

Fujitsu  
**Uvance**



# Hybrid IT

Stories from our customers

FUJITSU

# Contents

## Akademiska Hus

Cutting annual costs in half.....03

## Daiwa House

Real-time accounting .....04

## Emerald Performance Materials

\$20k savings each month..... 05

## Mitsubishi Heavy Industries

Enhanced visibility for better  
problem solving .....06

## Orion

Accelerating medical R&D .....07

## Robeco

7% increase in satisfaction..... 08

## University Medical Center Schleswig-Holstein (UKSH)

Workloads completed in <300  $\mu$ s .....09

## VTT

Seamless remote collaboration.....10



# Cutting annual costs in half

“

Fujitsu is engaged, responsive, helpful, and eager - qualities that have helped make this co-creation project such a success.

Per Brantsing Karlsson, IT Manager, Akademiska Hus

## Improving performance and efficiency with cloud for Akademiska Hus

### Challenge

Migrate to a private cloud environment and digitize its IT estate to become more efficient and flexible.

### Solution

Fujitsu built a plug-and-play PRIMEFLEX for VMware solution: a turnkey, integrated system, which includes all the hardware and software needed to simplify deployment of a hyper-converged software-defined data center.

### Outcomes

- Halved costs while doubling efficiency and performance
- Reduced energy consumption, saving SEK400k (approx. US\$46.5k) in one year
- Enabled smartphone access with a fully featured virtual desktop infrastructure (VDI)
- Provisioned new VDIs at the touch of a button, enabling scale-out on demand
- Simplified device management via a single console



Read the full story



Watch the video



# Real-time accounting

“

Each time a problem occurred, the Fujitsu PoC staff members knew exactly how to resolve it.

Ryuzo Matsuyama, Information Systems Director, Daiwa House

## Enabling smarter decision-making at Daiwa House

### Challenge

Make management information visible in real time to help support rapid global growth.

### Solution

Fujitsu helped Daiwa adopt a cloud-based accounting system as the basis for continuous growth. Fujitsu also provided SAP S/4HANA cloud support to accelerate completion of work on a global accounting network.

### Outcomes

- Standardized accounting system through a global shared service
- Created a centralized information infrastructure with seamless system linkage and effective use of accumulated skills
- Deployed short-term public cloud at low cost
- Enabled smarter business decisions with real-time accounting data



Read the full story



Fujitsu  
Uvance

\$20k savings  
each month



“

Courtesy of Fujitsu’s smart planning and management,  
we are saving up to \$20k per month.

Chris O’Neil, VP Information Technology, Emerald Performance Materials

## Cutting costs with cloud migration at Emerald Performance Materials

### Challenge

Futureproof more than 40+ business-critical applications hosted on a private cloud and improve cost management.

### Solution

Fujitsu designed a cloud-based solution, built on Azure infrastructure, to support a seamless migration. The approach used essential Fujitsu Hybrid IT orchestration services based on a strategic roadmap, existing workloads, and application stack.

### Outcomes

- Saved \$120k in annual costs
- Enhanced productivity with an agile environment
- Increased resilience due to high service availability



Read the full story





# Enhanced visibility for better problem solving

“

We needed to achieve real-time understanding of production status and to come up with quick countermeasures to the problems.

Spokesperson, Mitsubishi Heavy Industries

## Using IoT to reveal production insight at Mitsubishi Heavy Industries

### Challenge

Replace outdated manual systems with a more efficient way of gaining an accurate visualization of aircraft manufacturing status.

### Solution

Fujitsu COLMINA and IoT technology visualized operational status, while Fujitsu User Experience methodology pinpointed problems and actioned countermeasures intuitively, rather than through traditional manual intervention.

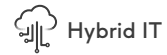
### Outcomes

- Enabled production problems to be identified in real time
- Remedied issues more efficiently, eliminating error-prone manual intervention
- Increased efficiency of production line



Read the full story

# Accelerating medical R&D



“

Fujitsu delivered a reliable Azure infrastructure with better data analytics and information, enabling more efficient collaboration.

