

Fujitsu and AWS Deepen Global Partnership to Accelerate Legacy Applications Modernization on the Cloud

March 18, 2024

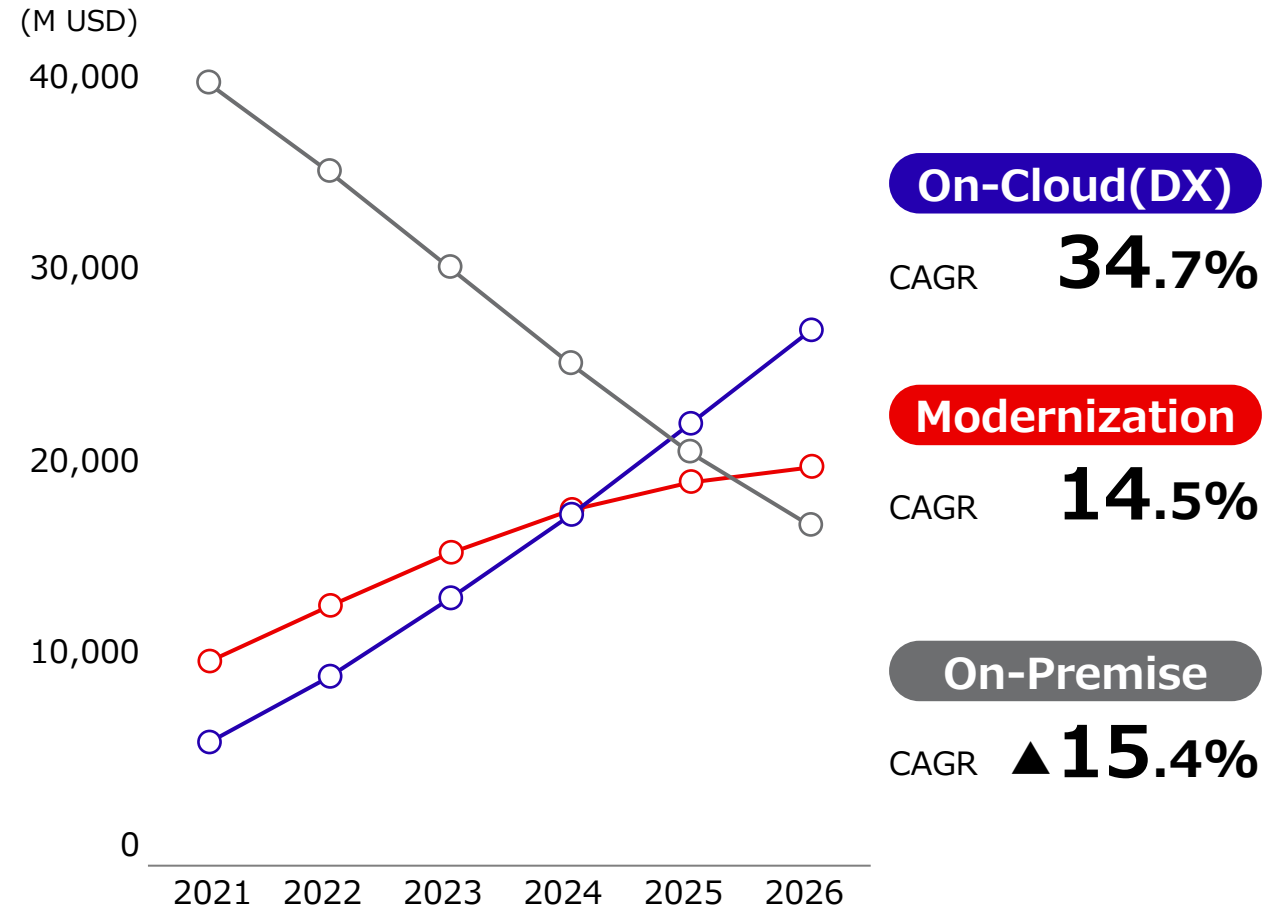
Fujitsu Limited

Megumi Shimazu

Corporate Executive Officer,
SEVP, Head of Global Technology Solutions,

Trends in the Modernization Market

- With the "2025 digital cliff" proposed in Japan's Ministry of Economy, Trade and Industry's DX report looming, demand for modernization of existing information systems increases as a precursor to customers' DX efforts
- Cloud shift from legacy systems such as mainframes and on-premise open server systems is accelerating
- Modernization market size will grow by 2026 in line with the increase in cloud adoption



