

Fujitsu World Tour 2018

Hybrid-IT come realizzare la
Digital Transformation nella tua
azienda

FUJITSU

shaping tomorrow with you

Human Centric Innovation

Co-creation for Success

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Engineer*

Measurement

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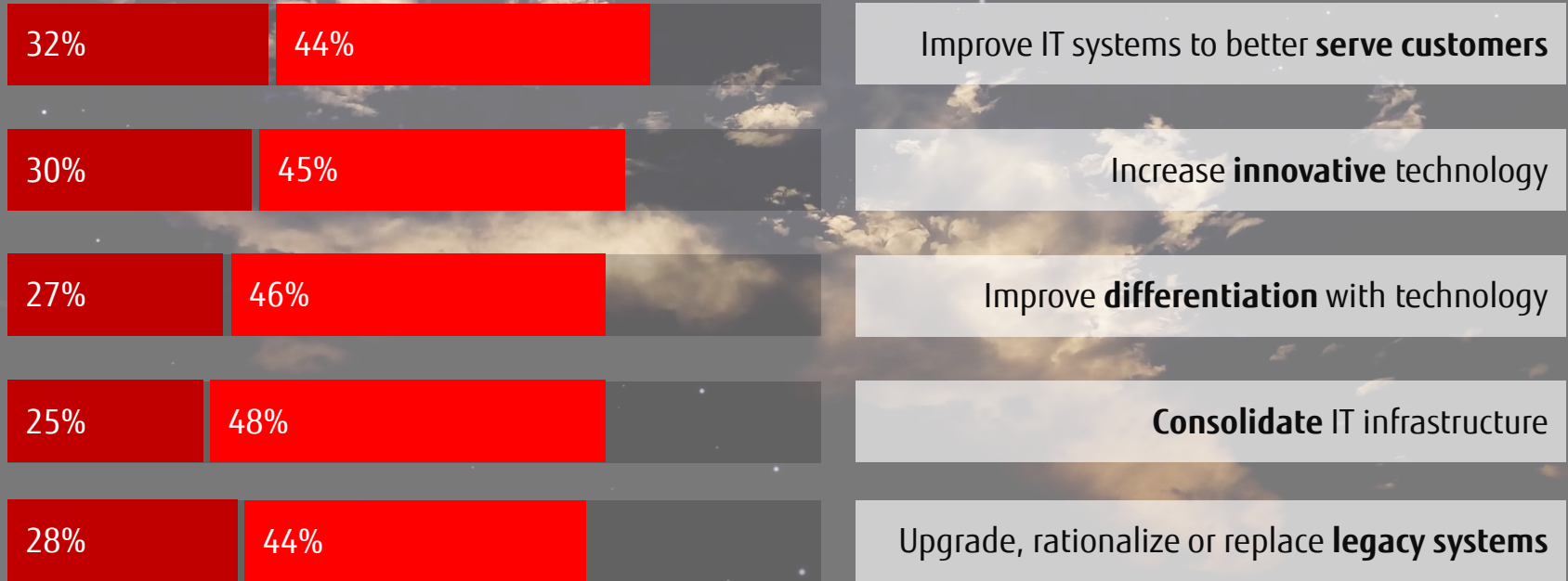


