Fujitsu World Tour 2016

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shaping tomorrow with you

Human Centric Innovation in Action

Hybrid IT – Die perfekte Balance zwischen traditioneller IT und flexiblen Cloud Lösungen

Uwe Scheuber

Das Bild kann zurzeit nicht angezeigt werden.

What to expect today?

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Digitization

Integration of digital technologies into everyday life by the digitization of everything that can be digitized.

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“Walking the Digital Tightrope”

Key Benefits

1. Employees and Talents
2. Responsiveness
3. Customer
4. Productivity

The challenges

70% feel digitalization is a gamble

3/4 want to move faster

Integration with existing IT remains a challenge

Source: Fujitsu research with 600 CEOs and senior IT decision makers, January 2016

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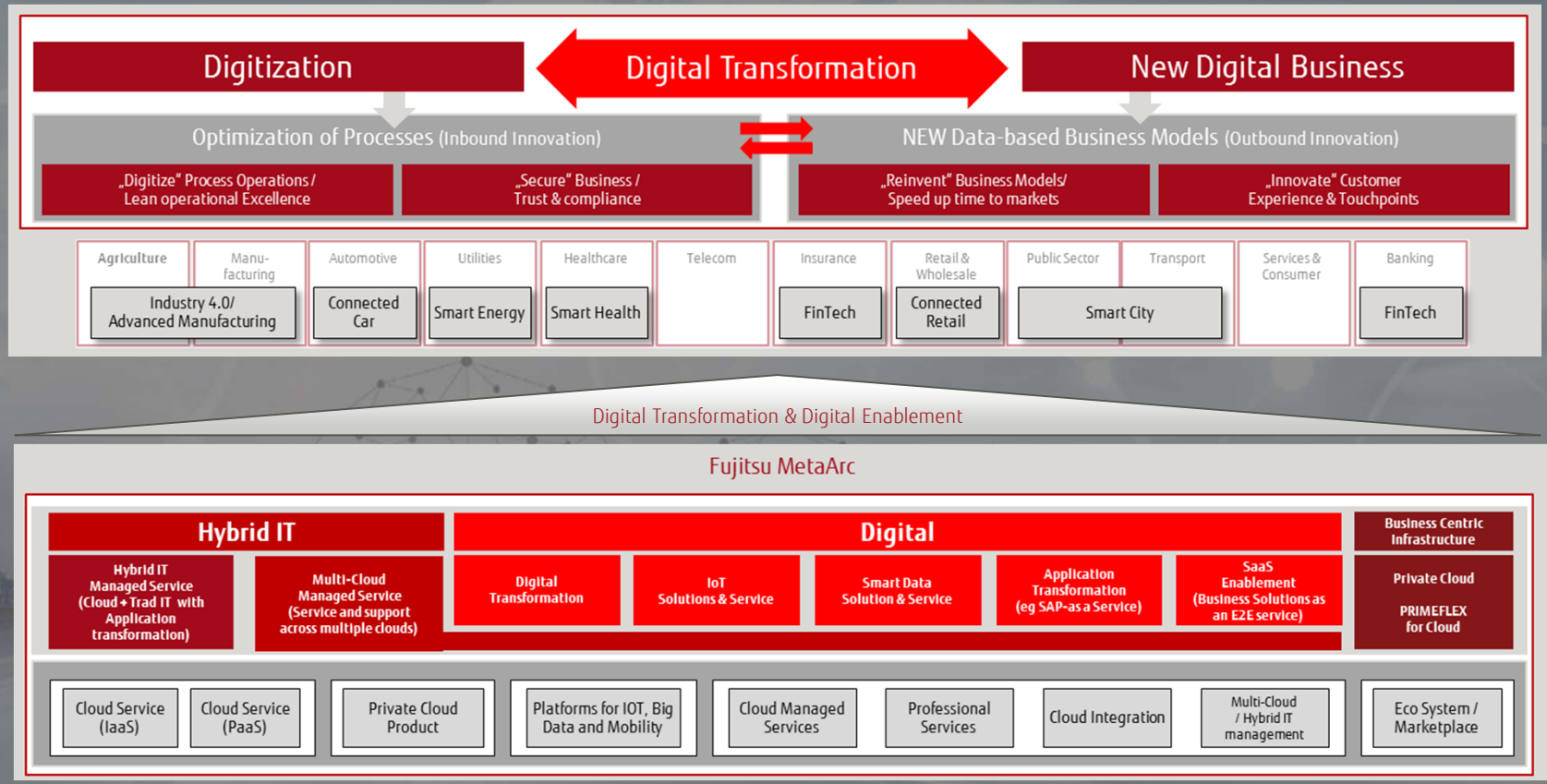
Fujitsu MetaArc – Digital Transformation & Enablement Framework



