

eXtensible Business Reporting Language (XBRL)

Partnering with Fujitsu

Regulatory bodies around the globe are driving the adoption of standards for financial reporting. For instance, with the recent SEC mandate, the 500 largest companies in the U.S. have begun filing their year-end financial reports in XBRL from June of 2009, and all companies will follow suit over the next three years. XBRL, or eXtensible Business Reporting Language, was developed by an international consortium to streamline the preparation, analysis, and communication of financial data and other business information.

Many publicly traded organizations have sprawling global operations with multiple systems and thousands of specialized processes for financial reporting. Enabling all these elements for XBRL using in-house capabilities is not a viable option for many companies.

For vendors in the financial reporting chain that serve as intermediaries between the regulatory bodies and listed companies—such as filing companies and accounting firms—the current XBRL momentum provides a significant market opportunity. Intermediaries can help customers meet SEC compliance while advancing corporate performance management goals and reporting accuracy.

Who Benefits from Automated XBRL Reporting?



Regulatory Bodies



Filing Companies
Accounting Firms
Financial Services



Enterprises

ADHERING TO MANDATES AND BEYOND

While the current need for XBRL is primarily being viewed with respect to the mandate, XBRL can deliver long-term benefits such as:

- Lowered cost of data handling
- Improved reporting speed
- Improved data accuracy and reliability
- Focus on analysis, forecasting and decision-making rather than data processing

By helping customers with XBRL implementations, intermediaries can aid with more than compliance—they can create a meaningful relationship with clients based on longer-term strategic goals.

Fujitsu is a pioneer in the XBRL arena and contributes significantly to the evolution of the XBRL standard. Intermediaries looking to go to market quickly with their XBRL products and services can take advantage of Fujitsu's XBRL software as well as expertise, and build partnerships to meet broader business goals.

TWO LUCRATIVE MARKETS FOR XBRL SOLUTIONS

- 1) Solutions for Financial Data Preparers – Beyond the mandate, a need exists for solutions that help companies with their external financial reporting. XBRL-enabled solutions can alleviate much of the existing accounting complexity and risk of penalties through automation, higher quality financial information and timely processing.
- 2) Solutions for Financial Data Consumers – For consumers of financial data, such as the regulatory bodies and investors, the lack of accuracy and consistency in reported data has created the necessity for manual intervention and validation of the submitted information. XBRL promises to solve these problems by standardizing data interpretation and allowing for better decision making. A need exists for solutions that handle information in XBRL format.

SOLUTIONS FOR FINANCIAL DATA PREPARERS

For most financial data preparers, the flow of financial information begins from back office systems. Recording systems compile the data from the back office into a single format, where it is put into a final report for filing. Applications used in this process include desktop readers, web-based applications, spreadsheets, and databases. Information is viewed and verified at every stage, usually by manual methods. Automated XBRL solutions can be developed to reduce errors and improve reporting speed at every stage in the financial data preparation process.

