

MAKING MILITARY IT WORK, wherever you are, whatever it takes.



'Fujitsu is a commercial partner that not only delivers the requirement but consistently rises to the exacting delivery timelines and change processes associated with a rapidly fluctuating operational landscape.'

Squadron Leader Dave Forster
- S02 Battlespace Operations

Ask anyone involved with IT in the British Armed Forces and they'll tell you that Fujitsu is almost everywhere. In camps, HQs, operating bases, on frigates and deployed on operations.

No other IT business has over 1,900 Security Cleared Defence and National Security specialist staff, 350 of whom are international field engineers who work alongside military personnel - so closely that they are awarded campaign medals.

Some Fujitsu people have been in theatre for years - in fact, longer than an average military tour of duty. This makes them a valuable continuity resource, reassuring soldiers and sailors with their IT knowledge and experience.

Flexible

The needs of military IT users vary widely and change instantly. As operational tempos change, we adjust our manning, service and response with equal rapidity.

For example, the RAF usually handles its own first line help desk needs for the CCIS system, but if personnel are called away to fight, Fujitsu moves in to man the desks until the emergency is over.

'Fujitsu staff are part of the team' is a comment we're proud to hear regularly from our customers.

Versatile

Users rely on Fujitsu for many different things - an occasional visit to make sure everything's working correctly, to a full managed service that guarantees five nines availability, even in the heat of battle.

We'll design a service to fit any requirement, and we'll consult with users at length. We understand that using IT under fire is different - there simply isn't time for anything but reliable performance, accurate information and the right data. Our services are built for difficult and dangerous places.

CASE STUDY FUJITSU IN THE DEPLOYED SPACE



Global

There is Fujitsu-supported military IT in Africa, the Middle East, Cyprus, Singapore, Europe, UK and the USA. Each location has a different service, tailor-made to fit its needs but always ready to change with circumstances.

In September 2001, for example, our US Embassy installation became the primary communications channel between Whitehall and Washington. The world changed in an hour and Fujitsu technology supported the political and military challenge.

Responsive

At the end of 2002 we were asked to develop a deployed version of DII(C) for use in theatre.

We visited potential users in the field, modified the systems for their needs and had the first installation up and running a few weeks later. The process is now known as D6W - designed, installed and working in 6 weeks.

There are now over 30 such systems in theatre, all provided as a fully managed service, delivered by Fujitsu people working alongside their military comrades.

Unexpected

When you want something done, to achieve the goals we share as partners in a project, we'll always try to find a way to do it, whether or not it's written down.

We know that the world makes unexpected demands and you may need to break a contract, sometimes. But instead of holding you to the letter of a deal, we'll be positive and work out a new plan that meets your changed requirements.

'Working closely with our Fujitsu industry partners to deliver CIS capability to Op TELIC has been a most rewarding experience. Always willing to go the extra mile to achieve success; Fujitsu can be relied upon to deliver a wholly professional service, often against extremely tight timelines.'

Major Barry Martin, S02 Battlespace Operations

Experienced

Fujitsu is a trusted supplier to the MOD. We're open and straightforward, being clear about what can be delivered, and then delivering it as promised.

And it's been this way for over 40 years. In 1966, Fujitsu (then ICL) invoiced its first successful IT project to the Ministry of Defence. Today, we're one of the UK Defence Industry's biggest IT partners and recognised in the UK's Defence Industrial Strategy.

**Experienced, flexible, responsive, versatile, global.
That's Fujitsu all over.**

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Ref.3101