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Fujitsu MetaArc in a nutshell

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It is

A digital enablement framework

This means

Helps organizations transform their business digitally through **connected** 2-speed IT delivery:

This enables

Traditional IT		Disruptive IT
Modernize existing core systems	Exploit Existing IT	Exploit / explore new digital services

Hybrid IT

The key is the ***connection of digital initiatives to existing systems,*** helping with the ***modernization*** of the existing IT estate and the ***integration, orchestration and management*** of the resultant Hybrid IT estate of cloud alongside non-cloud systems

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Get the
Perfect Balance
With Hybrid IT
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Hybrid IT is the new reality of IT

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75%

of IT Organizations will have bimodal capability by 2017 (Gartner)

25%

of brokered services will be external by 2017 – up from 5% (Gartner)

20%

of organizations will use Hybrid Cloud by 2018 (Gartner)

74%

of organizations plan to use Hybrid IT as a core element of delivery (Gartner)

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Please let me introduce the “hyperconnected Van”

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Fujitsu's Hyperconnected Van

Fujitsu's hyperconnected van delivers a range of outcomes:

- Increased First time Fix rate
- Improved customer experience and loyalty
- Improved performance against Service Level Agreements
- Improved performance against Regulatory targets
- Improved operational productivity
- Reduced Supply chain costs
- Improved Health and Safety for staff and customers

Multi SIM Router with Enhanced Antennae

- 3G/4G Connectivity across Multiple Network Operators with increased connectivity and bandwidth.
- Wifi connectivity to support multiple devices. E.g. head mounted display for 2way video to enable remote support.

Dash-cam

- Forward line of sight to support location monitoring
- Support for health and safety of driver and van – Lone worker remote eyes

Van Integrated Touch-screen Display

Communications hub, access to cloud and corporate systems

Environmental Sensors

- Detection of environmental influences such as gases & liquids, heat, sound or radiation

In-van Compute Server

- Localised collection and processing of instant telematic data
- Delivers offline capability in connectivity blind-spots

RFID Equipment

- Real time stock monitoring, supply chain optimisation & traceability of part, tools and consumables

GPS

- Location of Van, Parts
- Coordination & optimisation of routing and parts collection
- Analytics supporting van distribution

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Managing Hybrid IT successfully

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Integrate

Orchestrate

Service

Private, Public, Partner Cloud & Traditional IT

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Hybrid IT – and now?

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Fujitsu Cloud & Hybrid IT Managed Services

SERVICE

Fujitsu Cloud Service Management (FCSM)

ORCHESTRATE

RunMyProcess
UShareSoft
APIgee

INTEGRATE

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And now, what does MetaArc with this?

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Hybrid IT | Digital | Business Centric Infrastructure

Multi Cloud Integration, Managed Services

- Fujitsu RunMyProcess
- Fujitsu Cloud Service Management
- Hybrid IT Managed Services

Digital Initiatives: Platform Services

Mobility | Big Data | IOT | AI

Fujitsu Cloud Service K5 (IaaS and PaaS)

Private Cloud Product

Fujitsu Group Clouds

Other Clouds

Global WAN

Fujitsu MetaArc:

A set of technologies, cloud solutions, Professional Services, multi-cloud integration, multi-cloud and Hybrid IT Managed Services and an ecosystem of partners.

Integrate | Orchestrate | Service

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MetaArc and Hybrid IT Services – a unique proposition

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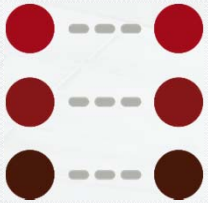
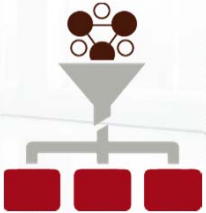


Complete Portfolio

Multiple Form Factors

Deployed Globally

Choice



Manage the Complexity

Exploiting existing Investments

Enabling Fast IT and Robust IT together through a unified "Platform" available globally

