

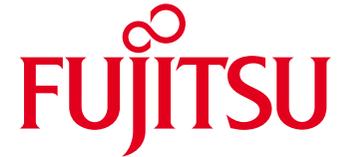
Fujitsu recommends Windows.

All for  
learning.  
Learning  
for all.



Education

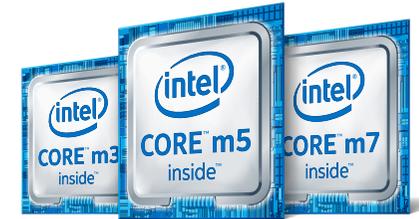
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Creating opportunities for everyone.

➤ For more information, contact us at: [education@uk.fujitsu.com](mailto:education@uk.fujitsu.com)

shaping tomorrow with you

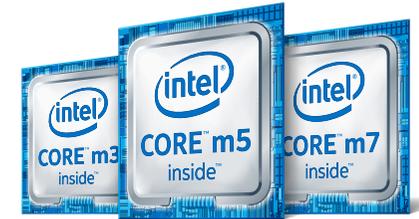


Most of us remember a favourite teacher or lecturer. It's because what we learned, or the way we learned it, was so compelling that it has stayed with us throughout our adult lives. **It's just one of the reasons we should celebrate education.**

Education is all about those moments that inspire individual understanding, spark ideas or lead us in new directions. But it is also about bringing people together to acquire new knowledge. Some people have an innate capacity for learning; others need more help. Either way, Fujitsu believes that technology can play a key role in creating opportunities to learn that are available to all.

As **Ash Merchant**, Director of Education at Fujitsu, explains:

» I remember the first computer I ever used at school. It was basic by modern standards but it encouraged me to learn more. I wanted to know how it worked and what I could do with it. In fact, it inspired my choice of career.«



Today's digital technologies can do so much more than the computers Ash first used at school. They are ubiquitous in class, at home and at work. And just because we use them all the time, it doesn't mean they are any less important in inspiring learning.

Yet for many universities, significant hurdles remain when it comes to balancing technology and expenditure. Rising expectations among students, parents and staff require quick decisions on the very best hardware and software. Plus, the requirements of our digital age mean educators must put the right applications in the hands of students. But budget restrictions require wise long-term investments.

There is also the administrative challenge of combining technologies and teaching to make a positive contribution to student development. This includes catering for all learning abilities and introducing more personalised education pathways.

Technology can help universities achieve all of this. But only if the right infrastructure is in place to rapidly introduce new devices or applications and enable anytime, anywhere learning, while keeping down the costs of running the ICT estate.

This is where Fujitsu comes in. We work with students, lecturers, administrators, IT managers and organisations as a whole to provide education technology to people of all abilities. By identifying the right mix of devices, infrastructure and applications, collectively we ensure **learning for all**.

Higher education



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Intel Fujitsu STYLISTIC, LIFEBOOK, PRIMERGY, ESPRIMO, ETERNUS and CELSIUS series feature up to powerful 6th generation Intel® Core™ processors for fast, reliable computing. Users can achieve higher performance, greater effectiveness and advanced computing capabilities. Some of the superior models feature Intel® vPro Technology allowing remote access to the laptop (including monitoring, maintenance, and management) independent of the state of the art operating system or power state of the laptop.

FUJITSU STYLISTIC | FUJITSU LIFEBOOK | FUJITSU PRIMERGY | FUJITSU ESPRIMO | FUJITSU ETERNUS | FUJITSU CELSIUS

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# Making a mark

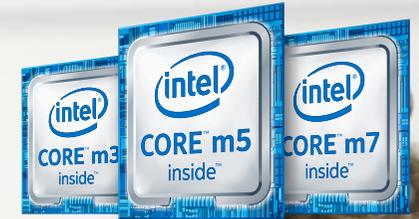
The higher education (HE) sector is now more competitive than ever. Institutions at home and abroad are vying to attract the best students and staff from a global pool. In our digital age, learning technology will play an increasingly important role in differentiating one university from the next.

The right technology can give institutions the ability to respond to big changes within the education sector. It can also provide the agility to adapt organisational structures to deliver the innovative, entrepreneurial or real-world learning that students and staff want to experience.

The challenge lies in creating the right support network across the university. Agility depends on versatile technology systems that make it easy for IT teams to deliver new applications and roll out the latest devices – all while protecting sensitive data from cyber threats or accidental misuse.

There has also been a major shift in the way staff and students use technology. Once they were consumers but now they are creators, as learning across all kinds of courses becomes a more open, collaborative and hands-on activity. New audio and video applications have become the portals for online learning. In some cases, they are replacing face-to-face classes and extending the organisation's reach beyond the physical campus.