Opportunity 1

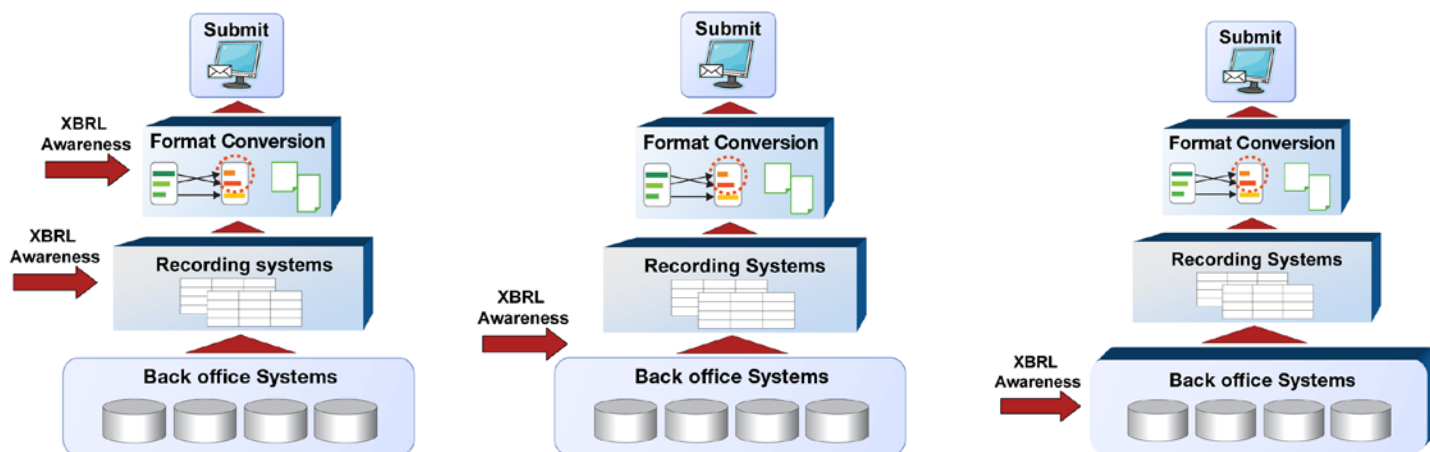
The immediate opportunity for Intermediaries lies in providing solutions that reduce the potential disruption within the enterprise to adhere with the mandate, for example, by introducing XBRL awareness within the final steps of the reporting cycle. Applications that are currently being used for consolidating information from financial reports could be enhanced to understand some of the most common aspects of XBRL and then be automated.

Opportunity 2

To enable enterprises to reap broader benefits of XBRL, another opportunity for Intermediaries lies in XBRL-enabling software that sits between recording and back-office systems. This would allow for automatic extraction of subsets of XBRL-enabled data from different types of reports and dashboards, requiring more integration and interaction with disparate applications and systems. By taking advantage of automated data handling, enterprises could speed up processes, reduce the manual handling of data, and automate validations.

Opportunity 3

Finally, Intermediaries have a significant opportunity to go to the heart of corporate data and provide solutions required to XBRL-enable back office systems. This approach provides the highest potential for automation, and will offer enterprises the maximum value of XBRL by eliminating time-consuming, costly collation, as well as re-entry of information.

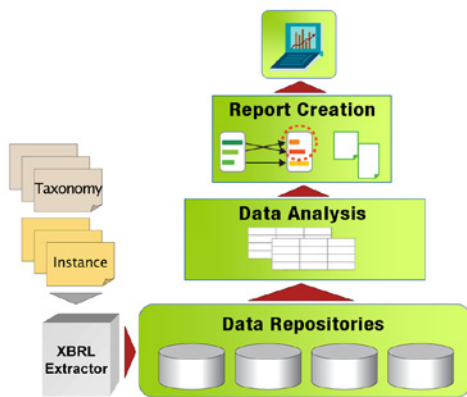


SOLUTIONS FOR FINANCIAL DATA CONSUMERS

Financial data consumers such as investors, analysts and regulatory bodies need to be ready to receive and analyze financial and business information that is being filed in XBRL. Typically, financial information is stored within data repositories and is then processed using data analyzers for final presentation. Again, there are opportunities to provide XBRL solutions at every stage.

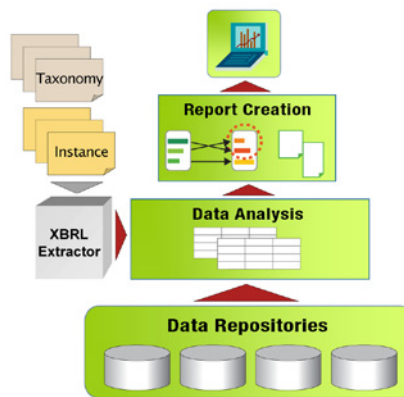
Opportunity 1

Intermediaries could develop applications that extract the required data from XBRL documents, and add to data repositories. This step could give Intermediaries an entry point to broader XBRL deployment within the financial data consumer market.