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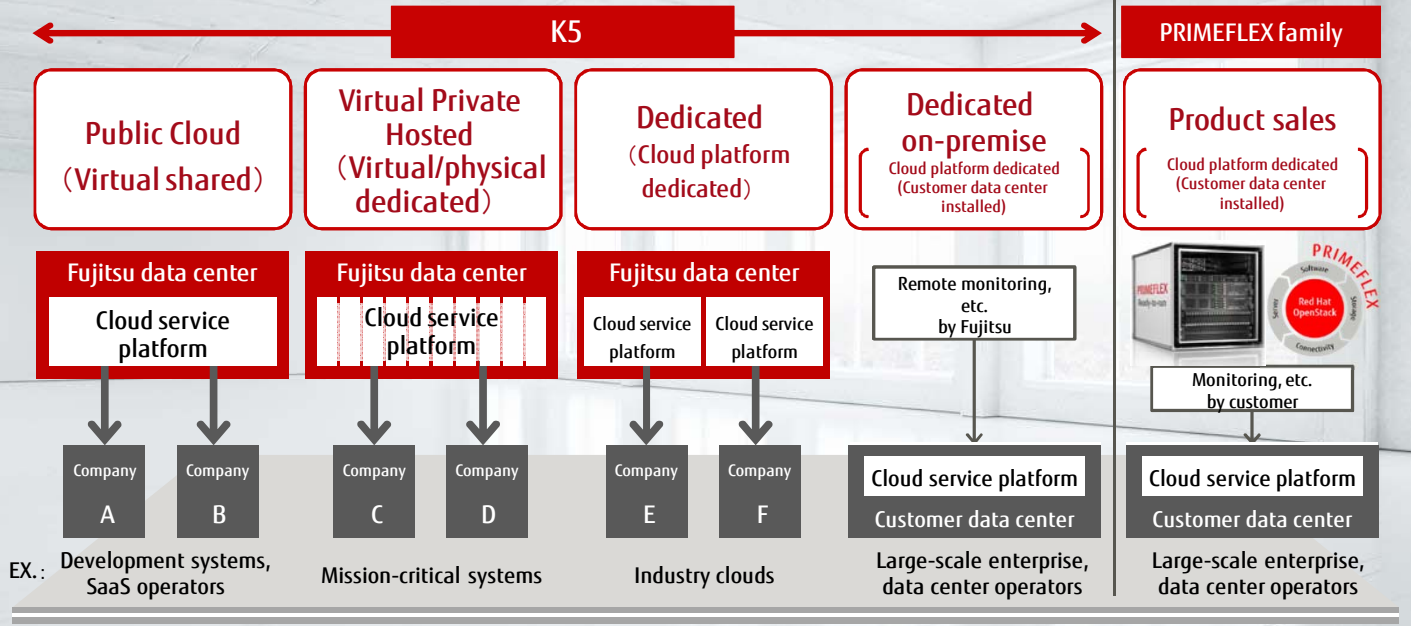
Multiple Form Factors with the Cloud Platform K5

- "4+1 deployment models" .. from public to .. "on premise
- "Consistent architecture across models"



Multiple Form Factors

Delivering:

- VMWare
- Bare Metal
- OpenStack

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Are platforms the key for Digital Enablement?

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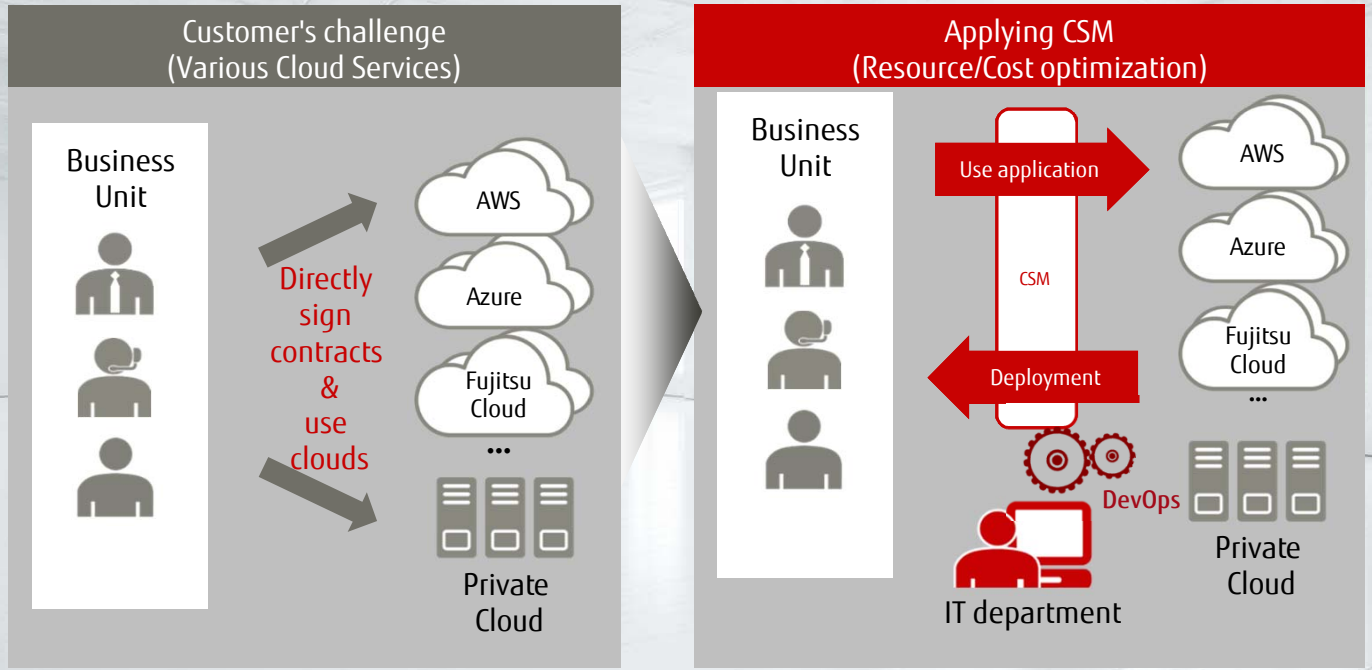
How we manage this new complexity?

