracy of our information and providing
more detailed knowledge of the cost of serving our customers.«

Alan Stewart, Head of Financial Systems
Northern Ireland Water

Northern Ireland Water (NIW)

The challenge

NIW aims to increase efficiency and improve service to customers. It has made substantial investments in Oracle applications and wanted to gain maximum efficiency from that investment.

View
case study

The solution

Fujitsu provides system integration services for NIW's Oracle eBusiness modules, in addition to ongoing hardware and software support. A fully integrated solution was implemented utilizing Oracle General Ledger, Payables, iProcurement, Inventory, Receivables, Cash Management, Enterprise Asset Management plus Human Resources (HR) solutions including Self-Service, Payroll, Learning Management and Oracle Time & Labor, Hyperion Strategic Finance, and Business Object XI reporting solution.

The benefit

- Integrated solution leverages maximum efficiency and value
- Granularity of information supports NIW in making its statutory Government returns to obtain funding
- For the first time, NIW can now link work management to financials and so make effective judgments on cost
- Wider overall picture of work and costs enables NIW to drive efficiencies and improve services

Products & services

- Oracle Enterprise Asset Management
- Oracle Time & Labor
- Oracle Learning Management

Customer overview

Northern Ireland Water (NIW) was established as a Government Owned Company (GoCo) in 2007, to provide the water and sewerage services in Northern Ireland. Headquartered in Belfast, it has offices across the region and employs 1,400 people to supply 625 million liters of clean water a day to almost 1.7 million people and to treat 134 million cubic meters of wastewater every year.

Home Office

»With Fujitsu's expertise, we successfully
delivered a major government IT program,
on time and to budget, including
cost savings of £40-50 million.«

John Collington, Group Commercial Director
Home Office

Home Office

The challenge

The Home Office decided to upgrade the Oracle E-Business Suite application and tailor its functionality to suit its specific operational requirements and processes. It also wanted to introduce a shared service model for the management of its back-office functions in order to improve their efficiency and cost-effectiveness.

View
case study

The solution

The Home Office implemented Oracle Financial Analytics, Oracle Human Resources Analytics, and Oracle Procurement and Spend Analytics running on Oracle Business Intelligence Foundation Suite to deliver accurate, trusted, information in dashboard format to more than 7,000 managers throughout the organization.

The benefit

- Will save £40-50 million over five years through greater back-office efficiency, economies of scale, headcount reduction of 320 staff and procurement savings
- Provides a better quality of service and more functionality, including a large degree of self-service and more transparency
- Optimized performance by streamlining processes and utilizing best practice procedures. So, for example, 93% of suppliers are paid within 26 days – up 23% in five months
- Enhanced management provides more accurate and timely information to support improved decision-making

Products & services

- Oracle Financial Analytics
- Oracle Human Resources Analytics
- Oracle Procurement and Spend Analytics
- Oracle Business Intelligence Foundation Suite

Customer overview

The Home Office is the UK government department responsible for leading the national effort to protect the public from terrorism, crime and anti-social behavior.

National House Building Council

»Twelve Fujitsu employees worked closely with our internal team to ensure things ran smoothly. By spending two days per week onsite, it gave them the opportunity to really understand the business and what we were trying to achieve.«

Mark Davies, Web Transformation Lead
National House Building Council

National House Building Council

The challenge

NHBC wanted to differentiate itself from the competition by offering a more personalized service to builders and home owners, following a severe market downturn. It needed a partner to design and host an online portal that would aggregate all information relating to each newly built home so that home owners can access it when buying a new build.

View
case study

The solution

NHBC chose to use Fujitsu's Private Cloud environment for hosting the new online services and to work alongside the Fujitsu development team using Oracle and WebCenter technologies. Within the cloud, the solution is deployed on a total of four physical servers with additional network storage provided by NetApp.