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**Fujitsu has a complete end-to-end portfolio of devices and solutions for higher education**

#### Mobile devices

- STYLISTIC R726 tablet
- LIFEBOOK U745 Ultrabook™ notebook
- LIFEBOOK S936 notebook

#### Desktop devices

- CELSIUS W550 and M740 workstations
- ESPRIMO Q956 desktop PC

#### Server solutions

- PRIMERGY server family
- HPC architectures

#### Storage solutions

- ETERNUS DX storage family
- ETERNUS CS storage family

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»IT is really important in any higher education institution, it really drives the student experience. The benefit we get from working with **Fujitsu is a supplier who's able to explain to us where technology is going** and help us to make really good investment decisions that serve us for the long term.«

**Peter O'Rourke**

IT Director, University of Suffolk

The growth of social media has spurred informal, two-way conversations between students and teachers beyond the lecture hall. Learning communities are springing up as people integrate their own passions with their formal learning pathways. As well as inspiring creativity in the way people learn, it has ramifications for the IT team.

Hardware, infrastructure and networks must be powerful, resilient and secure enough to handle these new demands – especially with the rise of mobile learning, high performance computing (HPC) and Big Data. Connectivity is now no longer limited to a single campus. IT teams must link multiple sites and even provide the connections between research institutions, businesses and government facilities with no service interruption.

To bring all of this together requires the support of an expert technology partner. Fujitsu's investment in R&D and our heritage as an engineering company makes us best placed to offer that support.

As the company behind the biggest joint academic and business HPC project in the UK, we also understand precisely what it takes to deliver a world-beating learning experience. With a wider range of managed and hosted services, we can assist with the integration of mobile, cloud and collaborative learning to broaden prospects for students and widen the market for the university.

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Fujitsu ETERNUS family

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## RISING TO NEW EXPECTATIONS

The demands of university learning environments are constantly changing. New ways to share information between staff and students – such as on-demand video – increase the requirements on the core network.

Fujitsu can support this ongoing transition with the devices and infrastructure to satisfy the growing needs of students and staff. With our **STYLISTIC** tablets and **LIFEBOOK** notebooks, we offer the easy mobility that is required for less formal learning environments. Our **CELSIUS** workstations are also equipped to handle the intensive workloads of more complex and processing intensive projects.

We support all of these front-end applications and devices with our industry-leading **PRIMERGY** servers and high performance computing (HPC) infrastructure. All of which offers universities a way to match the enterprise-grade technology requirements that will enable them to compete in the future.

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» **Technology is vital to my teaching.** Despite the range of abilities and skills the students have, they always have an enthusiasm towards technology. I'm always learning things from my students and technology.«

**Matthew Applegate**  
Head of Creative Computing, University of Suffolk



Fujitsu PRIMERGY Family

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## HIGH-POWERED LEARNING

Connecting multiple sites and providing the same computing power at each location requires a complementary mix of servers and storage to ensure maximum availability of applications as well as data security.

With Fujitsu, university IT teams can rely on some of the fastest servers on the market. Our **PRIMERGY** and **PRIMEQUEST** servers are designed to handle massive workloads, especially those undertaken by university academic teams and groups of researchers.

To safeguard the data and new analyses performed throughout the academic year, our **ETERNUS DX** storage offers added resilience as well as the fine tuning to fit individual university needs. Supported by our **ETERNUS CS** range of backup appliances, IT teams can consolidate existing storage architecture to reduce data duplication while also offering a faster backup and archiving service.

»The moment a student puts on a virtual reality headset that's definitely going to spark something in their heads that says **this is the future**, this is what we need to focus on.«

**Dominic Noble**  
Student, University of Suffolk

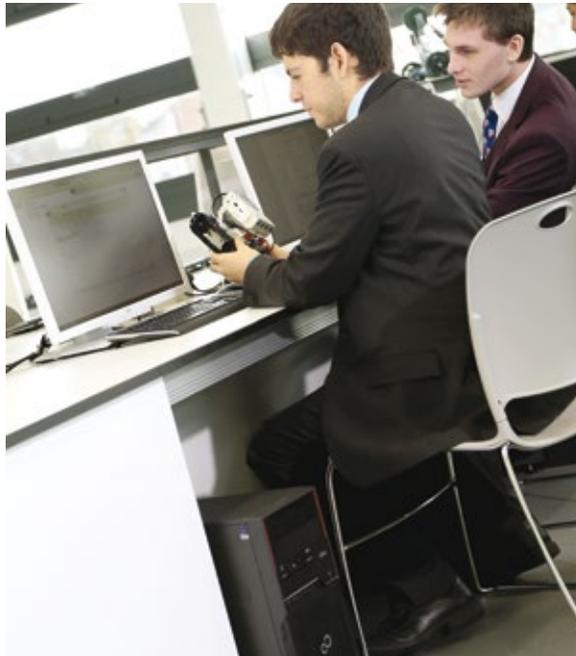
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## MAKING NEW CONNECTIONS

The latest front-end education devices are equipped to handle easy connectivity. For universities, the same connectivity is just as important at the back-end – especially when the organisation is part of a wider collaboration with government or business.

