Multi-Cloud Managed Services

FUJITSU

Power ahead with a managed multi-cloud

shaping tomorrow with you

Welcome to a new way of managing multi-cloud

Digital technology is changing your market at a blistering pace. To stay ahead of your competitors, you'll need a multi-cloud ecosystem built for your business. So, you can become connected, intelligent, and transformed. And your managed services will need to be wildly different than before. To meet these changing and emerging needs, we've re-imagined managed services for multi-cloud.

It's designed to cater for complex multi-cloud estates, reduce costs, and improve agility. And above all, help you maximize the value to your business.

Why does our approach work?

You'll be able to use your IT to set you apart from the competition. We concentrate on developing our partnership, rather than on contracts. So, we'll give you the support to drive change and be the best in your industry.

How are we different?

You're not tied down by the usual constraints of traditional managed services. With our pay-as-you-use model, you can continually drive value for your business.[1]

As your Managed Services partner we will:

- Drive lower IT costs throughout your business.
- Spend time understanding your business and vision.
- Ensure our services not only meet your needs, but constantly evolve to bring you the best and latest technologies.
- Encourage you to change and drive your IT forwards.
- Bring you the skills you need, when you need them.
- Introduce new technologies into your business as your market demands them.

Our new consumption-based model lets you change whenever you need to. The static environment of old managed services is long gone. This is the time of continuous change, and constantly driving your business forward.

1. **Using our Multi-Cloud Maturity Model**, we map out your IT estate and manage the elements you need us to.
2. **Flexible pay-as-you-use services** mean you can enable change and scale up and down whenever you want.
3. **Through Digital Services Orchestration and co-creation**, we can help you improve and innovate within your estate, giving you the choice of what to change and when.

[1] Some traditional and mainframe services aren't available on pay as you use.

What do we manage?

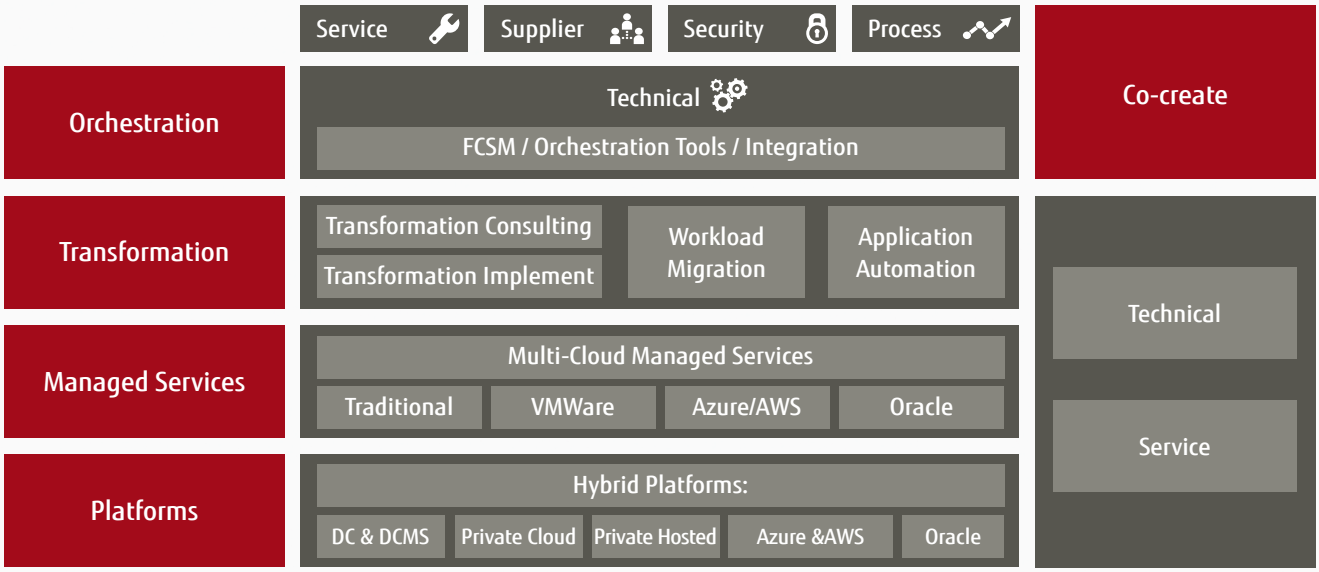
With our full portfolio of services across multiple platforms, we'll work with you to define a service that meets your individual business challenges.

