



Straight
forward

Drive your business with Oracle Cloud Applications and Fujitsu

The straight forward approach to modernizing your back-office.
Giving you a flexible, cost-effective digital business.

shaping tomorrow with you

ORACLE® | **FUJITSU**

What's the challenge?

Digital is disrupting all sectors, and established companies with complex IT systems and processes can struggle to react to changing business demands.

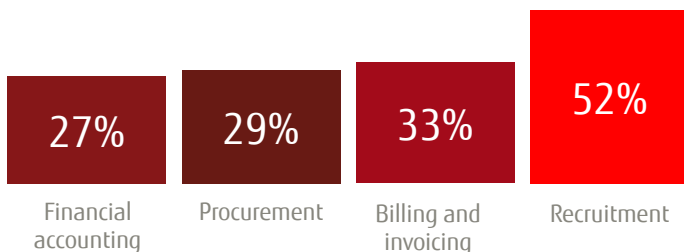
These challenges don't just effect customer facing functions. Businesses are seeing the benefits of giving their employees a full digital experience. Because when done right, it improves communication, drives automation, and gives greater access to information. You need to start thinking of whole business transformation – not just updating your IT.

We're seeing a big shift in how people work. To keep up, digital transformation is vital. HR now requires the use of social media to recruit employees. Procurement and finance need real-time visibility of costs and data across the whole business. So, when finance, HR and procurement go digital, there are huge benefits.

But with existing back office systems, change is costly. This is due to a number of reasons. Legacy systems are often expensive to run and upgrade. Plus, they're hard to learn how to use – nothing like the modern, intuitive software employees use every day. All of this can often block rapid business change too. This legacy software doesn't meet today's requirements.

With the right offering, all companies can keep pace with today's business demands. Organizations are now taking advantage of cloud applications. And they're using them to streamline their business processes.

Adoption rates of cloud applications across the business¹:



Your future with cloud applications

Transforming back office systems and processes can benefit both medium and large companies. And with cloud applications typically delivering full ROI within two years – and at a cost of 50% or less than traditional on-premise solutions – there's a strong case for adoption².

Most organizations can see that cloud improves productivity and decision making, so you can support your business as it grows. Cloud applications are scalable too, so your business can grow without any IT limitations. But cutting through the hype to find the right path to cloud isn't easy when you've already invested in on-premise systems. And when significant business change is required, this can make it harder.

We've transformed our own back office and we can combine our business insights and extensive experience to prepare you for your unique transformation. Our straightforward approach is all about your business: it's focused on rapid adoption and business change.

Our journey to cloud

About 12 months ago, we started a journey to bring four sub-regions together into one big region. It's a huge business transformation. So, we needed to react to that as an HR function, and have our own HR transformation. And as those 38 countries and 26,000 employees came together, we had to look at all our processes.

All our sub-regions operated independently and separately. And this had a big impact on HR, managers and employees. There was a huge number of different core HR systems and applications – around 30 to 40. And few were connected. This made it impossible to have a single source of truth of data of all people on our system. Which meant it was hard to support people across borders or on different systems. With Oracle HCM, we've been able to transform the way our HR department works in under nine months.

¹Cloud Computing Comes of Age – Research Paper Harvard Business Review 2015

²PWC – CFO Agenda Issue 10 – Moving to the Cloud 2015

A straightforward journey to the cloud

We know that every company has its own path to cloud. Factors such as security, business needs, appetite for change, and the complexity of existing systems all play a part.

Are you looking for more functionality from your existing back office systems? Is business change driving you to seek a new solution? Do you want to rationalize existing systems? Do you want to avoid the cost of an infrastructure or software upgrade? Or do you just want to be more lean, more agile and more efficient?

Regardless of the reasons behind your journey, we can offer end-to-end expertise in transforming your back office, and deploying cloud applications.

With us, you get more than just a product. You get a full business-led transition. Cloud and great user experience give you the business agility you need, and our experience and business knowledge takes you on the right journey.

