

Welcome

FUJITSU

shaping tomorrow with you

Who we are

FUJITSU

shaping tomorrow with you





Human Empowerment



Better Experience



Decision support



Quality of Life



Acquisition of knowledge & skill



Creative work

Human Centric



Connected Infrastructure



Sensors



Smart Agriculture



Smart Home



Smart Healthcare



Smart Cars



Smart City



Smart Factory



Robots



Creative Intelligence



Information from people and things



Information Analysis



Information from business and society



Algorithms



Security & Privacy

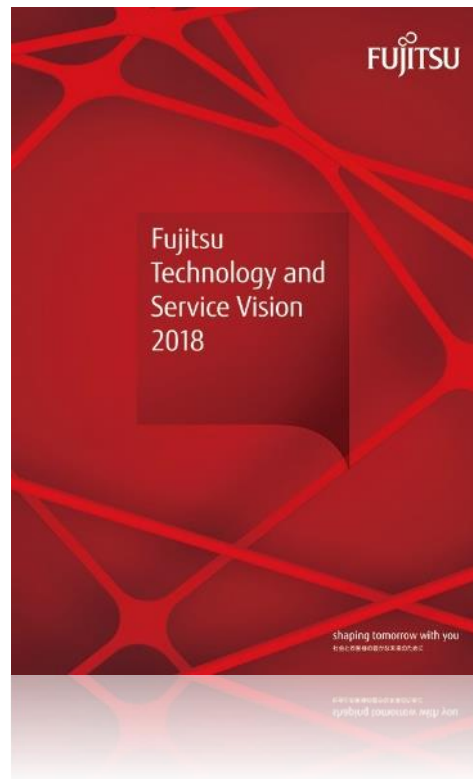
Fujitsu Technology and Service Vision



- A statement of Fujitsu's vision, what this means for customers, and how the vision will be realized by technologies and services
- Our view on how ICT can contribute to create a different future with Social and Business Innovations
- Global theme 2018:

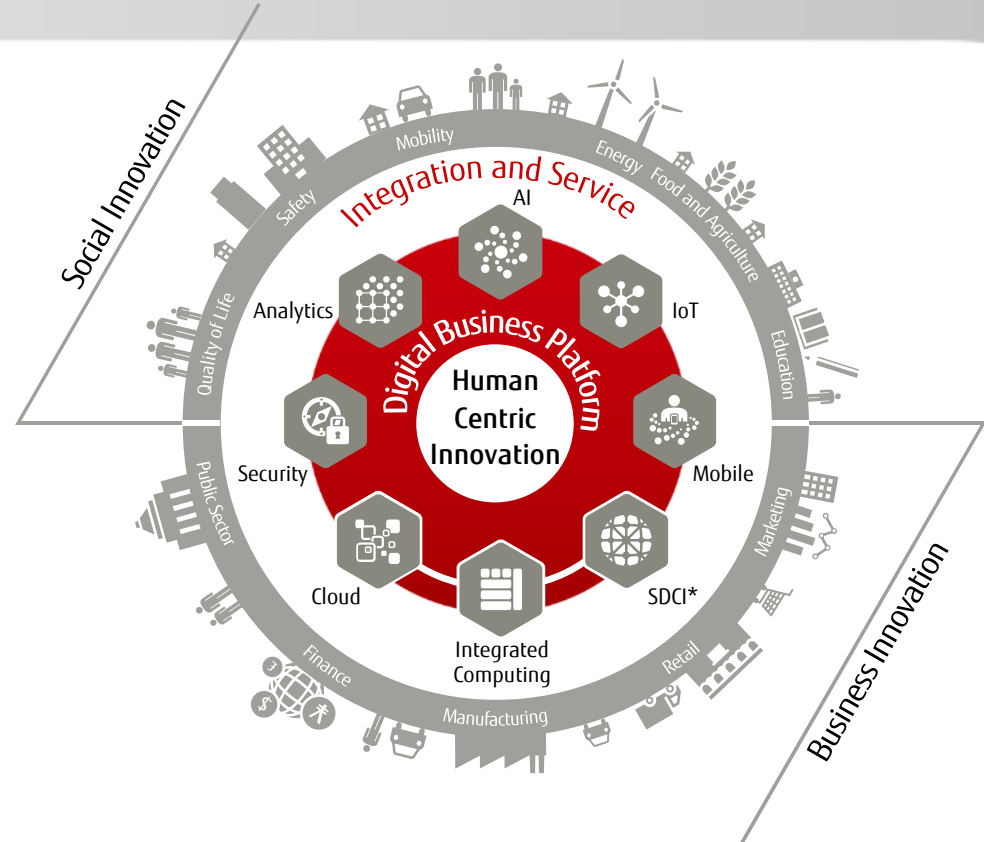
Human Centric Innovation
Co-creation for Success