Whether you have a traditional platform or one integrated with cloud technologies, our modular approach means you only pay for what you need, at the level of service required. Through working closely with multiple cloud providers, we offer you total freedom and a seamless user experience across complex multi-cloud and data-center estates.

You can also take advantage of our orchestration and co-creation services. These bring together our technical and service knowledge with your business know-how. Then, we can drive change. Whether that's to reduce your total cost of ownership or drive further business value, it's down to you.

With us, you get the choice and the services to exploit technology whenever there's a business need.

Fujitsu Hybrid IT portfolio



» Having a competent partner who knows us, understands our needs and offers a wide portfolio of products takes a lot of pressure off us.«

Stefans Sauskat
CIO KIRCHHOFF Automotive

What does this mean for you?

Working with us, you get:

- A fully managed, integrated and optimized environment.
- The freedom to change with no restrictions in platform, scale or usage.
- A provider who isn't just focused on the new but offers full end to end management.
- Modular services that can be consumed as needed.

Our three-point approach

Our three-point approach has been designed for the digital age. And it reduces complexity, improves agility, and gives clear visibility while being totally stable and secure.

1 Designed for your needs

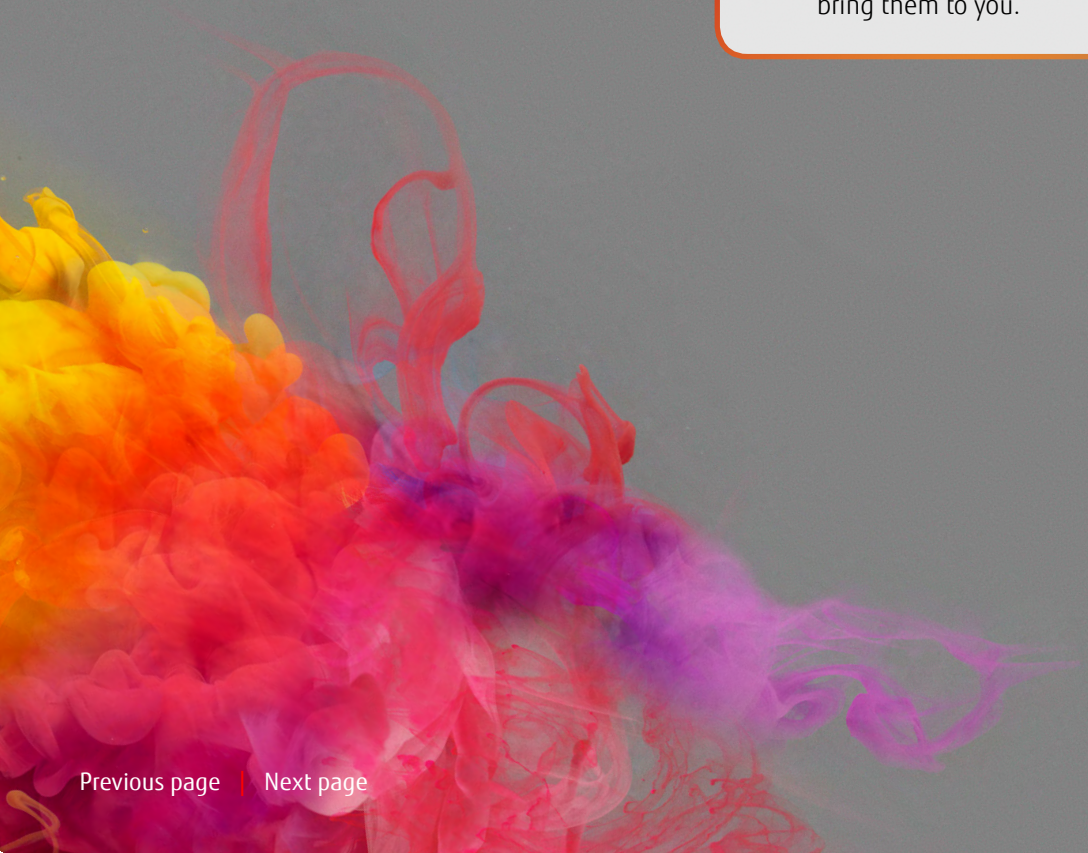
Your business has individual requirements. We take the time to understand your needs, and design our service to meet them. We designed our Hybrid Maturity Model to provide management services across multiple platforms at different levels of maturity.