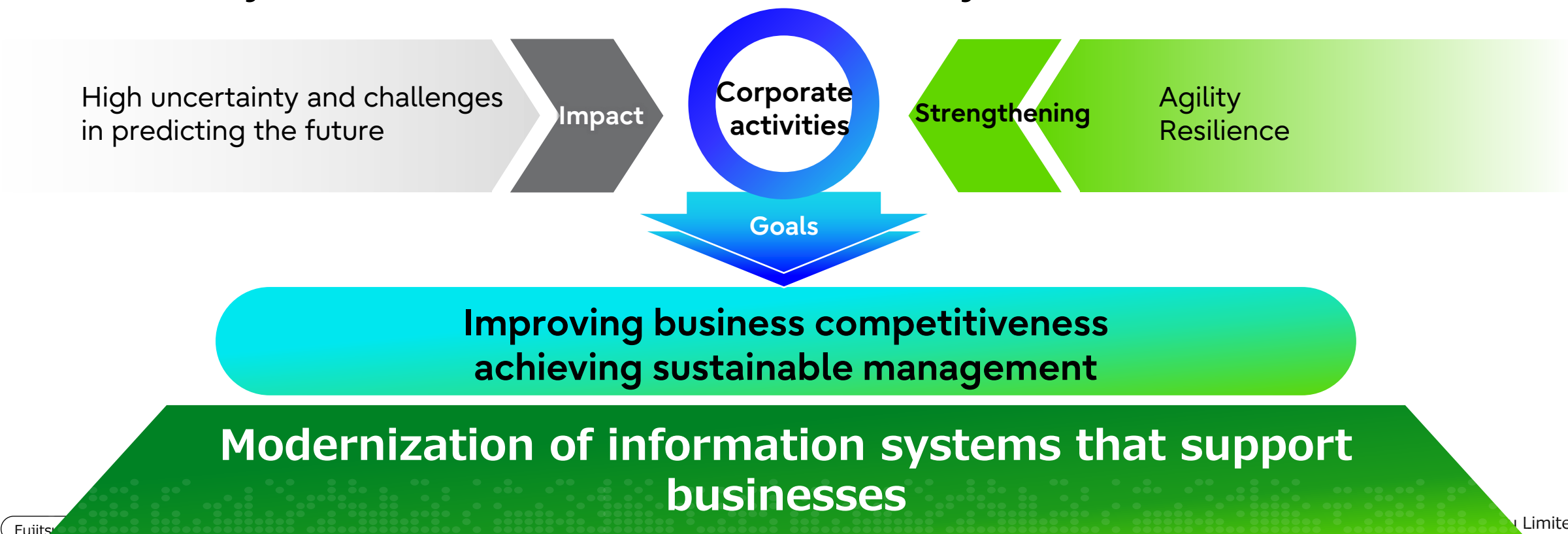
Source: Estimated by Fujitsu based on data of Japanese market from each research company

*Excerpted from IRDay materials on May 29, 2023

Why Fujitsu is currently focusing on modernization



- Agility, resilience, competitiveness and sustainable "Management x IT" amidst growing unpredictability
- Building a foundation for data utilization from legacy systems toward data-driven management
- End of Fujitsu mainframe sales in 2030 and Fujitsu UNIX sales in 2029



Road to 3X

Modernization

Path led by modernization, based on Fujitsu's rich knowledge, accompanying customers until they've achieved DX, SX and GX

Streamlining and accelerating customer modernization

- Solving modernization challenges to ensure customers' DX, SX, and GX

Extensive experience and track record

Customer system assets



Application assets

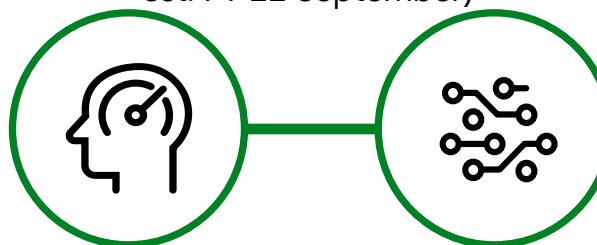
Data assets

Mainframe, UNIX, off-con, and on-premises open systems

Architecture obsolescence, out-of-support, end-of-sale

Knowledge aggregation with CoE functionality

(Modernization Knowledge Center, est. FY 22 September)



