Customer Solution Profiles

Ticket-dispensing Multimedia Terminals Providing a Wide Range of Services

Regal Entertainment Group (United States)

Entertainment is big business in the United States, and few amusement spots have the ability to attract massive numbers of people the way that movie theaters can.

The Regal Entertainment Group operates the world's largest network of cinemas, boasting 254 million visitors in the United States each year, according to 2004 data. Fujitsu has started replacing existing ticket dispensers installed by Regal with new multimedia terminals that can also issue tickets. To ensure these terminals serve as automatic ticketing platforms for the greatest number of customers, Regal demanded exceptional reliability from both the machines and the systems that run them to minimize technical glitches and other issues. Regal's terminals also have to respond to a variety of needs, from allowing customers to print out tickets reserved on the Web, handling advance tickets, and dispensing cash by card, to providing updated movie information. Regal has given our terminals high marks for enabling customers to enjoy a trip to the movies without waiting in line, and for providing a cashless alternative for quickly picking up reserved tickets for the latest movies.

The movie industry today has spread to every corner of the globe. The Regal Entertainment Group stands at the cutting edge of this industry. So when a trend emerges at Regal, the whole world takes notice. As the future of movies unfolds, Fujitsu, in partnership with Regal, will continue to rise to new challenges in the industry.



Safer, Reliable Healthcare With Electronic Medical Records

Cancer Institute Hospital (Japan)

The digitization of clinical information such as prescriptions and medical records has been gathering pace in recent years, as healthcare providers work to improve the quality of care and create more efficient delivery systems.

Seventy years ago, the Cancer Institute Hospital in Ariake, Tokyo was founded as Japan's first hospital specializing in the treatment of cancer. The hospital is also a forerunner in the adoption of electronic medical records, and has moved quickly to put in place the necessary infrastructure.

In conjunction with the hospital's move to a new facility in March 2005, we developed, installed and began operating a total clinical information solution that includes electronic medical records. All clinical test results and other details of treatment are recorded in the patient's electronic medical chart, ensuring everybody involved in providing care to the patient is literally on the same page. This digitized system is also being used to prevent medical accidents as part of a thorough care management system. Now, for example, prior to giving patients an intravenous drip, the nurse will scan corresponding barcodes on the patient's wristband and medicine packaging to ensure the right person is getting the correct medication. The nurse also uses his or her own ID barcode to verify the whole process.

Through the provision of this electronic medical record system, Fujitsu plays a vital role in the Cancer Institute Hospital's comprehensive medical data management framework. Going forward, we will continue to leverage the power of cutting-edge IT to help healthcare providers deliver safe medical services that engender patient trust.



Highly Flexible IT Services for the Airline Industry

British Midland Airways (United Kingdom)

In response to the challenges facing the air transportation market after 9/11 and other events such as SARS, British Midland Airways Ltd. (bmi), the UK-based airline operating both short-haul and long-haul routes, has outsourced its IT provision to Fujitsu to reduce costs and better align IT spend with their changing business.

We now deliver the majority of IT and communications services to bmi. In the process of setting up the contract, over 50 staff transferred into Fujitsu.

The contract is moving the provision of IT from a fixed cost to one which varies with bmi's business volumes; the service is charged for on a usage basis. We are also aligning the service delivery framework to ensure it underpins bmi's key business performance indicators.

Richard Dawson, bmi's Group IT Director, summarized the agreement by saying, "Outsourcing to Fujitsu has allowed bmi to devote more time to managing the business in what are challenging times for all airlines, secure in the knowledge that our contract will deliver a flexible IT infrastructure that will be responsive to our changing requirements."