Enterprises have an
average of

1071

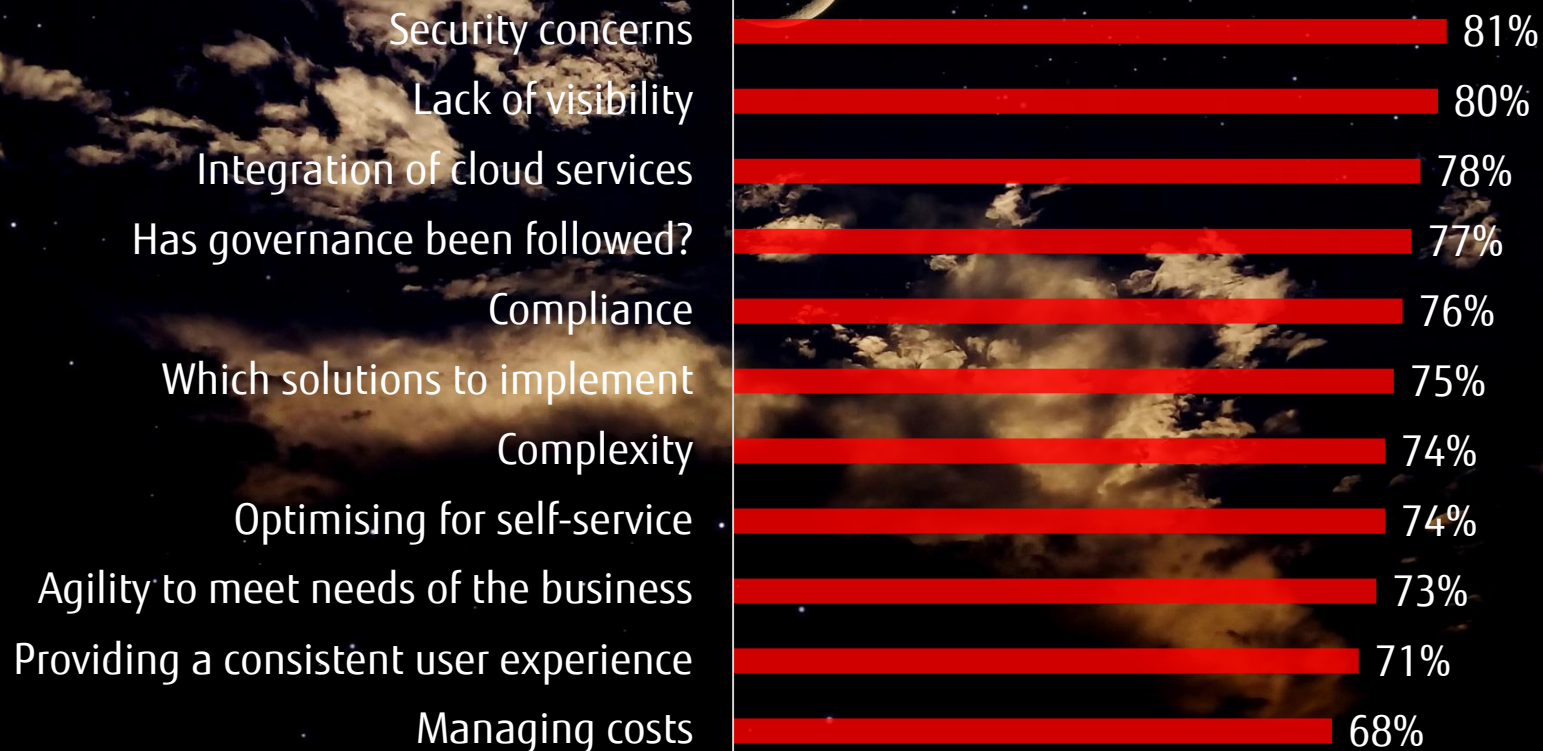
Cloud Services

Organizational IT Initiatives



Source: Service Orchestration: Increasing The Efficiency Of Hybrid IT (Forrester)

Cloud Management Challenges



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Volume of Waste

30-45%

of cloud spend

Many enterprises have failed to achieve success with cloud computing, because they failed to develop a cloud strategy rooted in the definition and delivery of IT services linked to business outcomes.

Fujitsu's answer is Orchestration.....

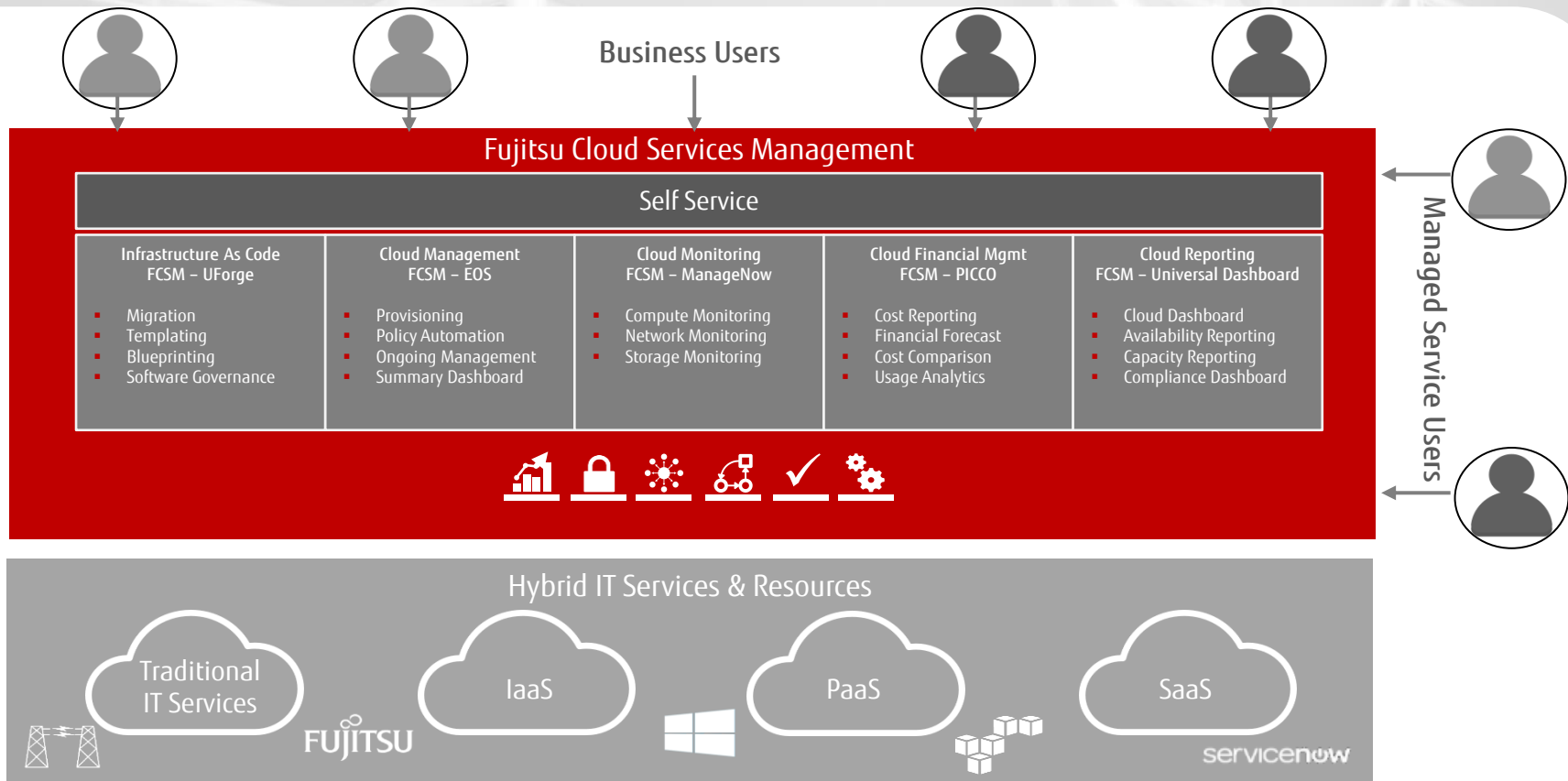


.....but what is orchestration?



