

shaping tomorrow with you



Windows 10: Digital transformation platform

Windows 10 is unlike any upgrade you've embarked on before – with built-in biometric security, Cortana, tight cloud integration and plenty of features your users will love, it can kick-start true transformation.



Current CIO pain points

There has been a profound change in the way new digital technologies affect both our business and personal lives.

Agile, challenger brands with little or no legacy IT have built their businesses on digital, growing at unprecedented rates.

But what if you're a CIO at an established enterprise?

➤ Great expectations

You are challenged with being a change agent, expected to streamline business processes or enable entirely new ones. Why? Business agility comes from solutions that are innovative, adaptable and able to exploit trends such as Big Data, predictive analytics, the Internet of Things and augmented reality, to name a few.

Outmaneuvering challengers isn't easy, especially on ever-shrinking budgets.

➤ Generational needs

You also have to take into account the changing nature of work and demographic shifts within the workforce, and find ways to support several generations of co-workers with the right tools to be highly productive. Employees today are quick to adopt cloud, mobile and social channels, whether or not you have made the technology available.

➤ Consistent UX

These same people expect the consistency of experience they get from the best consumer applications. They expect familiar user interfaces and seamless working across a wide range of devices.

➤ Inclusion

Part of this modern workforce story is also about inclusion – across distance, disability, language, and other differences. Today's CIOs have an opportunity to tap into the most diverse talent pool ever assembled, whether as employees or all manner of consultants and other suppliers.

Integrating voice recognition and commands with various applications is one way to be inclusive of everyone.

➤ Fundamentals still matter

All of these adaptations, however, don't mean neglecting vital legacy systems or security.

Your existing data and processes are valuable. Increasingly, we live in a world of Hybrid IT, where we're not making choices between on-premise and cloud, between office-based and mobile, or between IT department-supplied or BYOD. All these approaches co-exist.

In this world, security is – of course – critical. But it continually evolves in ways that enable better working and reduced costs, without hurting productivity.

Could implementing a platform like Windows 10 allow you to address these pain points? Could it be the catalyst to take you further in your transformation to a digital workplace?

Windows 10 and Fujitsu

Delivering on all of the challenges above is beyond the means of any single solution. However, at Fujitsu we believe that Windows 10 can be central to a CIO's digital transformation program for the workplace.

This means improving productivity, collaboration and agility while at the same time ensuring security. It means new, innovative projects while IT budgets are trimmed further, even after several years of cost cutting.

According to analysts, IT departments are still spending a majority of their budgets supporting current systems. By choosing to upgrade to Windows 10, everyday 'lights-on' overheads such as helpdesk costs are likely to be substantially reduced.¹

» 65% of organizations said they currently spend too much time 'keeping the lights on', that is, on maintenance.«

Source: IDG Connect¹

➤ Security, cost and innovation

What links all three of these – security, cost and innovation? Windows 10 features, such as the OS being delivered 'as-a-service', mean continuous improvement and much more. Windows-as-a-service takes away the need to apply security patches and perform OS updates. Better security here means a better way of working and lower costs.

With these reductions in costs and time spent administering your IT estate, your energies can now be directed at innovative new offerings.

➤ Cloud masters

Windows 10 is designed for a 'mobile first, cloud first' world. It works with Microsoft Azure for infrastructure and with productivity platforms such as Office 365 as well as software-as-a-service from other vendors. For example, a Dropbox account is integrated into the user interface just as Microsoft OneDrive is.

When it comes to the cloud, Microsoft and Fujitsu share similar worldviews. We have the experience and expertise to take the 'place' out of 'workplace', and understand the complexities of helping legacy and cloud work together.

On-premise technology and the cloud must work together in an increasingly hybrid world. That's good for our customers as they seek to be flexible, move workloads around and adhere to different regulations in both geographical markets and vertical industries.

➤ Cloud security

Again, integration with Windows 10 and the cloud must take security into account. Rules can be set up to differentiate between a personal account of an employee's, such as Facebook, and other areas that contain vital work data and need strong encryption... for example, data sitting in OneDrive and SaaS apps.

¹http://www.idgconnect.com/view_abstract/34891/reach-clouds-enhanced-application-service-innovation-needs-flexible-dynamic-cloud-architecture-support?source=connect

Windows 10 – feature perfect

Evergreen



Windows 10 is the first Windows major operating system to be delivered 'as-a-service'. It is automatically updated – hence, 'evergreen'. No more three- to four-year upgrade cycles.

Once introduced, new devices will run seamlessly alongside your current IT estate.

The key takeaway from Windows 10 being evergreen?
A focus on continuous improvement and future-proofing the platform.

Security



Windows 10 is delivered with built-in security, including biometrics such as facial recognition with Windows Hello, as well as PINs. These native security features, allied with single-sign-on settings that work across devices and remote device management tools, can significantly reduce the number of password resets and improve security on devices taken outside of the business.

Cost



Password resets are a classic helpdesk cost – Windows 10 reduces how many are needed.

Better security with Windows 10 also allows an organization to re-examine its reliance on third-party security software, with its associated costs and management.