**Outi Anttila**, Head of Core Services, Orion Corporation

## Delivering scalable data analysis at Orion Corporation

### Challenge

Develop new research via a new Data Science Workspace, capable of handling data sharing and analysis for R&D.

### Solution

Fujitsu, Orion's existing managed IT infrastructure partner, built the infrastructure in Microsoft Azure, providing a scalable R&D environment for the exploration of real-world use cases.

### Outcomes

- Reached patients more quickly with potentially life-saving medications
- Reduced repetitive manual work
- Avoided upfront investment with pay-as-you-go model
- Met demand by scaling user-friendly, integrated tools and computing resources



[Read the full story](#)





Fujitsu  
UVance

7% increase in  
satisfaction



“

Fujitsu had the flexibility and customer intimacy we were looking for, so it was the natural choice.

Johan Sturm, Head of Continuity & Stability, Robeco

## Optimizing the employee experience at Robeco

### Challenge

Enable secure remote working with correct level of support, and find the right balance between global scope and local presence.

### Solution

Fujitsu's Work Life Shift solution provided an upgrade in Robeco's digital workplace, based on global standards and Microsoft Managed Desktop, enabling a secure and up-to-date environment.

### Outcomes

- Enabled global mobility and a consistent employee experience, regardless of work location
- Increased user satisfaction with remote support services
- Reduced the risk of a data breach with highly secure and easy-to-use workplace



Read the full story



FUJITSU

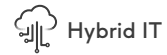
**ROBECO**  
The Investment Engineers





Fujitsu  
UVance

Workloads  
completed  
in <300  $\mu$ s



“

In developing the solution for our P2N network, Fujitsu gave us expert support from concept to implementation.

Siegfried Troska, IT Infrastructure Admin, University Medical Center Schleswig-Holstein (UKSH)

## Establishing an agile base for medical innovation at UKSH

### Challenge

Minimize IT workload, while enabling scalability and low latency, by deploying a stable and high-performing technical infrastructure.

### Solution

Fujitsu established a hyper-converged infrastructure, based on FUJITSU PRIMEFLEX for Microsoft Azure Stack. This enabled a latency period of less than 300 microseconds for a workload with a 30% write share for data and 400k IOPS (input/output operations per second).

### Outcomes

- Ensured availability through failsafe four-node cluster
- Assured minimal latency
- Administered the solution easily and cost-effectively, thanks to Windows Admin Center and FUJITSU Infrastructure Manager



Read the full story



FUJITSU



UK  
SH  
UNIVERSITÄTSKLINIKUM  
Schleswig-Holstein

# Seamless remote collaboration



“

**Fujitsu offers a proactive and responsive approach, which combines a great local presence here in Finland with global resources.**

**Harri Kivimaa**, Head of End User Services, VTT

## Strengthening a 15+ year partnership with VTT

### Challenge

Increase employee adoption of new collaboration tools and help inspire new ways of working by taking advantage of existing investments in Microsoft Office 365.

### Solution

Fujitsu managed the hybrid infrastructure, ensured the availability of VTT's applications, and supported workstations. It enabled the Windows 10 migration for 2,100+ employees with ongoing support for Microsoft Office 365.

### Outcomes

- Boosted user awareness of new collaboration tools
- Improved productivity and employee satisfaction
- Increased availability and reliability of cloud services
- Encouraged flexible working through secure remote access
- Tracked changes and their impact with proactive support



[Read the full story](#)



© FUJITSU 2021. All rights reserved. FUJITSU and FUJITSU logo are trademarks of Fujitsu Limited registered in many jurisdictions worldwide. Other product, service and company names mentioned herein may be trademarks of Fujitsu or other companies. This document is current as of the initial date of publication and subject to be changed by Fujitsu without notice. This material is provided for information purposes only and Fujitsu assumes no liability related to its use. 10-21