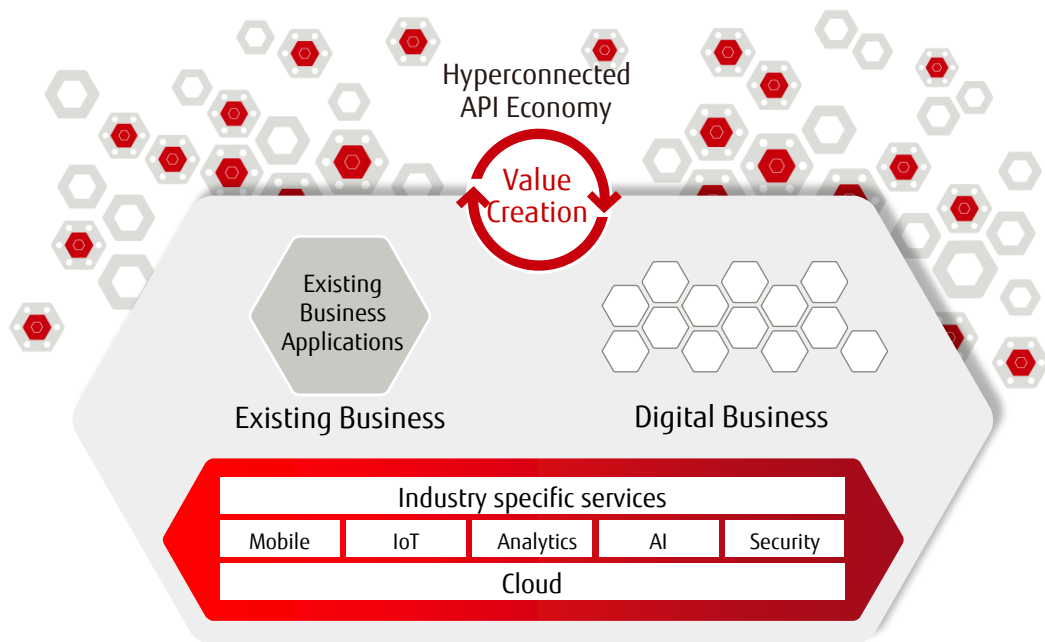
Orchestration manages your Hybrid IT landscape from service management, down to the technology layer, providing governance, visibility and control of all services against changing business needs.

Orchestration, what's in the box...?



What does a Digital Platform Look Like?

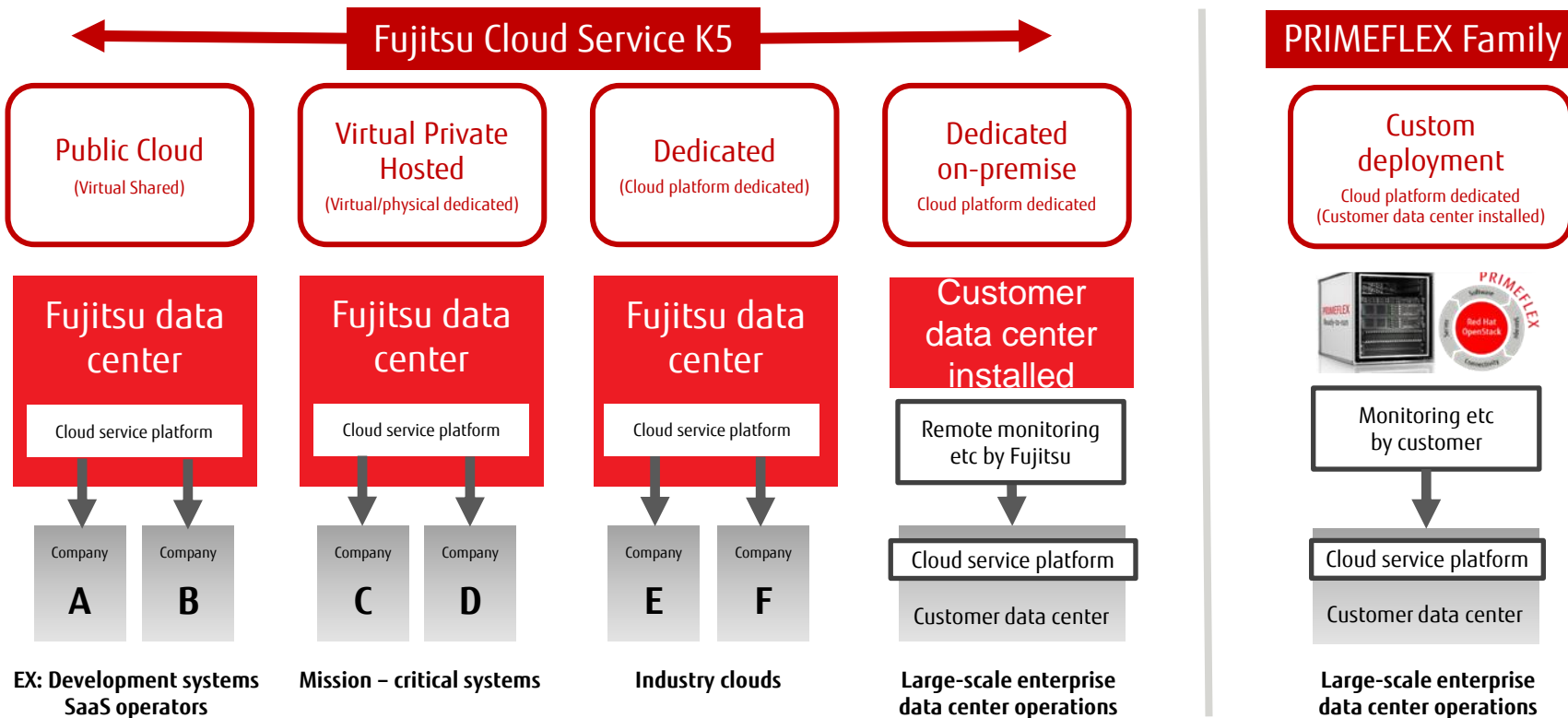
Powerful advanced technology integrated,
hyperconnected to grow your business