This isn't just an IT decision

When it comes to transforming all – or parts – of finance, HR, payroll and procurement business systems, it can't just be an IT decision. Each area of your business will have varying needs and complexities. So, there needs to be a business conversation first. And with our unique approach, you can take on digital transformation at a rate that works for your business.

If you want successful digital transformation, you need to understand the ways your business needs to change. You need to understand how cloud applications can benefit the business – and every department must know what successful adoption will take. This way, you'll get the best out of your investment. Adopting cloud will bring about a lot of business change, and you need to manage this holistically, which is critical to the success of using cloud services.

You need a partner that has extensive business knowledge. A partner that understands your aims, and can help you achieve them quickly. A partner that enables you to change your business, by adopting Oracle Cloud.

If you're not sure when or how to move to the cloud, our Cloud Advisory team can help.

In a half-day workshop, you can experience a working session, and explore what the cloud could bring to your business. Together, we'll take a deep dive, helping you to create a business transition plan and a cloud migration map.

If you'd like to book onto a workshop, please get in touch with us on **01235 797711** or email AskFujitsu@uk.fujitsu.com

» Fujitsu recognized that we needed to make budget savings and came to us with an Oracle Financials Cloud offering. Oracle Cloud Financials has helped us to reduce our running costs but it also provides my users with a better customer experience. We needed to invest in our back office systems and processes to streamline and make them more efficient, because at the end of the day that enables us to spend more money on our front line services. We have been working with Fujitsu for 17 years now; Reading and Fujitsu work as a real partnership.«

Julie Stringfellow
Financial Systems Manager,
Reading Borough Council

Transform your back office

Our straightforward approach lets your company become more agile, attractive, efficient and profitable.

Take advantage of transformational IT and enabling technologies. Working together, we can empower your competitive advantage, across the whole of your company, from HR to procurement. And as we implement and manage your cloud, you can spend time on strategic initiatives.



Increase your agility

If you want to rapidly adapt to changing business, compliance and government demands, you need to be more agile. With us and Oracle, you can achieve this. Our modular approach ensures a smooth transition to cloud applications.

Our combination of business knowledge and expertise in cloud applications means we can find ways to connect your people, locations and resource. And by streamlining your finance, recruitment and purchasing processes, you can improve your budgets and accelerate time to value.



Boost your appeal

The race for talent is getting tougher. But if you can offer superior working conditions and experiences, you can attract and keep the best people. Candidate expectations are rising, with digital natives now expecting simple processes in the workplace.

We can help you with your digital transformation. You can simplify policies and processes like onboarding, reviews, development and release. Plus, social recruitment programs and modern HR practices will enhance your brand as an employer, and improve your talent acquisition.



Enhance your efficiency

With cloud applications, we can help give you actionable insights and intuitive reporting. And with this greater visibility and accuracy, you can enhance your financial efficiency.

Oracle research found that finance teams spend **85% of their time collecting and validating data, developing reports and updating spreadsheets**. But with our approach, you streamline these processes. So, you can increase productivity, free key resources, and speed up critical business decisions.



Become more profitable

According to Gartner, **91% of top CPOs consider savings management a high priority for their businesses**. Working with us, you could improve cost savings and cut risk, using enhanced bid and contract management, and automated audits.

Regular system updates make it easy to scale Oracle HR, finance and procurement cloud applications so you can grow your business. Our consultants plan the modernization of your strategic procurement, to make sure you can get the benefits of your move as soon as possible.

Adopt, not adapt

With our robust, proven approach, you can deliver business benefits sooner than you thought possible.

When you make the decision to move to cloud applications, you want it done fast. And you want to avoid pitfalls along the way.

