

# Fujitsu – Global Legacy Modernization



# Fujitsu – Global Legacy Modernization Offering

Fujitsu is a leading provider of customer-focused information technology solutions for the global marketplace. Fujitsu's Global Legacy Modernization Services enable organizations to leverage the years of investment they have made in their application assets, deliver more from IT budgets and reduce the risk of implementing new technologies.

Fujitsu's Global Legacy Modernization Offering is based on a standard set of eight modernization capabilities which are available to our clients throughout the world.

## Challenges

In today's business environment, it is vital to know when to adopt new technology and when to keep current applications in place. The challenge is to understand when maintaining business in an existing environment is more painful than migrating to an improved environment or to modernize the applications in order to mitigate the risks and issues that the organization faces on a day to day basis.

Quite frequently organizations run into barriers imposed by the continued use of ageing technology. What the organization may require is a partner that has a global practice dedicated to improving the longevity of application assets. A partner that can assist in modernizing applications which are functionally "fit for purpose" but are suffering from issues caused by the ageing of the base technologies.

This partner should be agnostic with regard to the target technology that the organization aspires to and not just be trying to sell their own vendor specific options. They should be able to bring to the table capabilities that don't just encompass migration options, but also cover modernizations which give benefits without necessarily requiring the movement of the underlying system and also can supply the ability to move all or part of application assets into cloud services.

To leverage the skills of their resources the partner they should have a standard set of capabilities and skilled resources based around the globe so that projects undertaken in Australia and the UK can gain from the experience of projects undertaken in Brazil, Russia and the USA.

## What are the benefits of Legacy Modernization?

Fujitsu's definition of a legacy application is any application that is currently in production and which the organization has the need to change.

Our view of Legacy Modernization is that it is any action which to some extent mitigates the risks and issues of a legacy application, where these issues have been caused by the ageing of the technology.



Fujitsu's Global Legacy Modernization Offering teams also have skills and knowledge in country and regional capabilities. Please see the local Websites for more specific information.

Fujitsu's Global Legacy Modernization Offering is run from seventeen teams which are situated in seven regions around the world. The offer can be accessed from any country in which Fujitsu has a local presence."

This definition means that our global legacy modernization offering not only covers the total migration of applications from one set of technologies to another, it also covers an array of other options which may be more suitable to an organization. Such modernizations may well mitigate the issues and supply the benefits at a lower cost and deployment timeframe. There are so many differing benefits in undertaking a suitable legacy modernization that it would not be feasible to document them all here. However there are some benefits which appear so often that they can be considered pervasive in organizations.

- **Unshackling the organization from legacy technology** – This benefit assists in mitigating the removal of unwanted infrastructure, software, tools and platforms, the reduction in the skill base required to run the systems, the reduction on the reliance of increasingly rare and expensive skills, the removal of vendor lock-in licensing, the reduction in the Total Cost of Ownership of the systems and many other issues and drivers.
- **Moving to a Web Browser front-end** – This can be a modernization where the base systems are either left untouched or fully migrated. This benefit can assist in mitigating the problem of new employees not being familiar with old screen technologies, lack of validation, users having to handle many applications to undertake a single process, interaction with other systems, third party access to current systems, inability of legacy systems to employ workflows and other front end functionality.
- **Reduction in Cost** – There are many ways in which cost can be reduced by undertaking a legacy modernization and when coupled with the faster development times and additional functionality in new development platforms, the outcome is that the organization can afford to do a greater amount of development work within the same budget.
- **Removing unsupported technology** – Running unsupported technology and even dead technology in production is a high risk strategy as the technology will eventually fail and may leave the organization with irretrievable data and processes.
- **Remove the reliance on Internal Modernization Projects** – Sometimes an organization thinks that they will be able to undertake a modernization project internally because they designed and built the original system. However the skills and techniques involved in a modernization are quite different to development and maintenance. Internal one-off projects can hit many of the hurdles that modernization teams are able to avoid, the outcome is that those internal projects often fail or become very expensive.

# Fujitsu Globalization of the Legacy Modernization Offering

Legacy Modernization is a global offering within Fujitsu. This means that Fujitsu has the same capabilities available throughout the world. The regions included in this offering include the Americas, Continental Europe-Middle East-Africa & India, Nordics, The United Kingdom & Ireland, South East Asia and Oceania. Spread throughout these regions are 17 teams with the combined knowledge and skills to undertake all of Fujitsu's Legacy Modernization capabilities.

A running theme through all of our capabilities is the requirement for high quality deliverables. We believe there is very little point modernizing a system if the quality of the new system makes it more difficult to maintain or develop, in fact that would lead to a reduction in the longevity and functionality of the system.





# Fujitsu Global Legacy Modernization

## Unique Selling Propositions

Fujitsu's Global Legacy Modernization Offering has three Centres of Excellence; these are based in America, Europe/UK and Australia.