2 Co-creation

We look at your business today. And where it can be tomorrow. We'll work with you to adapt our services and evolve with your business.

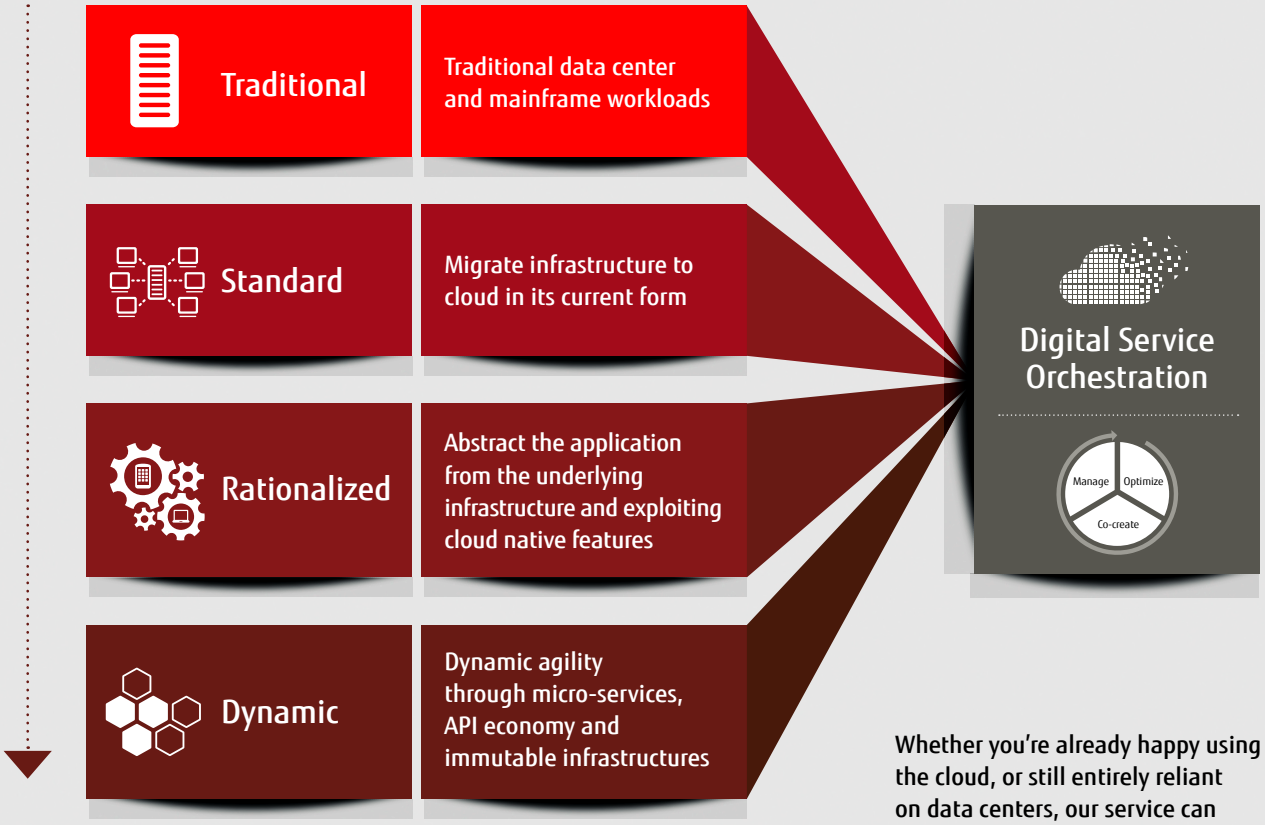
3 Forward-looking

You get a partner who can understand your business, and give you access to the latest services. We're at the forefront of the latest developments in tech, and we're ready to bring them to you.