Open, Agile & Compatible deployments



100% compatible across all options enabling migration and integration
OpenStack management and a choice of platforms: VMware, Bare Metal, KVM



Workload Placement Dilemma

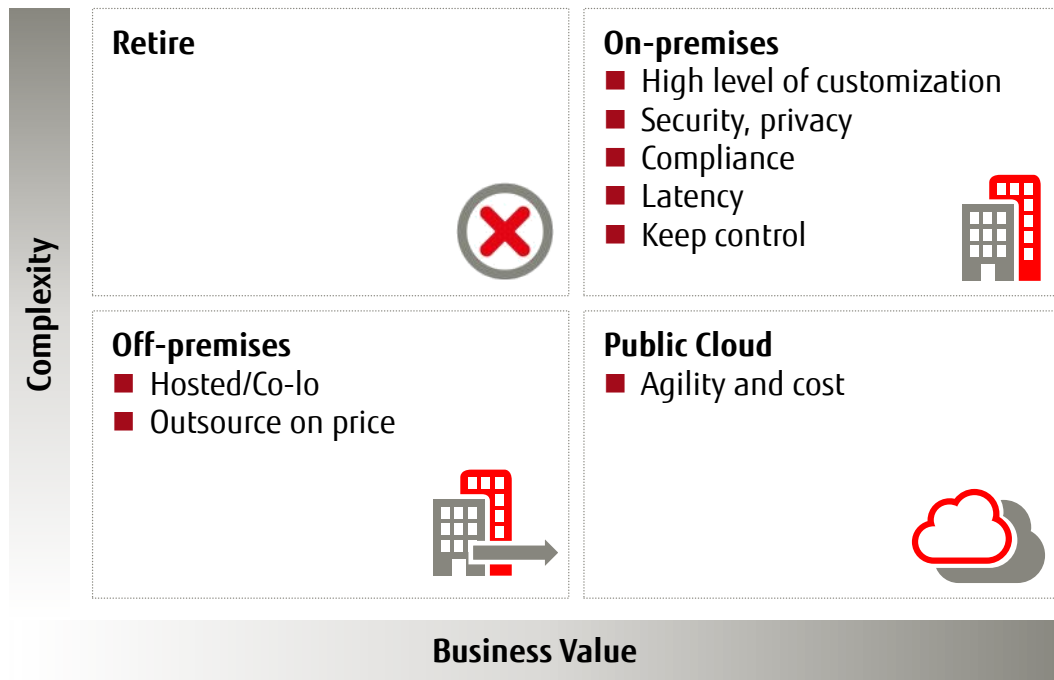


Why different workload placement options?

- > Different workloads
- > Different strategies



It's not about either or



A blend of different models: Hybrid IT.

Hybrid IT increases systems availability, scalability and agility



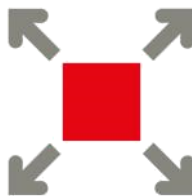
Availability

- > Use redundant resources in cloud to enhance availability levels for critical workloads
- > Turn business-critical into mission-critical apps



Scalability

- > Cope with peak workloads occurring only now and then
- > No need to provision server and storage capacities for peak loads

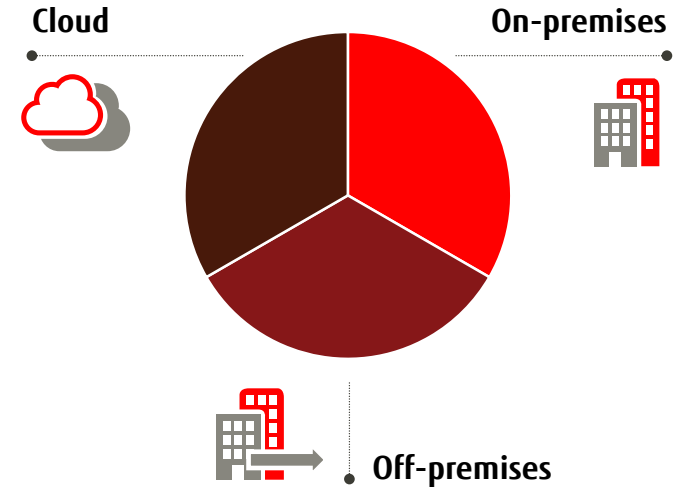
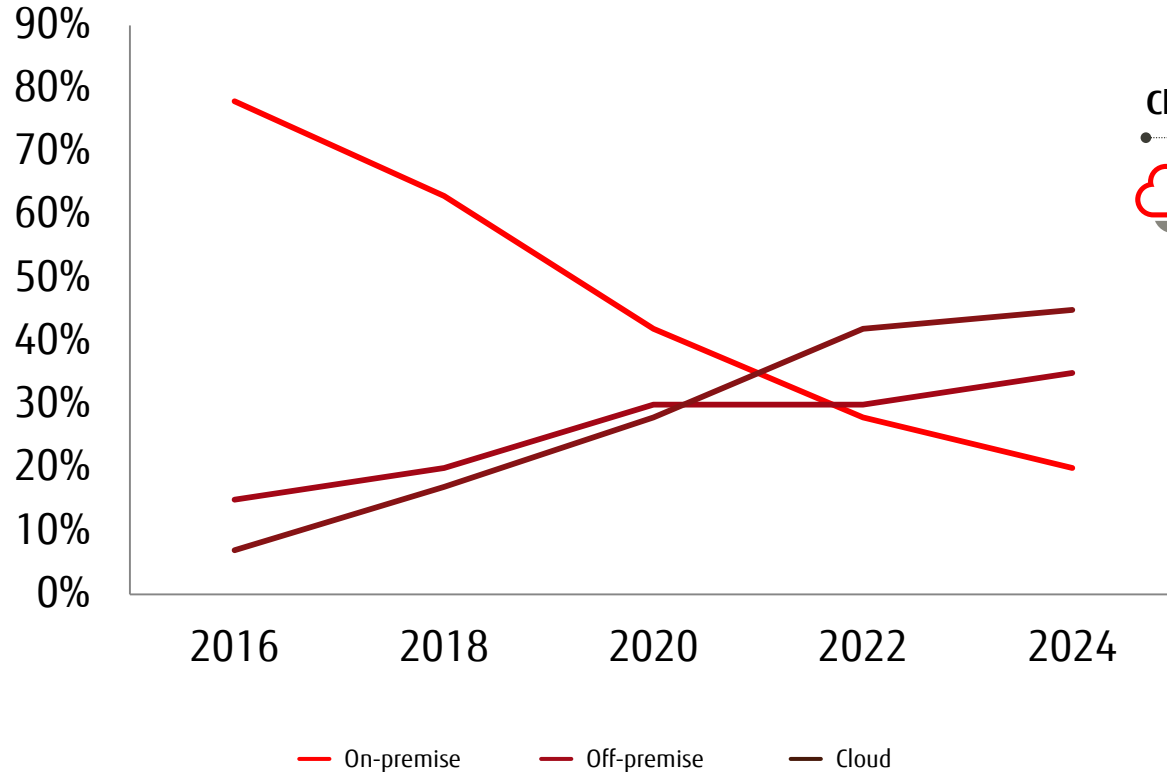