Some of Fujitsu's major Unique selling propositions are as follows

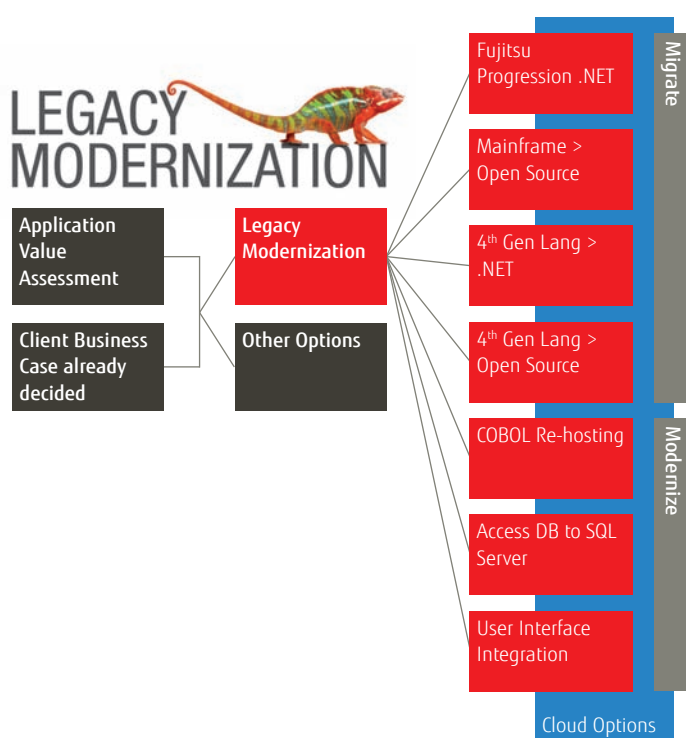
- **Global Offering** – Bringing together the skills and knowledge of the entire Fujitsu organization
- **Agnostic** – Fujitsu do not attempt to lead a client to our own vendor specific solution, the options we recommend are to give the client the greatest benefit
- **Tools and Partners** – Fujitsu has access to our own high quality toolsets and the best of breed partners, all of whom can work on a global basis
- **Resourcing** – Fujitsu has access to local delivery resource and various global delivery centres which can be utilized to reduce the cost without reducing the quality
- **Modernization** – Fujitsu's range of options covers a wide array of situations not just migration
- **Cloud Services** – Fujitsu is a market leader in Cloud Services
- **Standardization** – Fujitsu's eight legacy modernization capabilities are standardize across the world which reduces risk and cost
- **Size** – Fujitsu is the third largest IT Services company in the world, we therefore have the strength and previous experience to undertake large multinational projects

### Capability Overview

Fujitsu has identified eight capabilities which we believe give a suitable breadth and depth to our offering.

Capability	Description
Application Value Assessment	A consulting capability that examines your current application portfolio with the view to identifying the most suitable and feasible options to ensure that you can gain from the investment already made in your applications well into the future.
Fujitsu Progression	This 100% Fujitsu owned capability allows us to migrate mainframe and midrange systems into .Net based systems that can be run on premise or in cloud services.
Mainframe to Open Source	This capability allows Fujitsu to migrate mainframe systems into Open Source based systems that can run on premise or in cloud services.
Client/Server and 4th Generation Language Migration	This capability allows Fujitsu to change the architecture to n-tier and migrate 4th generation languages such as Oracle Forms, Lotus Notes, PowerBuilder, Visual Basic Classic, Centura and Delphi to either Java or .NET which can be deployed on premise or in cloud services.
COBOL to COBOL for .NET	This capability allows Fujitsu to re-host systems based on COBOL to COBOL on .NET including the data stores, TP Monitors, utilities and JCL.
Access to SQL Server and Azure	This is a highly automated capability to move Access Databases and logic to SQL Server so that mission critical data can be kept in a suitable environment. The capability will also take Access DB and SQL Server to SQL Azure whilst ensuring the connections in the applications link to the new data store.
User Interface Integration and SOA Integration	This capability allows for the legacy applications to stay as they are. Fujitsu then build front ends which can incorporate new functionality, new workflow, new validation, Web Services for further integration and Mash-ups (where several applications from various systems look as if they are just one application).
Cloud Modernization	This is a compilation of the cloud aspects of the above capabilities so that clients can gain the advantages of cloud services which may or may not include a total migration.

## Fujitsu Standard Legacy Modernization Roadmap



Fujitsu Standard Legacy Modernization Roadmap starts with either and Application Value Assessment where Fujitsu assists the client to identify the suitable of options, or the client organization may already have decided on a course of action.

The Application Value Assessment may discover that the best options available to the client are not part of the Legacy Modernization offering, in which case Fujitsu would be happy to discuss offerings that are in line with the assessment recommendations.

If a Legacy Modernization capability is the desired option, either with or without deployment in to cloud services, then the actual project would be undertaken to ensure that the project removes the issues and supplies the benefits that have been identified.

Depending on the capability Fujitsu may also suggest the use of on-shore off-shore models and partner organization involvement **Value Add Offerings from Fujitsu**

Although not part of the Global Legacy Modernization Offering, Fujitsu have other related offerings which can be of value to clients considering this course of action. Some of these offerings are listed below:

### Value Added Offerings

- Fujitsu Cloud Services (International and Domestic)
- Fujitsu Data Centre Services
- Fujitsu Application Managed Services – this is where Fujitsu take over the development and maintenance of your applications
- Fujitsu Consulting Services – this is where Fujitsu consultants assist the client with the strategic direction of the organization
- Fujitsu Managed Services – Managing your entire IT services
- Fujitsu Infrastructure Services – Fujitsu and Third Party Infrastructure Supply
- Fujitsu Sustainability Services – Green IT Considerations and Actions
- Fujitsu Enterprise Services – ERP deployment, configuration and management

### Please Tell Me More

Fujitsu would be pleased to talk to you further about how we can work together to help you leverage the investments your organization has made in legacy applications.

If you would like to talk to us in person please send an email to the Legacy Modernization global team at the addresses on the end page of this brochure, visit our website and take an online survey.

#### About Fujitsu

Fujitsu is a leading provider of ICT-based business solutions for the global marketplace. With approximately 173,000 employees supporting customers in 70 countries, Fujitsu combines a worldwide corps of systems and services experts with highly reliable computing and communications products and advanced microelectronics to deliver added value to customers. Headquartered in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of 4.6 trillion yen (US\$50 billion) for the fiscal year ended March 31, 2010. For more information, please see [www.fujitsu.com](http://www.fujitsu.com).

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