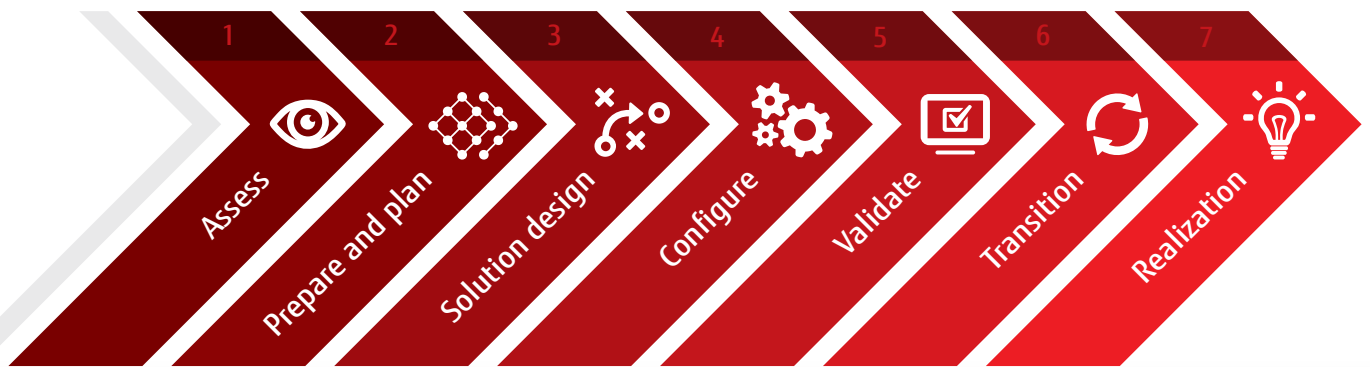
While you need the right applications and the right technology, to succeed you also need to proactively manage business change. You need an approach that covers changes to your operating model, people, processes and technology.

Our approach covers all of these areas in one single method. Since we first implemented Oracle Cloud in 2014, our method has developed.

It has also been strengthened by the many years of helping customers transform their back office functions – and most recently, from our own internal program.

To get all the business benefits you need, it's vital to adopt best practice. Our solution is designed to help you achieve your aims, and we can help you understand how it will work with your business.

With our approach, you get business benefits quickly that are easy to build on.



➤ Programme Stream; Governance and control

➤ Cloud Readiness Stream; Managing business transformation

➤ Technology Stream; Configuring and implementing the platform



1. Assess

Understand the impact of change, through exposing your business to a pre-configured environment. Gauge the level of business change and adoption required.



2. Prepare and plan

Establish clear governance and a detailed plan, and define communication, training and stakeholder engagement needed to support adoption and readiness activities.



3. Solution design

Configure systems by working directly with your business project team. Walk through processes and identify in detail the areas of business change and user adoption.



4. Configure

Create a first view of the new solution, with active involvement of your project team. Rapid build phase that includes initial migration of customer data. Identification of gaps and process changes.



5. Validate

Test end-to-end business processes and start user training and adoption.



6. Transition

Work with your team to transition the newly configured cloud solution into production. Support new business processes and end user adoption.



7. Realization

Transition end users and entire business to the cloud. Ongoing services to support further business change and maximize the value of your investment over time.

Why Fujitsu?

You'll have access to our business knowledge and real-world experience. And we'll work together to find the right approach to transforming your business with cloud applications.

And you'll get:

- A partner who focuses more on business transformation and ongoing business operations, rather than just the IT implementation
- The experience that comes with decades of delivering business improvements in back office systems, and over 600 implementations globally
- To work with the first Oracle partner to deliver cloud back office solutions in the UK
- A low risk of delivery. Our proven and unique approach is based on real-world experience
- End-to-end expertise in cloud and hybrid solutions: from business change to information management. As well as our Oracle specialist skills, we also specialize in business transformation
- A more secure network connection, as our Hybrid Cloud Connect links Oracle Cloud with our data center
- To work alongside an Oracle Diamond and Cloud Premier partner
- The benefits of our 30-year long partnership with Oracle, bringing product expertise.

It's time to transform

Become more profitable, improve usability and lower costs with Fujitsu and Oracle Cloud Applications. We can help you see through the hype and achieve the benefits of moving to Oracle Cloud Applications following a proven, practical approach tailored to your business.

Speak to our experts about how we can support your Oracle Cloud journey on **01235 797711**



or AskFujitsu@uk.fujitsu.com

FUJITSU LIMITED

Contact: fujitsu.com/uk/contact

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