Agility

- > Fast (ad-hoc) adaptation of IT to business demands (e.g. DevOps, analytics)



Workload placement over time





By 2020,
90% of organizations
will adopt hybrid infrastructure.

Fujitsu's Hybrid IT capabilities



On-premises



Off-premises



Public Cloud



Hybrid IT Consulting Services / Workload Migration Services

Service Catalog Management

Managed Infrastructure Services

Product-related Services

Integrated Systems

Servers

Storage

Network

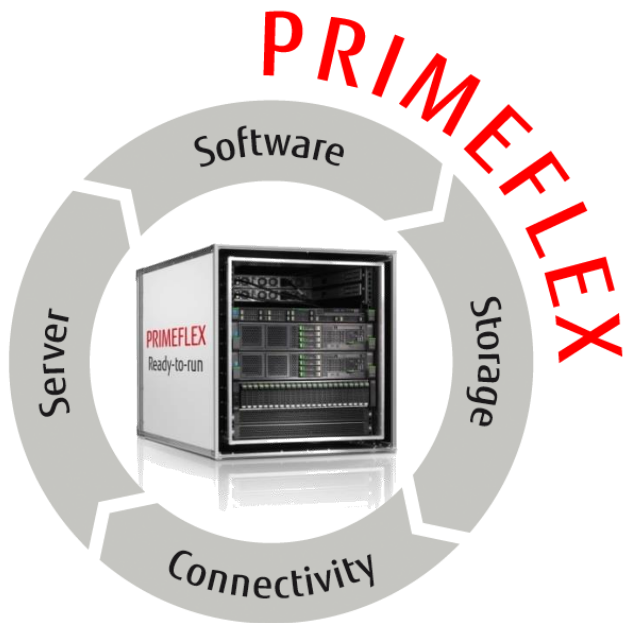
Software

Cloud
Services



One-stop shop for Hybrid IT.

Take the fast track to your Hybrid IT infrastructure: FUJITSU Integrated System PRIMEFLEX

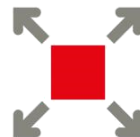


Pre-configured

Pre-integrated

Pre-tested

*Ready-to-run or
Reference Architecture*



Reduce complexity, time, risk and cost. Increase operational efficiency.

FUJITSU Integrated System PRIMEFLEX



PRIMEFLEX Cluster-in-a-Box



- Now based on up to 4 nodes CX400 and 200 VM's
- Storage spaces Windows cluster enables business continuity
- 'wizard' driven customer installation

PRIMEFLEX for VMware VSAN



- Designs for different workloads
- Preconfigured ex factory
- Easy setup at minimum risk

PRIMEFLEX for Nutanix on Fujitsu



- Scalable, Distributed System DesignFlexible
- Reduced costs & risks, improved SLAs
- Seamless Application and Data Mobility
- Pioneering the Enterprise Cloud OS

PRIMEFLEX for VMware VCF



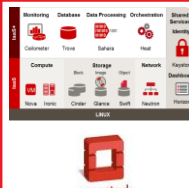
- Fixed rack configuration
- Ready-to work in minutes
- Scalable across racks
- 'wizard' driven installation

PRIMEFLEX for NFLEX



- VMware
- Scalable / Dense Compute Power
- Reduced costs & risks, improved SLAs
- 200, 400, 600 and 800 virtual servers
- Combine 3 x 800 for 2400 VM's

PRIMEFLEX Openstack



- Orchestration and Cloud provisioning using proven Reference Architecture
- Easy setup based on detailed and POC proven setup description

PRIMEFLEX for Hadoop



- Big Data Analytics
- Data ingestion, analysis and prediction
- Easy setup small systems that can scale out
- Reference architecture

PRIMEFLEX for SAP Hana



- Optimised In-Memory
- Big Data Analytics for Smarter Decisions
- Easy setup
- Scale out Architecture
- Pre-defined and pre-tested. SAP certified components

PRIMEFLEX for SAP Landscapes



- Ready-to-run delivery
- Business continuity – integrated and automated high availability
- Simplified management of complex SAP infrastructures

Virtualisation

Private Cloud

Big Data

SAP

Different workload placement options: How do they fit together?