- Fujitsu helps our customers realize success through creating value from data
- Website: <http://www.fujitsu.com/global/vision/>



Digital Co-creation

- Blending business expertise and digital technology
- Creating new value together with eco system partners and customers to shape a different future



*SDCI : Software-Defined Connected Infrastructure



Digital Co-creation
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<https://bit.ly/FJDCC2018>

FUJITSU

Co-creating outcomes from data



Call Centers

- Enables a chatbot with small FAQs



Healthcare

- Helps clinical decision making



Manufacturing

- Automate quality inspection by image recognition



Finance

- Find out anomalies from transaction data



Life Science

- Gene mutations and diseases information bank



Smart Mobility

- Traffic monitoring and economical route



Retail

- Predict individual customer's purchasing



Knowledge

- Enterprise-wide knowledge management



Infrastructure

- Predict failures by analyzing time-series data

Fujitsu's Global Footprint



Global Product portfolio



Global DC Infrastructure



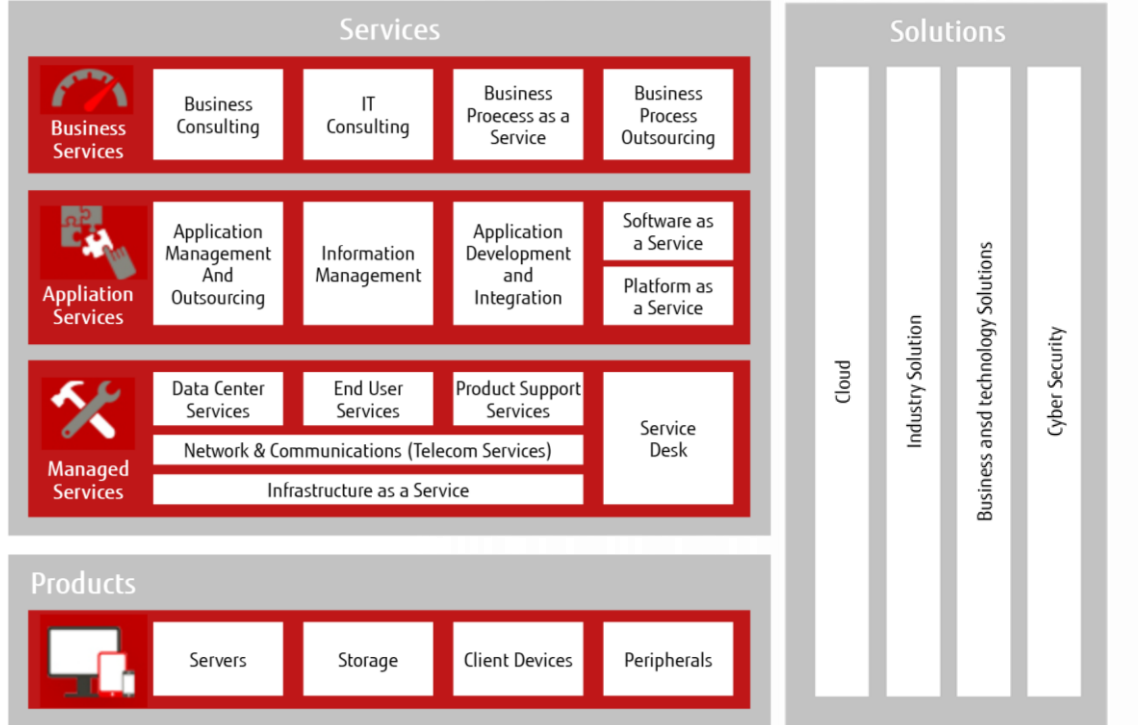
Global Workforce



Global on-site services ('Follow the sun')

