

Fujitsu and Veritas – collaborating more closely than ever after 30 years of partnership

Christian Leutner, VP, Head of European Platform Business at Fujitsu

The world has changed – but this strategic relationship has continued to evolve to help customers on their digital journey.

If you're old enough, cast your mind back to 1992. Microsoft had just introduced Windows 3.1, and our entire region was captivated by cult films, including 'Basic Instinct', 'Wayne's World', 'Sister Act', and 'Lethal Weapon 3'.

It was the year the phrase “surfing the Internet” was first coined, although the world wide web making the internet more easily searchable wasn't introduced until a year later. At the time, the cost of hard drive storage was, on average, a whopping \$7,168 per gigabyte.

Fast forward to today – so much has changed that it seems far more than 30 years. One of the most significant shifts is our reliance on digital data in all aspects of our work and personal lives. The volume of information that we all produce and consume has increased exponentially. We all now carry powerful computing devices in our pockets. Almost every aspect of our personal and work lives is online. The greatest challenge for businesses today is how to harness the potential of the vast amounts of data, usually distributed across vast IT estates that span employee devices, on-premises equipment, and public and private clouds.

The good news for businesses is that today, a gigabyte of storage costs less than one cent! However, as the value of digital data has increased, so has the challenge of protecting and managing it. Every week brings new stories of data losses, security breaches, or ransomware attacks. Regulations relating to data are more stringent than ever, and the penalties for non-adherence are huge. At the same time, with the rise in remote working, businesses are struggling to keep track of data spread across vast, sprawling IT estates, which stretch from edge to core to the cloud.

The perfect combination to unlock the potential of your data

The most effective way for businesses to navigate this complexity, to protect and effectively leverage data, is to deploy the right combination of data protection and management solutions and services. The partnership between Fujitsu and Veritas aims to deliver exactly this and transform customers into data-driven enterprises.

A 30-year partnership

The Fujitsu-Veritas strategic relationship has stood the test of time. It started with an agreement signed by Veritas and Siemens Nixdorf in September 1992 to help customers tackle their data challenges. We collaborated to support a handful of customers in the field of Unix File systems. Siemens Nixdorf eventually became Fujitsu, and despite the significant changes in all aspects of our environment, the relationship remains strong. This is thanks to the unique skills that each partner brings and our ability to evolve with the times together.

Fujitsu delivers a proven methodology, backed by a broad partner ecosystem, data center solutions, and services, strengthened by Veritas' industry-leading data protection and management capabilities – this year, Veritas was named a leader in [Gartner's Magic Quadrant for Enterprise Backup and Recovery Software Solutions](#) for the 17th consecutive time.

This mutually beneficial relationship has also translated into significant advantages for our joint customers, who are better placed to manage and protect their data across all physical, virtual, and cloud environments. Our combined solutions and services are seamlessly integrated to eliminate data governance and compliance gaps while helping achieve the highest data resiliency against cyberattacks and ransomware.

Since our first joint engagements, we have massively increased our joint revenues and we now collaborate at a strategic level. We've also increased the number of shared customers globally to thousands of delighted, loyal businesses.

Tight integration

The secret to the success of our joint solutions is not only that they evolved to continuously meet our customers changing needs but also that they are tightly integrated. This results in seamless solutions that are easy to implement and manage while solving businesses' most challenging data problems – helping our customers to unleash the potential of their information to become truly data-driven. Our joint solutions help customers in areas including:

Data Protection

The Fujitsu [Storage ETERNUS CS8000](#) backup appliances deliver simple, affordable, scalable data protection with high-performance backup and efficient disaster recovery. Integrated with Veritas NetBackup software, the solution enables enterprises to protect their data wherever it lives – on-premises in data centers, remote sites, or off-premises in the cloud. This powerful combination can also lower TCO by up to 60%.