- Cloud of your choice delivered with a consistent service experience
- "Centralized cloud management" contracted and used in various departments



Manage the Complexity

Provides:

- Security
- Visibility
- Cost control

Across IaaS, PaaS and SaaS

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Leveraging existing investments

- Modernizing and migrating existing assets to new platforms
- Making it easy for Fast IT to access and exploit Robust IT system:
  - Discovering assets and migrating these to cloud
  - Exposing APIs securely
  - Composing new systems and processes
  - Unlocking the data and systems in existing IT
- Creating cloud native apps and microservices

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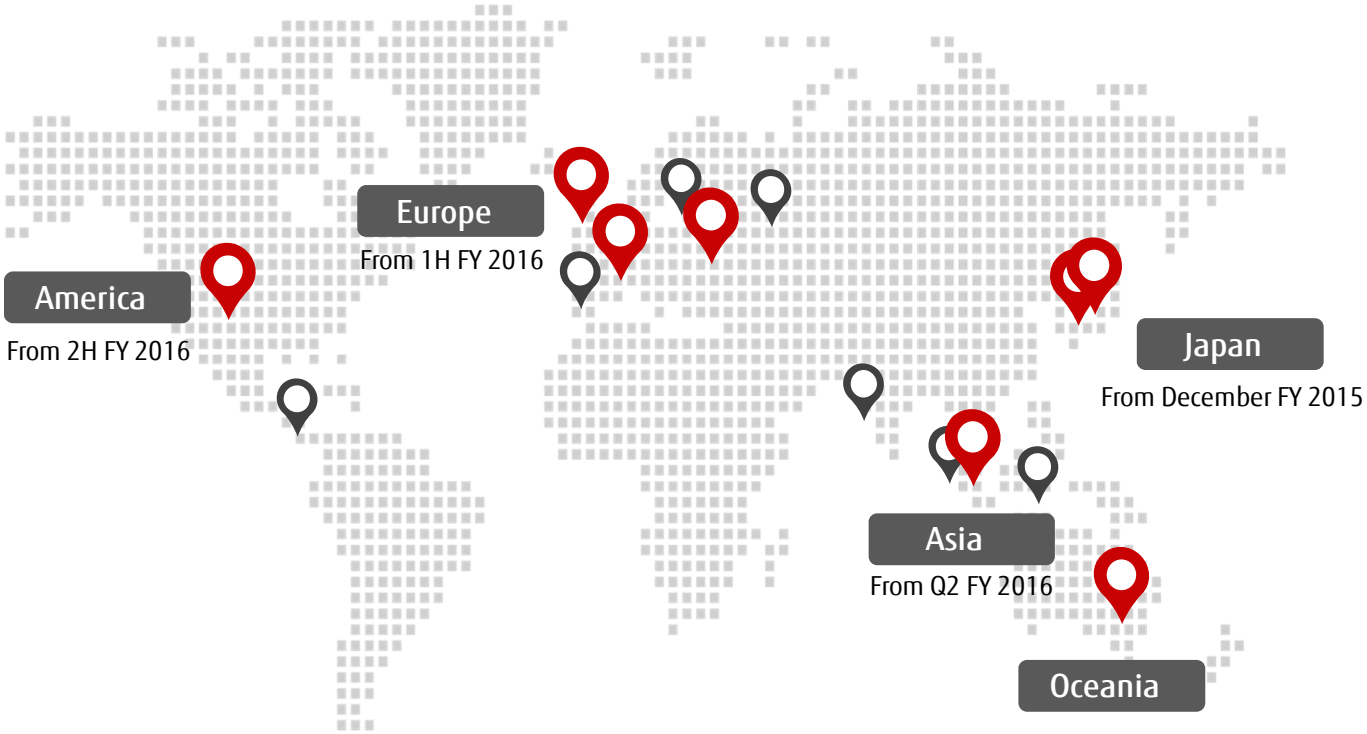
K5: Global Deployment Plan