Development of modernization tools

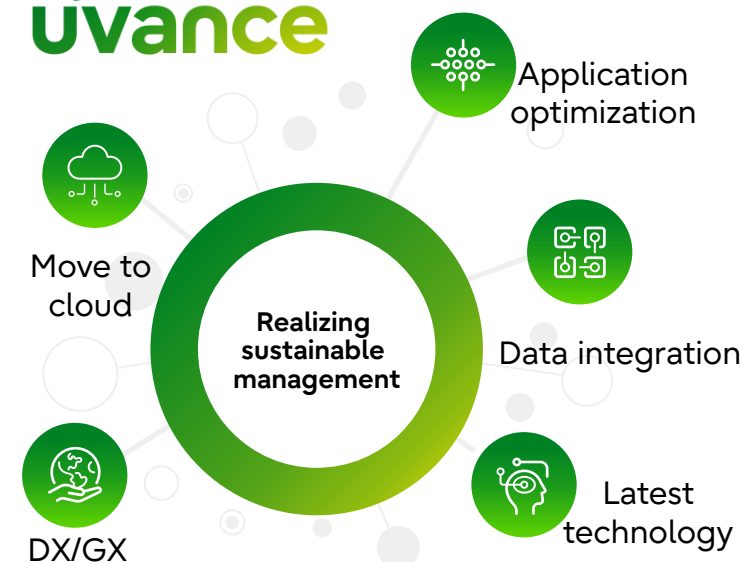
Development of the proposal/integration process

Standardization based on extensive experience and practical knowledge

Communication with Management

Global standards

Fujitsu
Uvance



Scalability, innovation, and cost efficiency while leveraging customer system assets



Consultants: 10,000 people*



Delivery talent: 40,000 people*

Modern meister system



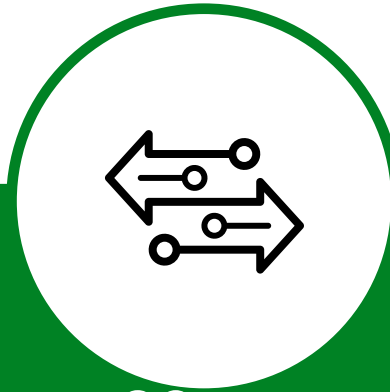
Collaboration with strategic partners

(*)Goal for FY25

Why choose AWS for proactive modernization?



Global standard

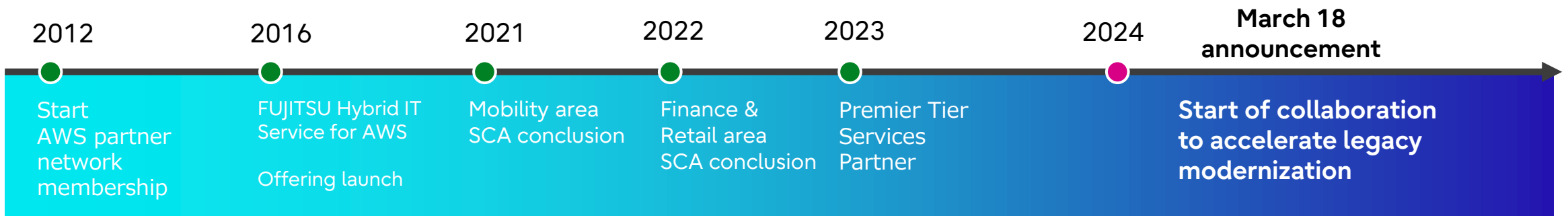


Over 20 years of
mainframe migration
experience
“AWS Blu Age”



Results of
collaboration as a
strategic partner

Collaboration with AWS



Overview of the Collaboration

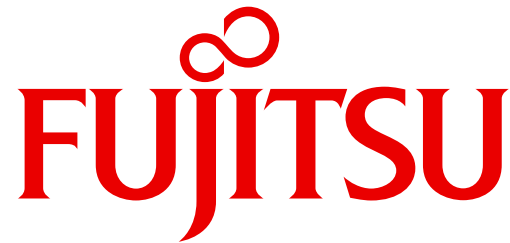


End-to-end value creation through modernization

Establishment of “Modernization Acceleration Joint Initiative”

Cultivated through the development of mission-critical systems

System integration technology



Leveraging cloud technology for business

AWS professional services

Proposing solutions to customer issues

Optimal cloud proposal through assessment

Conversion with Blu Age (COBOL to Java)

Helping customers from final testing to systems migration

Safe and secure cloud operation of mission-critical systems

Fujitsu's Strengths × Validation through internal practice



Years of system design experience across industries

System integration technology and knowledge gained through building mission-critical systems and developing and operating mainframes

