

With Our Business Partners



Our Basic Approach to Our Business Partners

Based on the statement of “We build mutually beneficial relationships” in the Corporate Values of the Fujitsu Way, we seek to build close relationships with our partners, working to create long-term mutual benefit and learning from each other. As good business partners, we wish to enhance each other’s capabilities, aiming at the common goals of sustained growth and prosperity.

Promoting Socially Responsible Procurement

In our procurement activities, we pursue a policy based on harmonious coexistence with our business partners, fair and proper evaluation and selection of suppliers, and the promotion of socially responsible procurement activities. Not just in our own business activities but throughout our supply chain, we work together with our suppliers to implement procurement activities grounded in the principles of corporate social responsibility (CSR). In March 2006, we articulated a basic stance on procurement under the theme of “promoting CSR-conscious procurement,” and at the same time published new CSR Procurement Guidelines outlining for our business partners various CSR related considerations we require in order to do business.

In fiscal 2007, to further strengthen CSR procurement, we not only performed a survey of the state of CSR in our business partners in Japan but also confirmed the status of CSR in individual overseas locations, primarily those in Southeast Asia.

In fiscal 2008, aiming for a global deployment of CSR

procurement, we added a set of criteria for the status of CSR management to our system of evaluating business partners, and included sections on CSR in our basic procurement contracts, thus taking another concrete step towards CSR procurement.

 **Fujitsu Procurement Policy and CSR Procurement Guideline**
<http://www.fujitsu.com/global/about/procurement/policy/>

Collaboration with Business Partners in Procurement

Advancing Green Procurement

We have set out the basic requirements for environmentally sound procurement of parts, materials and products in the “Fujitsu Group Green Procurement Direction” and are working with our business partners on green procurement activities (see page 49).

In the Stage V Fujitsu Group Environmental Protection Program, to promote further reductions in environmental burdens, we requested cooperation from our business partners in configuring, operating and enhancing their environmental management systems (EMS). In practical terms, we held explanatory meetings urging them to raise standards and acquire third-party accreditation of their EMS and/or comply with the Fujitsu Group Environmental Management System (FJEMS).

Also, to achieve the proper control of the use of chemical substances in products throughout the entire supply chain, we asked suppliers to cooperate in applying the guidelines issued

Fujitsu CSR Procurement Guideline

1. Protection of the Global Environment

Complying with the Fujitsu Group Green Procurement Direction, we promote the establishment of environmental management systems (“EMS”), and we aim to supply products and services that involve low environmental load and do not contain hazardous substances.

2. Compliance with Laws and Regulations

We adhere to applicable laws, regulations and accepted social practices governing our local and global businesses.

3. Respect for Human Rights, Labor, Health and Safety

- We respect individuals’ human rights and do not unfairly discriminate against people based on race, color, religion, creed, sex, social status, and physical or mental disability, and we do not engage in human rights abuses such as sexual harassment. Also, we do not induce anybody to infringe such human rights.
- We establish comfortable work environments for the security and health of our employees.
- We do not use child labor or any form of forced or compulsory labor.

4. Assurance of Safety and Quality of Products and Services

We maintain high standards of safety and quality in our products and services.

5. Maintenance and Promotion of Information Security

We maintain and promote information security in order to properly protect our own information and information systems and those of third parties.

6. Fair Trade and Corporate Ethics

1. Fair Trade

We promote fair, transparent and free competition and do not engage in any illicit trade.

2. Protection of Confidential Information

We maintain and promote proper handling of confidential information, including third parties’ confidential and personal information.

3. Protection of Intellectual Property

We strive to obtain, maintain and utilize the intellectual property of others, understanding the role that intellectual property plays as an important resource to underpin organizations’ business activities.

4. Prohibition of Bribes

We do not engage in any bribery of public officials or any similar activities, or any corruption, extortion, or appropriation through the abuse of one’s position in the organization.

With Our Customers

With Our Employees

For Our Shareholders and Investors

With Our Business Partners

With Local and International Communities

For the Environment

by JGPSSI*1 by forming a CMS*2 to strengthen control of the chemical substances contained.

***1 JGPSSI**

The Japan Green Procurement Survey Standardization Initiative.

***2 CMS**

Chemical substances Management System.

WEB Fujitsu Group Green Procurement Direction
<http://www.fujitsu.com/global/about/procurement/green/>

Promoting CSR in Collaboration with Our Business Partners

• CSR Seminars

In November 2007, Fujitsu held a meeting to brief some 180 business partners on CSR. The briefing covered the principles of Fujitsu CSR Procurement and the Fujitsu CSR Promotion Guidebook (which conforms with the JEITA Supply Chain CSR Promotion Guidebook), etc.

Simultaneously with the briefing, we carried out a questionnaire-based survey of the state of our partners' implementation of CSR. In February 2008 we gave them feedback on the results of the survey and requested them to make their own improvements.



The CSR briefing



The Fujitsu CSR Promotion Guidebook

• Promoting Information Security Measures

Recently there has been a marked increase in the number of information security incidents, such as the loss or theft of notebook PCs or storage media, or data leakage due to infected file-sharing software. We are strengthening our Group-wide internal information security measures (including measures to protect personal information) to prevent the occurrence or reoccurrence of such incidents.

In 2007, we took the following initiatives in collaboration with some of our software development, service and hardware product partners.

Particularly, we have carried out information security audits of our business partners to verify the state of their operational management of confidential information. If a major problem is discovered, and if subsequent improvements are not apparent, we review our dealings with that company and implement a cessation of new orders to that company as necessary.

- Information Security Seminars (October-December 2007)
32 seminars with approx.1,680 companies in attendance
- Questionnaires on the status of our business partners' information security measures (November 2007 to January 2008)
- Audits (on-site) of the information security measures of our business partners (April 2007 to March 2008)
A total of 200 companies

Our System for Evaluating Business Partners

In 1997, Fujitsu established its Suppliers' Performance Review (SPR). Since then, to strengthen our business partnerships, we have introduced programs to give overall assessments of some 260 of our main suppliers based on this system of evaluations and covering their quality, technology, price, supply and environmental/reliability.

Also, from fiscal 2008, in the category "environmental/reliability" we have added standards for the status of our partners' CSR.

Social Gatherings with Our Business Partners

Since 1997, Fujitsu has held social gatherings with business partners. At these gatherings, as well as presenting letters of thanks to suppliers who have made exceptional contributions, Fujitsu seeks to encourage stronger cooperation by sharing purchasing policy based on the Fujitsu business plan. The fiscal 2007 meeting was held in January 2008, attended by representatives from some 280 companies.

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