

NATIONAL DIVERSITY INITIATIVE

Fujitsu Network Communications Inc. is committed to providing procurement opportunities to business enterprises owned by minorities, women, and service-disabled veterans (M/W/DVBEs). Our National Diversity Initiative (NDI) solicits and encourages qualified enterprises to compete for business opportunities with us.



Achieving Diversity Goals

The Fujitsu NDI office is charged with overseeing and administering diversified business initiatives. The NDI group includes two programs with internal and external focus, and is dedicated to achieving Fujitsu diversity goals and helping our customers to achieve theirs.

It is the policy of Fujitsu to include M/W/DVBEs in our procurement processes, and to provide them the maximum practicable opportunity for competition and award of purchases and contracts. In this effort, we are committed to enhancing the competitive capabilities of our M/W/DVBE suppliers and contractors, and to foster long-term, mutually beneficial business relationships.

We maintain a national database of certified M/W/DVBEs that enables Fujitsu employees to source your company's profile based on its capabilities. If there is an opportunity match, you'll hear from either someone in our NDI group or the Fujitsu employee who has a need for the type of services your company offers.

Register for Our Diversity Initiative Today

We welcome new members to our diversity initiative. Your business is eligible to register if it is more than 51% owned and 100% controlled by one or more individuals who are non-Caucasian, female, or a disabled veteran.

Once you have registered to participate in the Fujitsu NDI, you can receive information about upcoming opportunities. To apply, go to the Web address below and review the instructions provided. Then scroll down to find the link to the Vendor Information Summary form. Download the form and follow the instructions for submitting your registration. You must also submit proof of minority-ownership certification with your form.

<http://www.fujitsu.com/us/services/telecom/partners/diversity.html>

If you have questions regarding the registration process, please contact our National Diversity Representative at 972-479-2787 or e-mail at ndi@fnc.fujitsu.com.

ABOUT US

Headquartered in Richardson, Texas, Fujitsu Network Communications Inc. is an innovator in Connection-Oriented Ethernet and optical transport technologies, and is a market-leading provider of SONET, WDM, and packet optical networking solutions. We also support network operators and enterprise customers of all types and sizes with our vendor-neutral, custom professional service solutions.

Synonymous with Reliability

Carriers, service providers and enterprises count on Fujitsu to deliver telecommunication solutions they can trust. Our strong customer relationships are founded on our focused approach to customer needs and our whole-company dedication to quality. Because our customers provide the communication infrastructure on which every one of us depends, quality and reliability are vital.

Our customers demand that their suppliers are consistent, economical and reliable in fulfilling orders. By maintaining manufacturing operations on our own campus, we've realized significant competitive advantages over rival manufacturers. We're able to stay lean and flexible, fulfilling orders consistently and punctually in the face of volatile demand.

Committed to Best Practices

Our philosophy is to constantly seek opportunities for improvement in every aspect of our business, from design, manufacturing and quality control to customer service and support. We were among the first to achieve TL-9000 Quality Manufacturer status in 2000. We're also a charter member of the Quality Excellence for Suppliers of Telecommunications (QuEST) forum. The QuEST forum recognizes several Fujitsu processes as industry best practices.

A Comprehensive Portfolio

Technology	Applications
Connection-Oriented Ethernet	Converged Regional Networks
Inside and Outside-Plant Cabinets	Core Transport
Metro/Regional WDM	Customer Premises Equipment
Network Management and Design Software	Edge Access
Packet Optical Networking Platforms	Ethernet Demarcation
SONET MSPPs	Metro/Regional Video Distribution
Professional Network Services	Mobile Backhaul

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