On-premises



Off-premises



Cloud



Service Catalog Management



App, VM, storage capacity, ...



App, VM, storage capacity, ...



Managed Infrastructure Services

Product-related Services

Integrated Systems

Servers

Storage

Network

Software

Cloud
Services

**HYBRID IT
ENABLED**

Service catalog management makes workload placement transparent to end users.

Heterogeneous environment

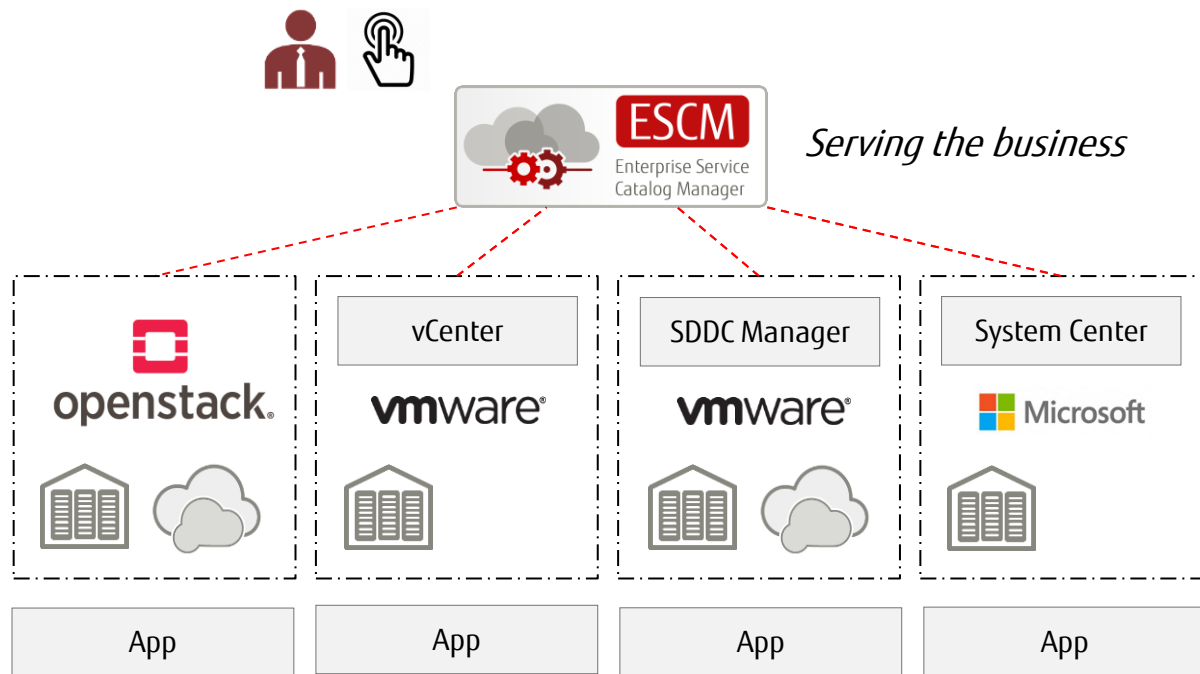
■ User

- Request new resources via ESCM self-service portal

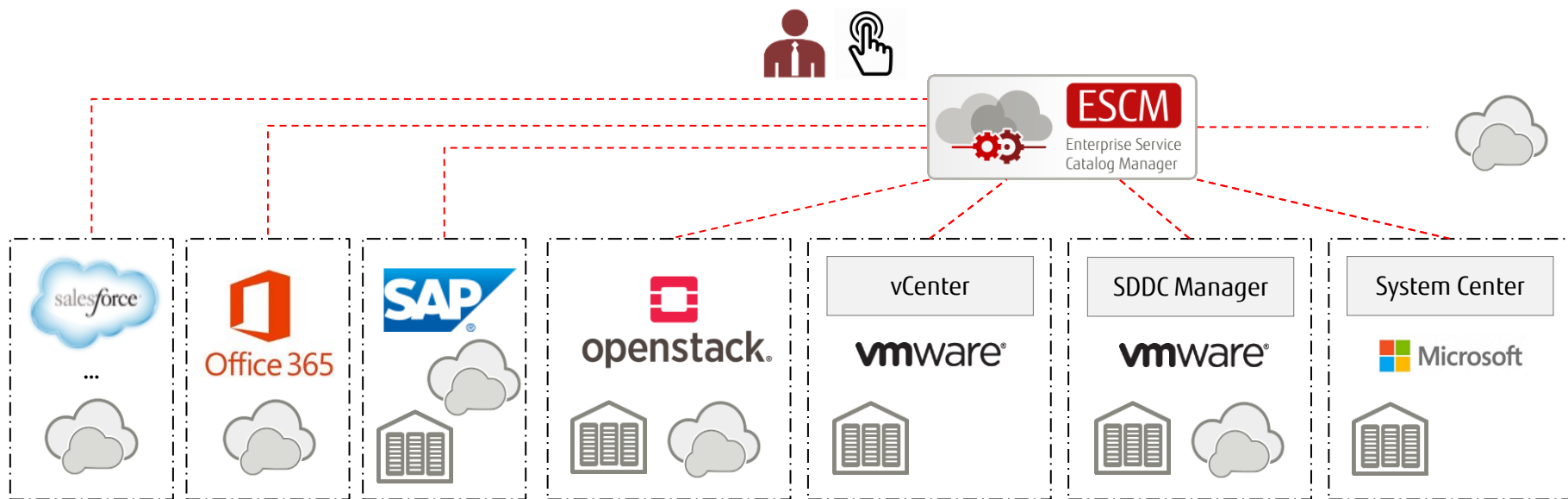
■ ESCM

- Trigger deployment
- Acknowledgement and metering
- Fully automated across multiple platforms