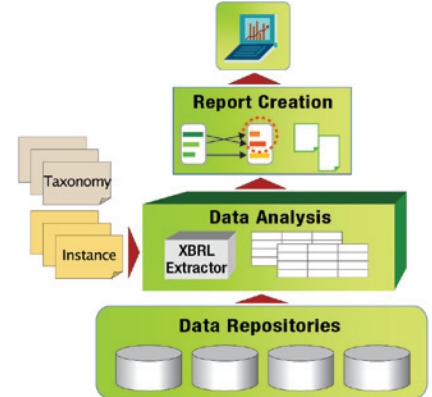
Opportunity 2

Intermediaries can also develop solutions to extend the capabilities of analytics applications to handle data from XBRL documents. Powerful features using XBRL taxonomies can be developed within these solutions to provide users with virtually limitless analysis capabilities.



Opportunity 3

In the most sophisticated solutions, the analysis applications can be made natively aware of XBRL. Solutions with advanced features can be developed using XBRL taxonomies to provide users with powerful analysis capabilities that automatically consume XBRL documents, generate reports, and create analysis templates based on XBRL constructs from taxonomies. The reporting and abstraction layers could also be equipped with XBRL knowledge as a supported data source.



GETTING STARTED WITH THE RIGHT SOLUTION

As shown above, there are multiple opportunities to deliver XBRL-enabled solutions. Depending on the level of expertise and focus area, intermediaries can provide a variety of services and solutions that will assist with each stage of XBRL adoption, and take advantage of ongoing revenue opportunities.

THINGS TO CONSIDER WHILE CHOOSING YOUR XBRL SOFTWARE PARTNER

Immediate actions

The first step in delivering an XBRL solution or service to the market involves determining the scope of the solution and evaluating the tools, systems and expertise required. Once the implementation scope has been defined, intermediaries must select the right tools and systems by:

- Evaluating the adherence to the XBRL specification
 - Level of compliance
 - Conformance to the standard
 - Completeness of the specification support
- Identifying XBRL automation & processing applications and tools
- Assessing XBRL conversion tools
- Determining the availability of a Software Development Kit (SDK)

Short term

After an evaluation of the software, intermediaries can maximize the impact of the deployment by leveraging:

- Integration with commonly used applications and formats
- Availability of advanced commercial off the shelf XBRL tools for more custom support

Long term

Look for a partner that is committed to the incorporation of additional/advanced XBRL support into their solution as the specification evolves.



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INTERSTAGE® XWAND®: COMPLETE XBRL SOFTWARE OFFERING

Fujitsu offers easy-to-use XBRL software for every step of the way. Interstage XWand, a part of the Interstage family of solutions, allows XBRL developers to quickly deliver the needed documents and implementations. The outcome of an industry leader's pioneering efforts to evolve the XBRL standard, Interstage XWand is a market-tested solution used by regulatory bodies, intermediaries and major enterprises across the world.

Key benefits include:

- Shortened time to market of XBRL projects
- Lowered cost of XBRL document and application development
- Built-in enhanced validation to reduce risk of errors
- Continued support for changes in the XBRL specification
- Shorter learning curve with automated and easy to use features
- Flexibility to use with multiple data applications such as Excel and application layer technologies like Java and .NET

FUJITSU: DRIVING THE DEVELOPMENT AND ADOPTION OF XBRL WORLDWIDE

As one of the initial members of the XBRL International consortium and a key developer of the specification, Fujitsu has a deep knowledge of the latest XBRL developments and best practices. Fujitsu provisions the tools and support for consortium activities and pilot projects.

Many of the world's leading companies, regulatory bodies, and intermediaries have already chosen to partner with Fujitsu to leverage its expertise and leadership.

Partners can take the next step and join forces with Fujitsu to deliver customer-centric solutions based on robust, integrated technologies. With extensive support structures, dedicated account managers, and consulting teams, partners have access to the tools, resources and the knowledge base that they need for successful installations and rapid deployment. Fujitsu strives to create synergistic relationships with its partners, while opening doors to new opportunities and innovation to deliver customers with a long-term competitive advantage.

For more information on Fujitsu and Interstage XWand, please contact interstage@us.fujitsu.com