The benefit

- Home owners can now access all the information relating to their house in one place
- Helped NHBC remain competitive and minimize customer attrition rates
- Builders can personalize each portal with their own logos and layouts, providing further levels of customization
- Fujitsu hosts the service and can easily scale it up to meet demand
- Fujitsu's security ensures the protection of personal and commercially sensitive information

Products & services

- Fujitsu Private Cloud environment

Customer overview

Established in 1936, NHBC is the UK's largest provider of new home warranties. Around 80 percent of new homes built in the UK each year have an NHBC 10-year warranty. NHBC is also the UK's largest single Approved Inspector for Building Regulations. Its other activities include the provision of services linked to house building and general construction including energy ratings, health and safety, sustainability and training. It also provides industry statistics and benchmarking services.

Paragon Data GmbH

»Deploying Oracle Exadata Database Machine - combined with the integrated management capabilities of Oracle Enterprise Manager 12c - has greatly reduced the number of distinct environments we have to monitor, patch, and back up, lowering overall management effort by more than 50%. The Oracle Exadata platform has an excellent price-to-performance ratio, and receiving the system and support from a single vendor helps us ensure business continuity and to provide an outstanding customer experience.«

Christian Trieb, Senior Database Administrator
Paragon Data GmbH

Paragon Data GmbH

The challenge

Paragon wanted to eliminate increasingly frequent business interruptions caused by unscheduled downtime in the NetApp FAS6080 storage unit, minimize system administration, patching, and maintenance time, improve performance and stability of existing Oracle databases and enable ERP system migration with minimum downtime.

View
case study

The solution

Paragon Data deployed Oracle Exadata Database Machine to ensure enterprise resource planning continuity and high performance, even during peak sales periods.

The benefit

- Reduces input/output times substantially
- Ensures continuous operation for more than 4,000 concurrent store workstations
- Leverages Oracle Partitioning to load data quickly and easily with minimal impact on business users and ensure a fast migration
- Ensures high availability in case of unscheduled outages by deploying Oracle Active Data Guard on Oracle Real Application Clusters running Oracle Linux

Products & services

- Oracle Exadata Database Machine
- Oracle Linux
- Oracle Partitioning
- Oracle Diagnostics Pack
- Oracle Tuning Pack

- Oracle Enterprise Manager 12c
- Oracle Active Data Guard
- Oracle Platinum Services
- Oracle Advanced Customer Support Services
- Oracle Exadata Installation Service

Customer overview

Paragon Data GmbH runs the data center for its parent company, Deutsche Buch Handels GmbH & Co. KG (DBH), a book-trading market leader in Germany. Paragon provides high-performing, secure, and stable IT infrastructure to more than 450 bookstores across Germany, Austria, and Switzerland—each with up to 80,000 items in stock and more than 10 million deliverables.

Paragon also serves third-party customers, offering secure and cost-effective outsourcing solutions to midsize companies. Paragon is an Oracle partner with more than 15 years' experience in Oracle databases.

Ankara Keçiören Municipality

»We replaced our outdated and unsecure server infrastructure with complete backups of our data at a disaster recovery center located 15 kilometers from the municipality. With Oracle's Sun ZFS Storage 7320, the speed and stability of our backups and data recoveries have increased to exceed our standards. As a result, in the event of an incident, we can restore all activities of the municipality within one to two minutes.«

Hakan Karaca, IT Coordinator
Ankara Keçiören Municipality

Ankara Keçiören Municipality

The challenge

The Municipality needed to deploy a state-of-the-art IT platform for its virtualized environment to support the growing number of e-municipality applications, such as the city's information system, document tracking, and mobile applications.

View
case study

The solution

Ankara Keçiören Municipality deployed Oracle's Sun ZFS Storage 7320 appliances in combination with Oracle Database 11g, Enterprise Edition to provide state-of-the-art primary storage with replication and clones.