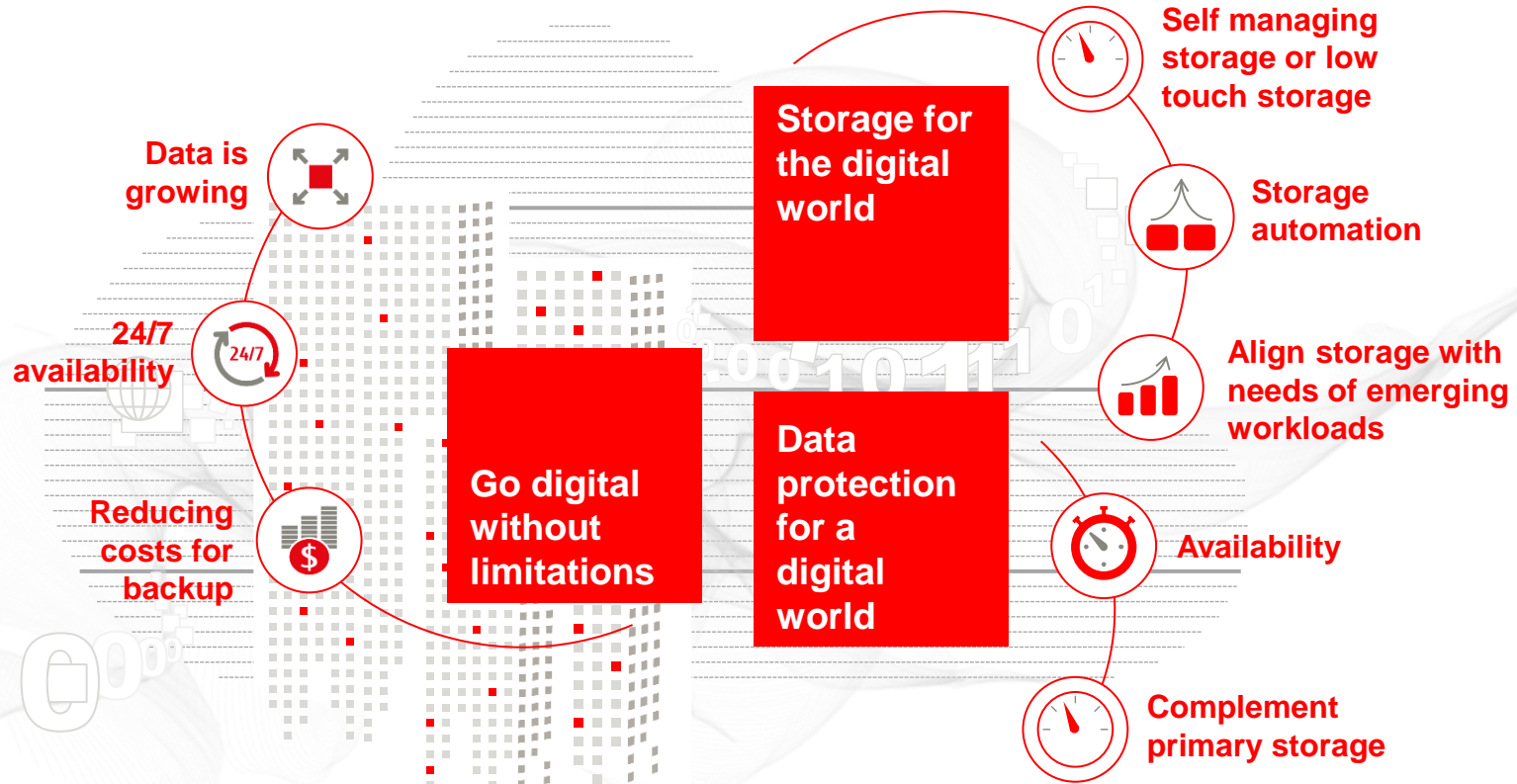
■ Silo management in each infrastructure stack