1 Designed for your needs

Hybrid Maturity Model



Whether you're already happy using the cloud, or still entirely reliant on data centers, our service can manage you at any stage of multi-cloud adoption. We'll work with you to understand your current requirements. Then we'll design a service that fits your needs at every stage of your journey.

Gold Microsoft Partner | Azure Expert MSP

aws partner network Advanced Consulting Partner

vmware PARTNER PREMIER CLOUD PROVIDER

ORACLE Platinum Partner Cloud Premier EMEA Oracle Cloud Managed Service Provider

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2 Co-creation

With our managed services, you can continually evolve and improve your IT. And because it's completely modular, you can fit it to your exact needs. With our co-creation cycle, we will work together to find new, innovative ways to use your IT to achieve business goals.

As part of the service, we will:

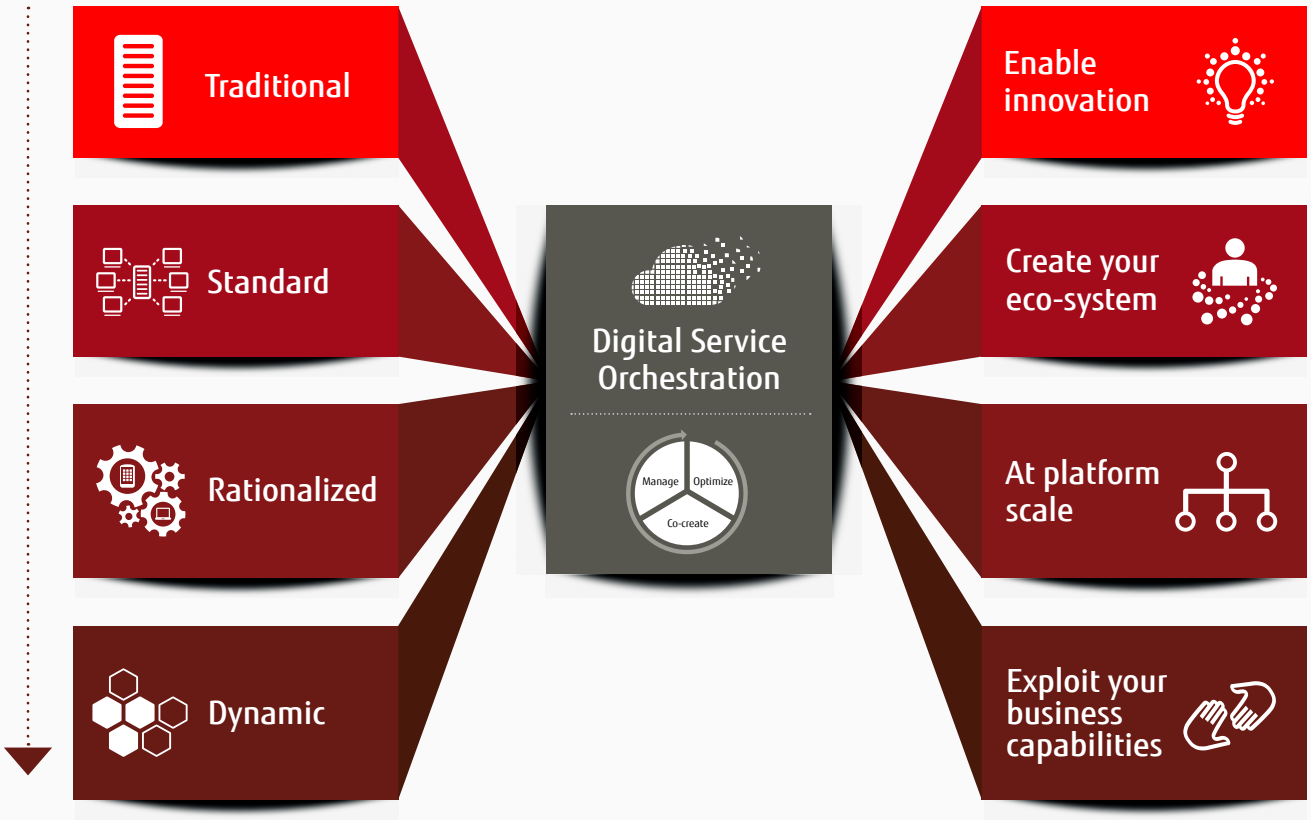
- Manage your IT in a steady way, at all stages of your digital journey.
- Offer complete end-to-end management, or just manage specific areas where you don't have enough resource.
- Respond, monitor and manage your IT to the levels you require, depending on your needs within your business.
- Ensure you are compliant and implement your policies across your IT estate, to meet governance requirements.
- Minimize risk to your environment through security services, forward-looking impact assessments and additional replication and back-up services.