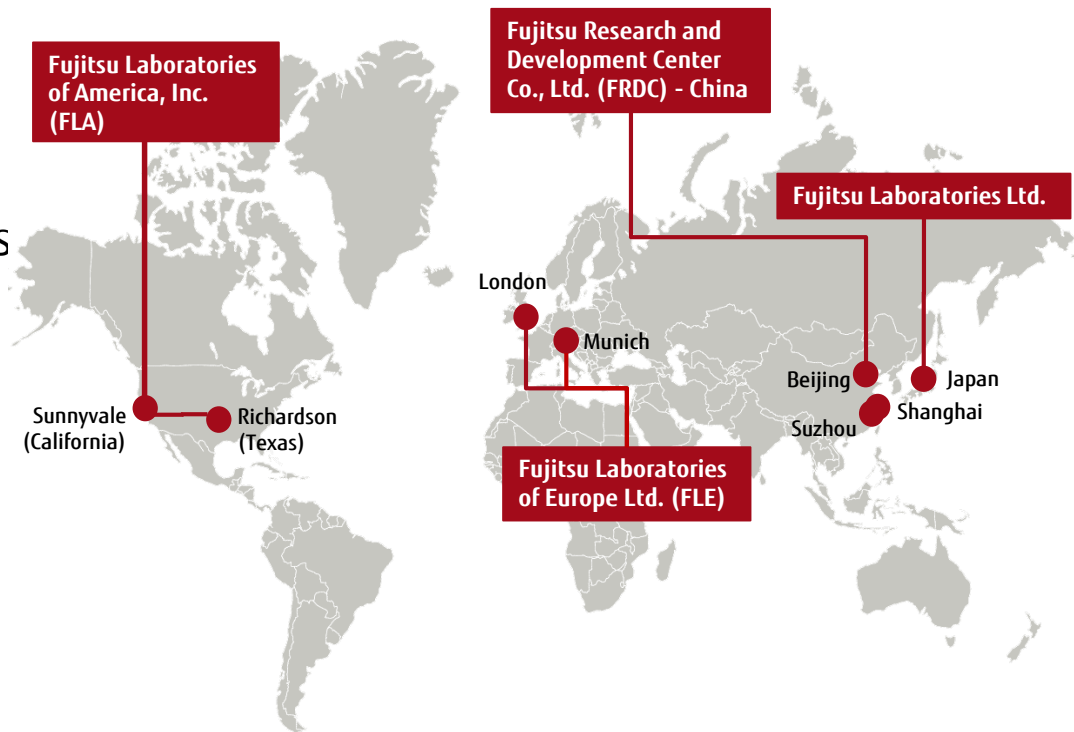


EMEIA Portfolio



Research and Development

- Over 18,500 employees are engaged in R&D within the Fujitsu Group.
- We have approximately 1,400 researchers in Fujitsu Laboratories Group conducting leading-edge R&D at 4 global R&D sites.
- In addition to in-house efforts, Fujitsu engages in collaborative R&D with renowned universities, independent research institutes and other organizations worldwide.



Global social challenges






The United Nations set out 17 Sustainable Development Goals(SDGs)