The benefit

- Enables all applications to be re-established within a few minutes in the event of a service interruption
- Achieves superior performance and energy efficiency, providing a central point of control over operations, including the ability to operate the computers located at any of the municipality's 80 external locations
- Enables much faster, day-to-day operation, perfectly stable data flow, and on-time monthly reporting, providing best-of-breed storage
- Adds flexibility and security to the virtualized IT environment, enabling it to securely operate and expand numerous online applications with accurate, up-to-date data to the benefit of Keçiören's citizens
- Stays ahead of the data growth curve supporting numerous online applications including the application for tax declarations, which in 2011 served 280,000 users, nearly 10x as many as in 2009
- Saves storage administration and utilization costs and time

Customer overview

Keçiören is the largest metropolitan district of Turkey's capital Ankara, with a surface area of 190 km² and a population of nearly 900,000. The district served as Mustafa Kemal Ataturk's military headquarters during the Turkish War of Independence (1918-1919). Today, Keçiören is host to the world's biggest meteorology center, several departments of Ankara University, as well as the private residence of Turkey's Prime Minister, Recep Tayyip Erdoğan.

Products & services

- Oracle Sun ZFS Storage 7320
- Oracle Database, Enterprise Edition 11g

Svenska Kraftnät

»Swedish public utility upgrades to Fujitsu M10-4 Servers to modernize billing and statistics of the state's high-voltage electrical distribution networks.«

Saeid Firuzabadi-Bonab, System Administrator
Svenska Kraftnät

Svenska Kraftnät

The challenge

Upgrade IT systems to modernize billing and statistics of high voltage electrical distribution networks and to ensure that there is always a balance between consumption and production of electricity. Reduce overall operating expenses and boost efficiency by decreasing wait-time and increasing service levels for users.

View case study

The solution

The Fujitsu M10-4 server was chosen as an ideal platform to host five Oracle database 11g environments on one physical server, resulting in significant cost savings. Svenska Kraftnät was able to drastically simplify its infrastructure and cut its operating expenses for software and maintenance costs by 50 percent annually.

The benefit

- Improved quality of service, while reducing fiscal waste
- Provides non-stop, timely transportation and availability of electricity throughout the state
- Greater efficiency (Fujitsu SPARC64-X processor is 8x more powerful than previous systems)
- Reduced annual software licensing and support costs by 50 percent
- Achieved 3:1 consolidation to save on energy, space, OPEX
- Easily scales to meet future needs

Products & services

- Fujitsu M10-4 SPARC Servers
- Oracle Solaris
- Oracle Solaris Cluster 4.1
- Oracle VM Server for SPARC
- Oracle Database 11g
- Oracle Real Application Cluster 11g

Customer overview

Svenska Kraftnät, Sweden's state-owned public utility, is responsible for the transmission of electricity from the major power stations to regional electrical grids via the national electrical grid. They operate and manage the national electric grid for robust and reliable service. Svenska Kraftnät is working together with other countries in Europe to build a common electricity trading platform.

Digicel Haiti

»In order to continue delivering the best service, best value, and best network to our subscribers, it is critical to understand their behavior. Oracle Exadata delivered the requirements we were looking for.«

Marwan Salman, Head of IT
Digicel

Digicel Haiti

The challenge

When Digicel IT staff began to experience issues processing data for mission-critical daily reports, company leaders realized they required more capacity to accommodate a growing subscriber base.

View
case study

The solution

In 2011 Digicel replaced a UNIX server–based data warehousing solution with Oracle Exadata, with help from Oracle Diamond Partner Fujitsu Caribbean. The project involved migrating Digicel's 38 TB data warehouse to an Exadata Database Machine X2-2 Half Rack with high-capacity disks.

The benefit

- System performance has improved 55 percent overall
- Response time for generating reports is now 16 times as fast
- Can run anti-churn reports, enabling staff to pinpoint potential customer loss and address these situations

Products & services

- Oracle Exadata

Customer overview

When Digicel IT staff began to experience issues processing data for mission-critical daily reports, company leaders realized they required more capacity to accommodate a growing subscriber base.

Library

DNP Information Systems

Mizkan Group

Abu Dhabi Ports Company

Welch Foods

Northern Ireland Water (NIW)

Home Office

National House Building Council

Paragon Data GmbH

Ankara Keçiören Municipality

Svenska Kraftnät

Digicel Haiti

Our Oracle services cover

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