Data Center Modernization for the digital world

Fujitsu's PRIMEFLEX Integrated Systems eliminate the time, risk, and expense usually associated with building data center architectures. By bringing the [PRIMEFLEX for VMware vSAN](#) together with Veritas NetBackup Software, Fujitsu and Veritas offer a complete solution for hyper-converged infrastructures. This combination delivers increased resilience in the face of ransomware, plus rapid virtual machine backup and recovery. It eliminates manual errors and reduces cost and complexity, while its convenient dashboard makes it extremely easy to manage.

Storage Optimization for Hybrid IT Infrastructures

You can't optimize enterprise data if you don't know where it is. Fujitsu's powerful [System Inspection Service for Storage](#) leverages Veritas NetBackup IT Analytics™ to provide a complete picture of enterprise IT environments – including complex architectures that span the network edge, core, and the cloud. The service pinpoints and eliminates information silos and data protection risks. It also analyzes and correlates customer data across backups, storage, hosts, hypervisors, and storage networks. These insights allow businesses to plan their next steps, from where to invest and reduce risk to predicting failures and meeting compliance regulations.

30 years of joint Customers

Our three decades of collaboration have benefited countless customers – including two German companies that recently deployed joint solutions from Fujitsu and Veritas:

- [German mutual insurance company WWK](#) turned to Fujitsu when it was time to upgrade its backup infrastructure. Essential requirements included flexibility and a high degree of automation. WWK chose Fujitsu as the general contractor and an integrated backup solution from Veritas Technologies. Now, backups take 5 minutes rather than 1.5 hours.
- Another public sector customer was looking for a future-proof, reliable, easy-to-administer backup solution to minimize costs and thwart ransomware attacks. In cooperation with Veritas, Fujitsu developed a detailed proof of concept, demonstrating the ability to back up 60TB within six hours from a central location to a mirrored data center. The company now has a secure, high-performance, easy-to-manage multi-tier backup solution that effectively defends against ransomware attacks.

Data protection and high availability for 30 years and counting

Technology and its use have changed beyond all recognition over the last 30 years. It's at the center of all we do. Digital transformation has brought countless benefits but also new challenges. The rewards for effectively harnessing enterprise data are enormous, but its increased value also means the cost of failing effective protection is considerable. The solution is to deploy the right mix of data protection and management solutions and services. The long-term partnership between Fujitsu and Veritas makes this seamless for businesses. From our first collaboration thirty years ago to today, our proven, long-term partnership delivers unified data management to help accelerate digital transformation, extend data protection to the cloud, and ensure availability for mission-critical applications.

Discover more about our joint solutions on www.fujitsu.com/veritas and join us on #TogetherInTransformation

**Christian Leutner,
VP, Head of European Platform Business at Fujitsu**

Christian Leutner is an industry veteran with a career spanning over 25 years in the IT product, services, and technology market.



Christian's current role is that of Vice President, Head of European Platform Business at Fujitsu. The Platform Business is a key part of Fujitsu's global strategy and as a senior executive, Christian works closely with Fujitsu's headquarters in Japan.

With its Data-Driven Transformation Strategy (DDTS), the European Platform Business supports Fujitsu's transition to a digital transformation (DX) company. In close contact with our broad partner ecosystem, we are the trusted advisor for our customers and will consult building upon their desired business outcome and consider their individual as well as industry challenges.

Previously, Christian was Head of Product Sales WEMEI in 2016 and Head of Product Business for Central Europe in 2017. Christian spent the previous part of his more than 15 years at Fujitsu in various Senior Director roles in Sales, including Sales Operations and Product and Services Sales.

Christian joined the company in 2004, prior to which he worked for Toshiba Europe as Head of Product Marketing. Christian started his career back in 1995 with IBM.

Education-wise, Christian holds a Bachelor's degree in Economics and Business Administration from the University of Trier, Germany, and a Master's from ESADE Business School, Spain, and the University of Trier.

Christian is a German national based in Bonn. He is married and has two children. In an attempt to keep active outside of work, he enjoys hiking, playing football, running, and fits in skiing where possible.