Deployed Globally

K5

Service Desk

Starting from Japan, sequentially expand to other regions

Exact details to be determined and disclosed

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Case Studies Central Europe

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Munich RE

LBS

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BUWOG group

VBH

Einfach alles. Alles einfach.

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Case Studies EMEIA

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RBS
The Royal Bank of Scotland

- Reduced project development time improving innovation
- Commercial model developed in line with balance sheet constraints
- Global user mobility with data secured in line with regulatory compliance

HM Revenue & Customs

- Increase fraud detection rates through insight and exploitation of data
- Significant increase in the pace of delivering digital by default services
- Flexible commercial terms enabling right platform sourcing and adoption

LINDORFF

- Increased quality of user and service experience with cost reduced by 20%
- Flexibility to innovate using Cloud services within a seamless service
- Reduced direct supplier management and single predictable billing cycle

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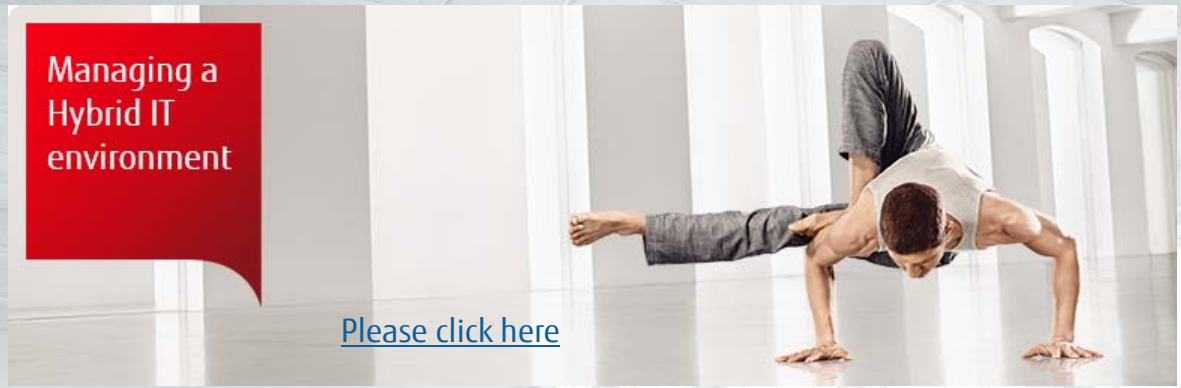
Call to Action



Downloads

White Book: http://sp.ts.fujitsu.com/dmsp/Publications/public/wb-managing-hybrid-it.pdf

eBook: http://de.fujitsu.com/ps2/broschuere/services-cloud-data-center-ce/index.html#6/z

Infografik: http://www.fujitsu.com/global/Images/infographic-managing-hybrid-it.pdf

Internet: http://www.fujitsu.com/de/services/data-center-services/

You Tube

Hybrid IT – the story begins with Yoga
https://www.youtube.com/watch?v=z5yeslA2suA

The perfect balance with Hybrid IT and Fujitsu
https://t.co/yHqwKggU79

Hybrid IT – making cloud work effectively for your organization.
https://www.youtube.com/watch?v=S8TBhrYKNfA

Hyperconnected Van
https://www.youtube.com/watch?v=mIth01tN1TM
https://www.youtube.com/watch?v=KqL3v28gJAw

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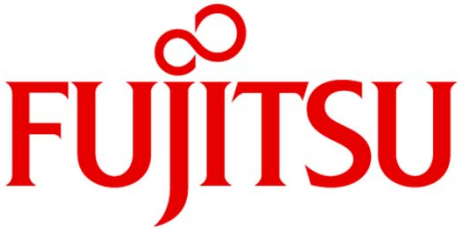

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