Together, we'll optimize your processes, workloads and operational structures. And we'll continuously identify solutions to help you reduce costs, improve agility and meet your objectives. This cycle lets you transform your organization piece by piece. At the same time, we'll continue to manage your hybrid environment at each stage of the journey.

» 12 Fujitsu employees worked closely with our internal team to ensure things ran smoothly. By spending two days per week onsite, it gave them the opportunity to really understand the business and what we were trying to achieve.«

Mark Davies, Web Transformation Lead,
National House Building Council

Working together to realize your vision



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»The Fujitsu engineers' advanced skills enabled us to migrate our SAP system to cloud while improving performance. I am grateful for their flexible and prompt response throughout the project.«

Keiju Hirano, Head of IT&BPR Department
Toyo Gosei Co., Ltd.

We partner with you to bring our knowledge of IT and your knowledge of business to develop new business models to drive sustainable competitive advantage.

As part of our co-creation cycle, we help you drive your business forward. We aren't just looking at the now – we're looking at where we can take you next.

How did digital disruptors grow so quickly? What technology are they using? How does their organization behave, and how could you do the same?

We know where businesses are exploiting technology, and we want to bring that knowledge and expertise to you.

How do you know that we can give you the latest services, when your organization needs them?

3 Forward-looking

Shinkansen methodology

Major cloud platforms release over 300 new updates every year. That's a lot to stay on top of. But for us, it's easy.

We have over 140,000 employees in more than 100 countries, giving us the resource and skills to explore each of these updates. We have over 1,000 staff trained in cloud across Europe, with over 300 accredited experts in Azure, AWS and Oracle. We understand that you need access to these new updates whenever your business demands them. And that's why we created Shinkansen.

Through dedicated research and service development teams we can adapt quickly to your changing requirements. So, you can always access the latest platform features when your business needs them. We do this by:

- Seeking constant feedback from our customer base, partnerships with cloud platform providers, and our internal research teams to identify new offerings that help our customers achieve their strategic goals
- Implementing these new offerings in short cycle times, using the Shinkansen methodology (typically in two weeks)
- Making these new/improved offerings available to you after testing is complete.

Shinkansen comes from our Japanese heritage, and reflects the velocity needed to develop new services for our customers in hybrid environments. Unique to us, it means we can bring new services out for each platform every two weeks. So, you get the latest services and features on a regular basis. Then you're able to drive competitive advantage through your IT.

What is consumption-based charging?

Through consumption-based charging models, you only pay for what you use. This approach simplifies the contractual admin that typically slows down change.

Why Fujitsu?

- We provide our own VMware based private cloud – and deliver end-to-end services for this, as well as AWS, Microsoft Azure and Oracle Cloud.
- We have the broadest set of technical capabilities in the industry, from undersea network cabling through to cloud platforms, application modernization and end user services.
- We manage over 5,000 large scale Hybrid IT implementations, and a network of over 30 cloud platforms – and all of the hundreds of thousands of users on them.
- We provide management for thousands of servers managed on non-Fujitsu public cloud platforms, like Amazon and Azure.
- We design and run our own VMware based private cloud – and deliver end-to-end services for this, as well as AWS, Microsoft Azure and Oracle Cloud.
- We have over 1,000 staff members trained in cloud technology in Europe, and over 300 certified in public cloud platforms like Azure and Amazon.
- We deliver within every recognized standards and legislation for customers in different markets. This includes ISO20k, ISO27017, PCI, SOX and GDPR.
- We are recognized for innovation and thought leadership in service delivery, and we're recognized as a Leader in the 2019 Gartner Magic Quadrant for Data Center Outsourcing and Hybrid Infrastructure Managed Services, Europe.

Want to know more? Visit our website **here.**
Or contact us at **AskFujitsuHQ@ts.fujitsu.com**

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