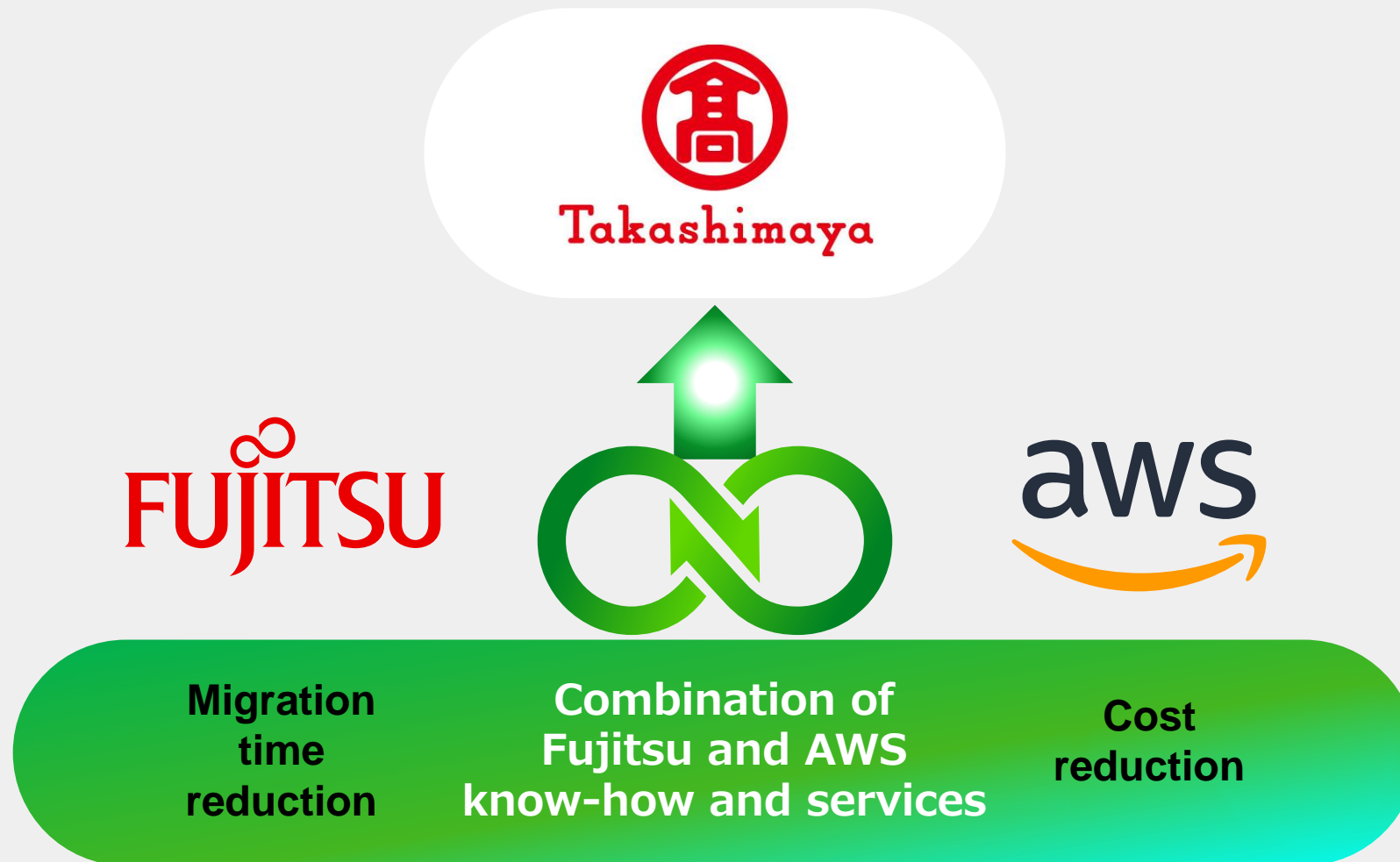


Fujitsu's internal use of AWS Blu Age

Ensuring stable operations by implementing conversion on internal maintenance management system to preemptively avoid equipment failures

Preceding customer case study

Promoting mainframe modernization of Takashimaya



Mainframe modernization for 40 companies in 5 years



Customers using GS21 series

Customers using non-GS 21 series Fujitsu UNIX servers or non-Fujitsu mainframes

Competitive modernization



More than an IT system update. Modernization offers a new foundation for customer's transformation to data-driven management

Road to 3X

Modernization

Path led by modernization, based on Fujitsu's rich knowledge, accompanying customers until they've achieved DX, SX and GX