



# Next move to VMware HCI



## PRIMEFLEX for VMware vSAN

Hyper-converged infrastructures (HCI) are transforming how IT does business. Unlike traditional infrastructures, HCI is software-defined and creates a next-generation cloud-like data center foundation that's even more agile and adaptable to changing business scenarios. Take your cloud game to the next level with Fujitsu Integrated System PRIMEFLEX for VMware vSAN.



Considering the advantages that HCI brings to the table, it's no wonder that organizations are increasingly looking to it for their next strategic move. However, the do-it-yourself approach to Hyper-Converged Infrastructures can turn your first move into a dead end. That is why we provide an integrated system that accelerates the deployment of a private cloud infrastructure in your data center.

### Your advantages:

- Get enterprise-class storage services
- Enjoy high application performance
- Grow as you go
- Simplify life cycle management
- Protect your business
- Reduce storage costs, save floor space, power and cooling
- Get fast time to production and one-stop support
- Simplify path to Hybrid IT

Learn more about PRIMEFLEX for VMware vSAN:

[www.fujitsu.com/global/pf4vsan](http://www.fujitsu.com/global/pf4vsan)



### **Get enterprise-class storage services**

Benefit from VMware's leading hyper-converged architecture with all flash performance and enterprise-class storage services including deduplication, compression and erasure coding, delivering elastic storage and drastically simplified storage management. PRIMEFLEX for VMware vSAN supports any HCI use case, including general-purpose virtualization, VDI, big data and analytics, remote and branch office, edge and even mission-critical workloads like SAP HANA.



### **Grow as you go**

Better align CAPEX spend with business needs with non-disruptive linear scalability of compute and storage resources. Expand capacity and performance by adding up to 64 hosts to a cluster (scale-out) or just grow capacity by adding disks to a host (scale-up).



### **Simplify life cycle management**

Leverage tightly integrated VMware and Fujitsu life cycle management software covering the complete software and hardware stack. Fujitsu Software Infrastructure Manager (ISM) provides intelligent and innovative system management providing all the functions for fail-safe, flexible and automated 24x7 server operations.



### **Enjoy high application performance**

Set up a high-performance, responsive virtual IT infrastructure that provides consistent IOPS with sub-millisecond response times. Fujitsu PRIMERGY x86-servers deliver the most powerful VMware virtualization platform having a long track record of continuous outstanding benchmark results, enjoying the longest leadership positions in most of the VMware VMmark 2.x benchmark categories and continue to lead in VMmark 3.x.



### Protect your business

Save guard your business against data loss from a wide variety of failures – from a single drive to an entire site. Create a robust stretched cluster with site and local protection between two geographically separate sites, synchronously replicating data between sites. It enables enterprise-level availability where an entire site failure can be tolerated as well as local component failures, with no data loss and near zero downtime.



### Get fast time to production

Eliminate complex processes around system design, test and configuration with an expert-integrated system with guaranteed interoperability, freeing organizations from dealing with complex interoperability matrixes. The standardized Fujitsu implementation services ensure a smooth deployment of your hyper-converged infrastructure.



### Reduce costs

PRIMEFLEX for VMware vSAN uses local storage of standard x86-servers, which significantly lowers TCO versus traditional storage approaches. Benefit from the convergence of compute and storage resources in an industry-standard server to reduce infrastructure footprint and save floor space, power and cooling expenses. In a recent survey by industry analyst firm FreeForm Dynamics 33% of all customers who have deployed a hyper-converged infrastructure are reporting actual savings between 50% and 75% versus a traditional infrastructure approach. Another 46% report savings between 25% and 50%.



### Simplify path to hybrid IT

In a recent survey by industry analyst firm FreeForm Dynamics 66% of all customers agree that hyper-converged infrastructures provide an ideal foundation for Hybrid IT use cases. PRIMEFLEX for VMware vSAN dramatically simplifies the path to hybrid IT by delivering a common platform for on-premises and off-premises deployments, enabling a consistent operational experience and the ability to quickly and easily move workloads at scale across clouds without re-architecting applications. For organizations who want to start their hybrid cloud journey on site, the Fujitsu Hybrid Cloud Starter Kit for VMware is the quickest way to enjoy the full cloud experience from their own, on-premises data center.

# PRIMEFLEX for VMware vSAN – providing the simplest way to deploy VMware vSAN

PRIMEFLEX for VMware vSAN has been specifically engineered by VMware and Fujitsu to streamline the deployment, integration, management, upgrade and expansion of VMware vSAN environments.

## Fujitsu Implementation Services

To enable a fast time to production of your PRIMEFLEX for VMware vSAN solution, Fujitsu offers a standardized ImplementationPack with a single order code and price tag covering the creation of a low-level design, the installation including all hardware and software components, the option to deploy workloads provided by the customer, and the handover of all documentation upon successful completion of the project. The new PRIMEFLEX Implementation Desk along with the easy-to-use web-based PRIMEFLEX Deployment Portal makes infrastructure deployment faster, more reliable and secure. Experience from many successful project implementations clearly shows that a well-executed and documented implementation is an important prerequisite for delivering high-quality infrastructure support services and ultimately for improved customer satisfaction.

## Fujitsu Infrastructure Support

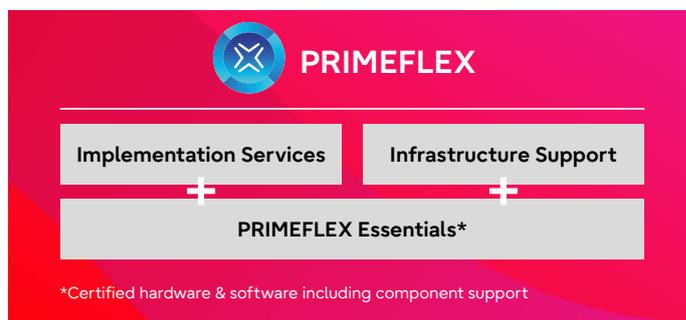
Fujitsu is your single point of contact for PRIMEFLEX for VMware vSAN. With the Fujitsu SolutionPacks, Fujitsu provides a standardized infrastructure solution support offering that goes beyond just support for single hardware and software components. It covers also the dependencies between the individual components of the technology stack. A unique solution identifier for PRIMEFLEX for VMware vSAN allows our support teams to make solution-level decisions when working with these sometimes complex systems. For example, this enables us to route support calls to specialized, solution aware support engineers making for easier support interactions with speedier resolution times.

## Fujitsu Financial Solutions

Fujitsu offers a complete range of financing solutions, such as IT leasing, trade-in, buy back or even cloud-like financing models. With Fujitsu uSCALE, the pay-per-use consumption model is no longer a domain of the cloud. Fujitsu is now helping organizations to achieve pay-per-use agility across their entire IT landscape, including their on-premises data center.

## Choice of delivery options

To ensure a smooth deployment and easy maintenance, the default delivery option for PRIMEFLEX systems includes a mandatory on-site implementation service and an infrastructure support service that provides technical solution support with a single point of contact for support. Companies who have sufficient resources in their IT department to deploy and maintain the IT infrastructure on their own, can choose the PRIMEFLEX Essentials option without an implementation service and infrastructure solution support. The choice is yours – simply select the delivery option you need.



Learn more about Integrated Systems from Fujitsu: [www.fujitsu.com/primeflex](http://www.fujitsu.com/primeflex)