Fujitsu approach towards SDGs



We are proactively engaged in co-creation initiatives oriented for SDGs

	Impact	Our initiatives (examples)
SDG2	 Sustainable Food and Agriculture Increase food productivity and resilience	<ul style="list-style-type: none"> Over 400 businesses in Japan use Fujitsu's agriculture cloud service Akisai to increase productivity. It is also available in other countries like Vietnam. We are operating our own precision agriculture facility and collaborating in smart agriculture with diverse industry partners.
SDG3	 Wellbeing of People Realize a high quality of life for everyone in an aging society, and eradicate difficult diseases by medical innovation	<ul style="list-style-type: none"> Fujitsu connected 7,000 hospitals, clinics, care facilities and pharmacies to help realize wellbeing for everyone. We co-created sensor-based monitoring services for patients and elderly people in Netherland and Singapore. We are also collaborating with various research institutions in genome-based medicine and drug discovery, using our HPC and AI technologies.
SDG8	 Decent Work and Sustainable Economic Growth Accelerate innovation and realize a human-centric way to work	<ul style="list-style-type: none"> Fujitsu helps organizations transform their ways of working, enabling their people to work more creatively with the support of Human Centric AI. We provide a voice recognition and AI-based 19-language translation tool to support communications between diverse people including the hearing-impaired. We are actively accelerating open innovation with start-ups.
SDG9	 Sustainable Industrialization Realize intelligent industrialization through innovation	<ul style="list-style-type: none"> Fujitsu provides an industry platform to help manufacturing companies digitalize their businesses and accelerate intelligent industrialization through co-creation. We are supporting smart manufacturing in China and Singapore and digital innovation in France. We are also supporting the development of digital talent, for instance, through our Digital Business College.
SDG11	 Sustainable City Enable intelligent mobility, and increase safety and resilience to disasters	<ul style="list-style-type: none"> Fujitsu co-created innovative services with many organizations, using our location information cloud service SPATIOWL as a platform for mobility. We are jointly developing innovative solutions for urban challenges in Singapore. We globally provide HPC-based disaster prediction solutions as well as solutions to prevent and mitigate the damages by earthquakes, tsunamis and floods. UN Development Programme, Tohoku University and Fujitsu jointly developed a global database of disasters.

Working with world class customers



Retail



Public Sector



Financial Services



Manufacturing



Transport & Logistics



Communications



Utilities



Health



Voice of the customer

'With Fujitsu, we have increased our efficiency and the quality of service for our customers, while being more environmental.'

Managing Director, Telco sector, Luxembourg

'As both a technology champion and an innovator, Fujitsu is well placed to join us on this journey.'

Business Services Director,
Construction Sector, UK

'Fujitsu has enabled us to reduce energy consumption, cut data center costs and improve our services.'

Director of Information Systems,
Local Government sector, Italy



'Fujitsu has been a trusted partner for over 20 years, constantly helping us to seek out innovative solutions'

Director, Retail sector, France

'We are aligned with Fujitsu. With the new scalable environment, we could easily manage another 100 stores within the existing infrastructure.'

CIO, Retail sector, Middle East

Working with world class partners

box

BROCADE[®]

ca
technologies

CISCO[™]

CITRIX[®]

intel

Microsoft

NetApp[®]

ORACLE[®]

redhat.

salesforce

sas
THE POWER TO KNOW.

SAP
Global
Partner

servicenow

SUSE

Symantec


TREND
MICRO

VERITAS[™]

vmware

Organization chart NL





JOINT SENSING CLINIC PROJECT

Customer Case

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<https://bit.ly/FJSH2018>

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Customer Case: IOT / Sensing Clinic Program



// With the Sensing Clinic program, we can monitor our patients 24/7, intervene sooner and use our bed capacity and personnel better. That is good news for the patients and for the hospital.



Chrit van Ewijk, CEO, Slingeland Hospital



Challenge

- Understand how best to adopt sensing technology to support medical staff with real-time information on a patient's vital signs



Solution

- Fujitsu and Slingeland Hospital co-created an innovative sensor solution to capture the health status of patients 24/7
- Allowing nurses to remotely monitor conditions and reducing the need for bedside visits, thus improving the patient experience



Benefits

- Improved staff satisfaction by reducing manual measurement, allowing more time to spend on patient care
- Enables healthcare professionals to make informed decisions on treatment
- Early detection of deterioration ensures better quality of care

→ Download full customer case at www.fujitsu.com/nl | bit.ly/FJ-SH-Sense

Workplace 2025





Workplace Anywhere - New Joiner Experience

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<https://bit.ly/FJWPA2018>



Customer Case: Robeco



// Fujitsu came out on top with its 'small enough to care; big enough to deliver' message and its clear ability to support our global operations while giving us the attention we needed at head office. //