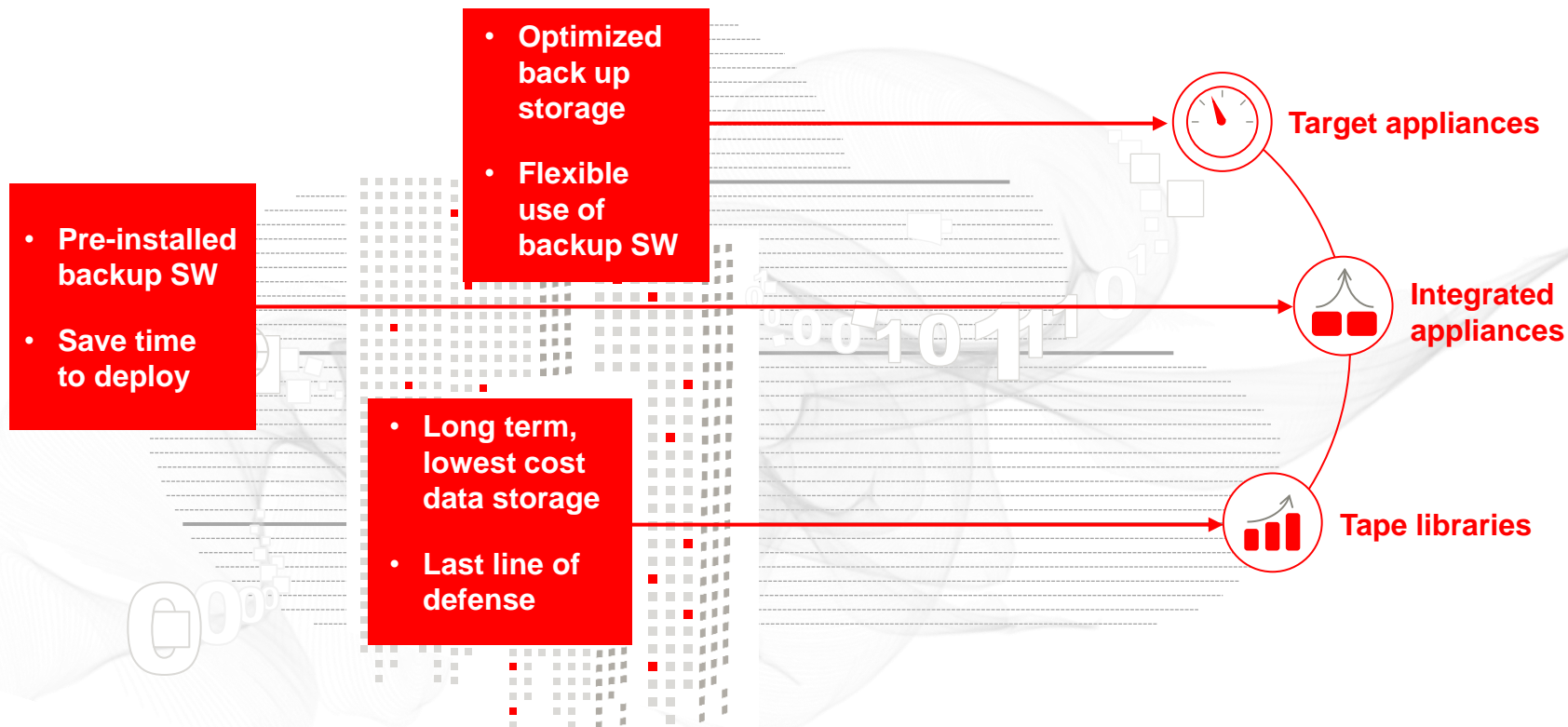
Heterogeneous environment beyond IaaS



Data protection is critical



ETERNUS family – Data protection



Data Protection addresses GDPR needs



Target data protection appliance

ETERNUS CS800

- Easy to use backup to disk
- Integrated deduplication and replication functionality



Integrated data protection appliance

ETERNUS CS200c

- Includes storage, Commvault software and licenses
- For disk backup and file archiving



Tape library

ETERNUS LT

- Low cost, long term storage on tape
- Media break and vaulting

ETERNUS CS8000

- Datacenter storage solution for backup and archive automation
- Disk, dedup disk and tape



NetBackup appliance

- Includes Master/Media server for NetBackup software and storage
- For disk backup



Optimize data protection environments to specific business needs. We have deep data protection know how - from development of ETERNUS CS to integration of data protection SW to field services

Disaster recovery of backup with Hybrid IT



On-premise backup appliances allow fast data recovery over LAN or FC.



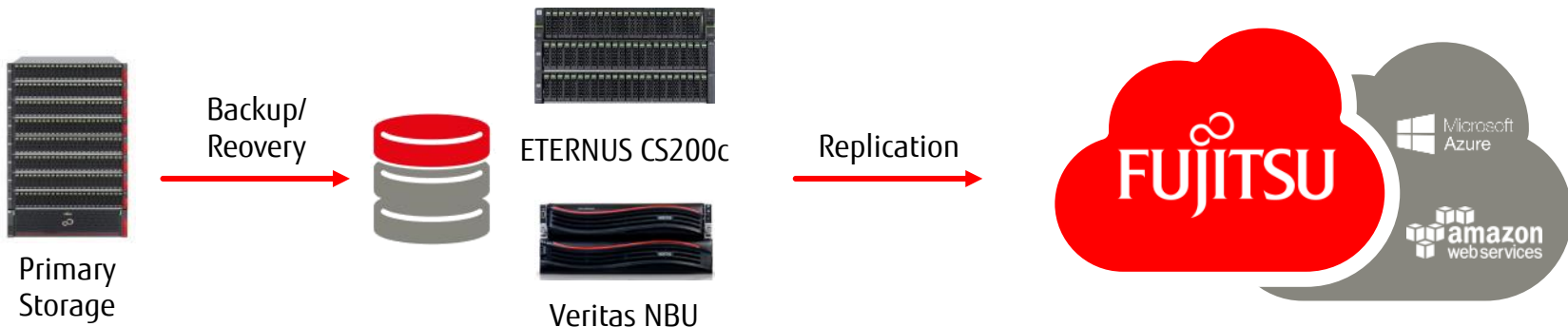
A second copy in the cloud enables data recovery after a complete site failure without the need to build an own DR site.

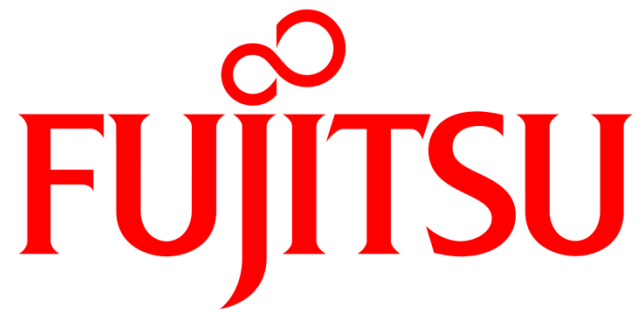


Digital
Business
Continuity

On-premise site

Off-premise site for disaster recovery





shaping tomorrow with you