Cross-device savings



One of the major costs in producing new applications is the need to deliver multiple versions that cover different device types, screen sizes and operating systems. With Windows 10, you can have a single platform for all devices – desktops, mobiles, tablets, wearables and even embedded devices.

Any application built on Windows 10 will work on all Windows 10 devices. This reduces development times as well as costs. For employees, this means better productivity because of consistent user experience.

Single sign-on



Windows Hello and Passport work seamlessly with a Microsoft account, an Active Directory (AD) account, a Microsoft Azure AD account or certain third-party services. No more remembering different user names and passwords for every application on your device or cloud service.



Your partner, Fujitsu – what we do

Moving to a new OS and a new hybrid infrastructure is unlike past Windows upgrades. The range of transformation opportunities possible with Windows 10 can seem like a daunting task, even if the benefits are worth it.

It is best approached with an experienced partner that understands the business needs and technological challenges, one that can implement at scale, in an agile manner. Fujitsu is that partner.

We will help you with your migration to Windows 10, so that you get your desired results.

To do this, we offer our unique XpressWay for Windows 10 approach.

XpressWay is the fully tailored way to reap the benefits of Windows 10.

You don't have to make these changes alone. We take our years of expertise with software, hardware and the cloud – as well as our human-centric approach that stresses the importance of people and processes – and help enterprise customers using a series of one-to-ones and workshops.

XpressWay for Windows 10 – the fast track to workplace productivity

XpressWay is Fujitsu's fully customisable, consultative approach to improving your organization's workplace productivity. It is all about your required outcomes and provides a business-led, agile and phased way to make the move to Windows 10.

The program is delivered through one-to-ones and workshops with Fujitsu business and technical experts who then create a detailed agile program of work with defined outcomes, leveraging a fail-fast approach that includes bite-sized, low-risk elements delivered for a fixed price.

With XpressWay for Windows 10, businesses get:

- Increased clarity on the workplace productivity roadmap for the organization
- Increased productivity in the workplace
- A raised bar on security while providing frictionless end user experience

All of this helps you to collaborate, innovate and work more productively in a secure and agile manner... even when IT budgets are tight.

Our service has a track record of successful projects, including: a 50,000-person deployment to drive productivity improvements, future-proof desktop delivery and rationalize a property estate for a financial services business; and an overall strategy created for a government department including workplace productivity using flexible and mobile working to improve citizen service and deliver targets.

» To find out more, see: www.fujitsu.com/windows10

This approach is supported by our Workplace Anywhere suite. You get the most efficient migration to Windows 10, then all the productivity and other benefits you need for true digital transformation.

Why Fujitsu?



Fujitsu's Workplace Anywhere is a managed solution suite that enables your colleagues to work more productively – whenever and wherever they choose.

Workplace Anywhere allows a business to:

- Increase flexibility and boost productivity
- Respond faster to market opportunities and scale services
- Reduce total cost of ownership
- Rationalize the existing IT portfolio
- Simplify management
- Integrate a cloud enabled managed workplace solution based on the latest Microsoft technologies including Windows 10, Office 365, Azure and Intune
- Deliver the right level of data security and governance.

Who is it for?

The solution is designed for organizations that want to upgrade their business processes and their workforces while enabling secure access to applications and data on any device, in any location. The suite of applications includes Classic Client Services, Virtual Client Services, Managed Mobile Services, Unified Communications and Collaboration Services.

Delivered as a single blended service, the solution is covered by a single maintenance and consolidating service contract – covering all hardware and software providers – and backed up by global SLAs and transparent real-time reporting.

Fujitsu's long-standing, 20-year-plus relationship with Microsoft means we have access to advanced roadmaps and call on Windows experts to support your solutions. We have over 550 Fujitsu engineers with Microsoft certifications in the UK and Ireland alone, and we are one of only five global System Integrator Microsoft Partners.

Experience

Fujitsu was one of the first Microsoft partners to deploy Windows 10. Our expertise and consultative approach comes from our own migration experience.

Breadth

Fujitsu is a key Microsoft global systems integration partner, with a track record of workplace transformation successes around the world. In Europe, we already support over two million desktops. We have a worldwide workforce of sector and technology specialists. And, in 2015, Gartner identified Fujitsu as a 'leader' for the third year running in its latest Gartner Magic Quadrant: End-User Outsourcing Services for Europe.

Regardless of the size and complexity of your business environment, Fujitsu can develop a solution for you that achieves the right balance of cost, flexibility and security.



To find out more, see: www.fujitsu.com/windows10

Why Fujitsu - a generation of Microsoft and Windows expertise



Case study: British Petroleum

Multi-national BP needed a partner to carry out Windows upgrades for 10,500 users across 27 countries in mainland Europe.

The oil and gas company worked with Fujitsu to replace thousands of devices, providing better functionality for users in all kinds of locations, such as oil rigs and refineries.

The success of this upgrade project meant an extension to markets including Australia, New Zealand, South America and the UK, as well as BP's shipping fleet.

Your next move

With Windows 10, upgrading has become your route to business transformation.

To find out more about Windows 10, visit www.fujitsu.com/windows10 or book a **Workplace Assessment** for Windows 10 with one of our migration experts at www.fujitsu.com/contact





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