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Fujitsu SAP Services
FUJITSU DUET

Easy access to business processes and data, increases business productivity, reduces development costs and improves governance. This is possible by easily extending SAP® Business Data into SharePoint by using Duet software for Microsoft Office and SAP applications.

Why implement Duet?

Many of today's companies wish to improve the value and usability of the ERP data residing within their SAP systems. More often than not, such companies resort to costly, unsupported customizations of SAP screens, workflows and processes to support the urgent business needs of a subset of knowledge workers. However, overall dissatisfaction with the end product and the stringent user interface controls imposed on end-users has reached a critical mass.
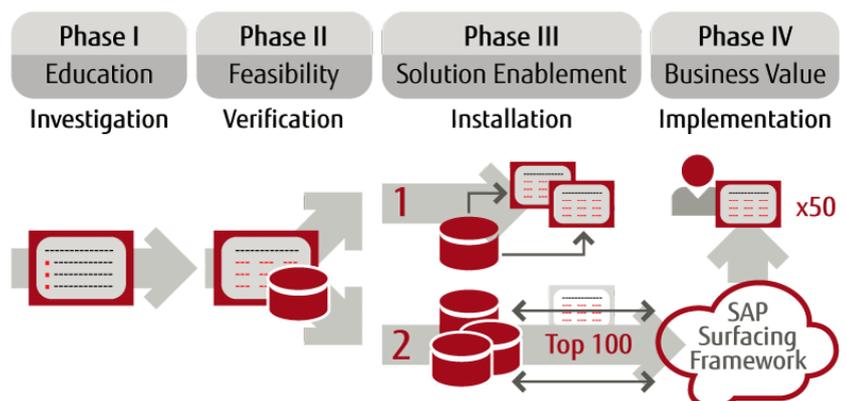
As a result, many IT organizations are now rethinking the effectiveness of these traditional back-end customizations; instead, they are looking for a comprehensive integration strategy designed to surface critical ERP data for their users through a supportable, governed Web 2.0 enterprise collaboration framework.

Consider implementing Duet to:
- Drastically reduce ERP transaction times
- Ensure SAP ERP content is made available to the wider business community
- Provide governed SAP ERP point solutions for your users
- Eliminate costly back-office development projects
- Introduce an interactive Web 2.0 interface
- Deploy a secure, scalable, service oriented architecture (SOA) component
- Maximise your investment in SAP and SharePoint

Fujitsu and Duet – how can we help?

If your business runs on SAP ERP (ECC or CRM) and you are a Microsoft shop, you just might be a perfect candidate for Duet. If you are running SAP, you are probably customizing and developing screens and processes; stop wasting time and energy and start focusing on empowering your business users.

A joint effort between Microsoft and SAP has yielded a secure, scalable, compatible and compliant middleware connector between SAP and Microsoft SharePoint called Duet. Together, they have done the majority of the work so you won't have to reinvent the wheel. Fujitsu can help you to evaluate your best integration choice. Fujitsu provides a risk-mitigating, phased approach to the education, evaluation, implementation and realisation of Duet for Microsoft SharePoint and SAP within your organization.

What we offer

Long, successful Fujitsu partnerships with both SAP and Microsoft have produced a wealth of expertise in implementing solutions based on SAP ERP, Microsoft SharePoint Server, the Microsoft Office productivity suite and Duet. With established frameworks, time-tested methodologies and extensive real-world experience derived from years of leading-edge analysis and implementation, Fujitsu is the ideal choice for companies that want to leverage the maximum benefits from Duet.

Phase I	Phase II	Phase III	Phase IV
Education	Feasibility	Solution Enablement	Business Value
Investigation	Verification	Installation	Implementation

Fujitsu provides the following Duet services:
Phase 1: Education   (Investigation)
Phase 2: Feasibility   (Verification)
Phase 3: Solution Enablement   (Installation)
Phase 4: Business Value   (Implementation)

Above and Beyond – Fujitsu Duet Differentiators

Experience: While most SAP ERP service providers like to speak about their Duet experience, Fujitsu can actually show you! Ask about our demo environment or our client experiences.

Reputation: Few companies can say that they are a recommended Duet implementation partner of either SAP or Microsoft; we are both.

Thought-leadership: In addition to our partnerships with SAP and Microsoft, our real-world implementation experience is defining the Duet landscape. Each engagement begins with an effective communication and education session that provides transparency into our processes, the risks, your costs and the role of Duet within your overall strategic business capability alignment.

One-stop-shopping: As the world's third-largest IT services company, Fujitsu can provide end-to-end advisory, implementation and managed support and maintenance services for Duet, SAP ERP, Microsoft SharePoint Server and the Microsoft Office productivity suite. From business planning to architecture, implementation and ongoing support we can assume full accountability for the solution, removing the burden, risk and cost of managing multiple service providers.

Why Fujitsu?

Fujitsu touches the lives of millions of people every day. We help companies and government departments keep UK plc running: from booking airline tickets to getting your driving license, from banking transactions to shopping on the High Street - and much more. Our aim is to help our customers achieve their business goals by exploiting IT in their respective markets.

We have a strong presence in both public and private sectors, including retail, financial services, telecoms, central and local government and defence. Fujitsu UK&I is a leading IT systems and services business employing over 11,000 people. Our services include consulting, applications, systems integration and managed services as well as a comprehensive product portfolio. Fujitsu UK&I is part of the global Fujitsu Group, delivering IT-based business solutions to customers in 70 countries through 170,000 employees.

We can therefore deliver in-depth SAP expertise to your business. We are specialists in the areas of SAP HANA, Hosting and Managed Services and are able to exploit a global delivery network to help you. We deal in infrastructure, applications and consulting and are one of only three global partners with accreditation in technology, software, hosting and services. This means we can provide a comprehensive service to improve your business processes, reduce cost and get the most out of your SAP estate.

Fujitsu SAP services include:
- SAP Managed Services to support and maintain your entire end-to-end SAP landscape.
- SAP Duet integration of SAP ERP with Microsoft SharePoint and Office
- SAP Upgrade using our FastTrack analysis tool
- SAP System Inspection to analyse hardware capacity in preparation for new projects and upgrades
- Migration services to move SAP to a new hardware or database platform
- Cloud hosting of complex SAP Landscapes
- Adaptive hosting solution - Fujitsu FlexFrame for SAP
- SAP Hana

Fujitsu offer the complete SAP portfolio, and end to end SAP services from SAP Hardware and Hosting, implementation, business process consulting through to SAP application managed services. We are also one of small number of SAP appliance manufacturers delivering hardware and software solutions such as SAP HANA, SAP Business Warehouse Accelerator, SAP Discovery Servers and FlexFrame for SAP – the ultimate in dynamic, high resilience hardware platforms for SAP.

As the world's third-largest IT company, Fujitsu possesses a whole world of experience shared globally via our Global Knowledge Exchange. This ensures every region has access to the experiences and lessons learnt in all other regions.

For further information

To find out how Fujitsu can streamline your SAP HANA project, contact askfujitsu@uk.fujitsu.com.