ROBECO
The Investment Engineers

Ton Ligtoet, Executive Director IT Sourcing Architecture and Portfolio Management



Challenges

- Attracting the best talent available
- Reducing costs
- Finding a global partner that felt local



Solution

- Deployed an integrated, Microsoft-Enabled Digital Workplace
- Introduced integrated Windows10, Skype for Business, Office365 and OneDrive for Business globally
- Allowed employees to choose own devices, self-enroll. Data is secure
- Provided onsite support and a 24/7 global service desk



Benefits

- Increased productivity in the field
- Reduced costs through self-service
- Evergreen: Latest technologies available now
- Increased employee satisfaction and advocacy

→ Download full customer case at
www.fujitsu.com/nl/ | bit.ly/FJ-ROB

Gartner recognizes Fujitsu as a Leader for Managed Workplace Services in Europe



Magic Quadrant for European Managed Workplace Services



Within the Gartner Magic Quadrant for Managed Workplace Services, Europe Fujitsu are once again positioned in the Leaders quadrant. Best of all, we are positioned for our completeness of vision and as one of the highest for our 'ability to execute'.

According to Gartner

- Leaders deliver their service solutions skillfully, have a clear vision of the direction of the service market, and are actively building and improving their competencies to sustain their leadership positions. The Leaders quadrant indicates the direction of the MWS market. However, most digital workplace offerings still have low adoption rates.
- Leaders have demonstrated their experience in delivering MWS and understand the requirements to successfully deliver these services. They have proved their ability to execute and their strategic visions.

The full report is available on

<https://bit.ly/FJDWSMQ2018>

Magic Quadrant Disclaimer

Gartner Magic Quadrant for Managed Workplace Services, Europe by David Groombridge, Claudio Da Rold, Federica Troni, Nikos Drakos, January 3, 2018

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Fujitsu.

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Social Command Centre

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<https://bit.ly/FJSCC2018>

FUJITSU

Fujitsu ServiceNow »»



and
ServiceNow
implementer for
8 years

Over \$2B of
business supported
using
TRIOLE for ServiceNow
in ITSM, Field Service
and HR
underpinned with
Edge Encryption

Over **8,000**
Service Desk Agents
supporting
2,700 Managed
Service Desk Customers
globally with over
30 million
end user contacts
a year



Delivered over
500
ServiceNow projects
across Europe

Doubled the capacity
of our
ServiceNow teams
in Europe
with the acquisition of

SYMFONI® ESM
a Fujitsu company

Customer engaging activities



Fujitsu World Tour (NL)



Fujitsu Forum (Munich)



Events @Bridge



CxO program / CIODAY

NL websites

- www.fujitsu.com/nl
- www.fujitsu-nieuws.nl
- www.fujitsu.com/nl/about/events

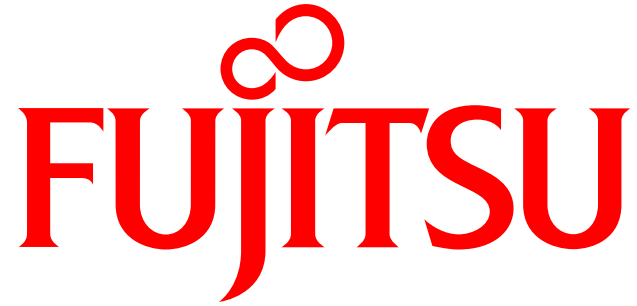
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Computable
ICT Media / CIO Magazine

Welcome to visit our experience center 'the Bridge'





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Further information

Fujitsu global

- [Fujitsu Technology and Service Vision \(FT&SV\)](#): videos and reports
- [Global Reference Program: Customer case studies](#) can be downloaded to insert into your presentation
- Responsible Business Strategy: [videos, reports and charity information](#)
- [EMEIA propositions and offerings](#)
- This is the EMEIA slide library. You can also use slides from the [Official Fujitsu Corporate Presentation Deck](#)

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Fujitsu-Nieuws – Dutch blogs and articles every week: www.fujitsu-nieuws.nl