The success of these partnerships often relies on the ability to handle, analyse and then share massive amounts of information. The faster this can be done, the quicker the results. With **Fujitsu HPC**, universities around the world are already benefitting from unprecedented integrated computing power backed by the IT infrastructure to store and secure huge volumes of Big Data.



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### Procurement is easy with Fujitsu

#### Technology Products and Technology Services Framework

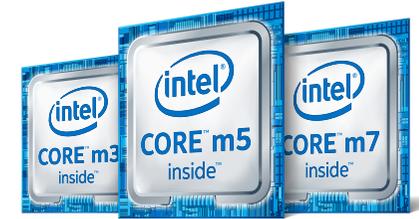
The Technology Products framework enables all Public Sector Customers, which fall under HMG, to procure User Devices via the Crown Commercial Service website. Fujitsu has been awarded a place on Lot 4, End User Devices, which focuses specifically on the provision of high volume commodity hardware.

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Latest tech.  
Affordable  
plan.

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## Free your IT budget with FUJITSU Hardware as a Service

Get the devices you need, cut your Capex, and refresh your technology every three years with just one low-cost monthly subscription.

**With FUJITSU Hardware as a Service, you will find freedom like never before.**

No more major capital expenditure. No more obsolete equipment. No more long waits for an upgrade. Just a simple, low-cost subscription for all the devices your HE Institution needs.

Your lecturers, staff and students will enjoy more choice and extra productivity using the very latest devices. While you know your IT budget is under control and everyone has the hardware, support, and services they need.

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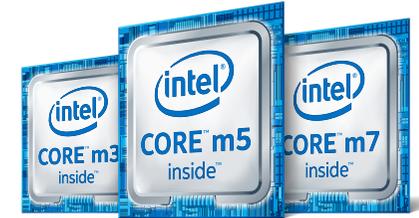
# Challenges vs. benefits

## Why FUJITSU Hardware as a Service?

FUJITSU Hardware as a Service helps liberate IT leaders from the significant challenges of tighter budgets, ageing equipment, and higher costs for ad-hoc repairs.



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### » Keep your IT budgets in check

Acquire all the hardware, software, and services you need now and into the future without any upfront and costly capital outlay.

### » Add hardware at any time

Scale your IT to suit changing requirements simply by changing your monthly subscription.

### » Experience hi-tech not high-cost

Give your users the fast and flexible IT they need for less, starting from as little as £10/month.

### » Right-size your technology for extra efficiency

Avoid devices lying around unused or teachers and students waiting for desktops to boot up with best-in-class devices that will boost your productivity.

### » Free up your cashflow

Convert large capital expenditure into a manageable operating expense with a fixed monthly subscription.

### » Receive regular upgrades

Stay on top of the latest tech trends and keep support visits to a minimum with hardware renewal every three years. At the end of the lease term, following termination as per our standard terms, you simply return the equipment and take delivery of a new one. The equipment will be data wiped to industry standards and remarketed, recycled or disposed of to WEEE directive standards.

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# All the extras

So what else can you expect from your  
FUJITSU Hardware as a Service subscription?

## Competitive leasing

With easy monthly payments you get access to best-in-class Fujitsu technology and competitive pricing plans.



## Asset tracker

Every device you select is covered by our asset tracker system. Use it to see all device information, prepare financial reports at the click of a button, and quickly view your contract or invoicing details.



## Onsite support

Throughout the full three-year duration of your subscription, you will benefit from Onsite Next Business Day Support – proudly delivered by one of Fujitsu's 3,000 engineers during business hours, Monday to Friday.



## Extensive warranty

Rely on our warranty helpline for unrivalled telephone support from Fujitsu's UK team of desk-based engineers during business hours, Monday to Friday.



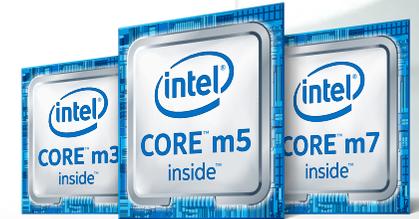
## Upgrade early

If you cannot wait for the very latest technology, our buy-back option means you can upgrade ahead of the standard three-year refresh.



# Case studies

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## HPC Wales



**Uniting Welsh universities to make HPC a reality for businesses of all sizes.**

» HPC is providing a critical new service that will help boost the local economy and keep local businesses at the leading edge of research.«

**Professor Martyn Guest**  
Technical Director,  
High Performance Computing (HPC) Wales

» [Download the case study](#) 

## University of Suffolk



**Successfully delivering a high performance games design platform at a competitive price point.**

» Our experience with Fujitsu CELSIUS M730 Workstation is completely different: they can handle the pressure, perform well under high loads and are almost completely silent, even when rendering very high quality 3D scenes. Put bluntly, we're impressed.«

**Chris Janes**  
Lecturer Computer Games Design,  
University of Suffolk

» [Download the case study](#) 

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## Help is at hand

As student, staff and society's requirements change so does the cost and complexity of the front- and back-end technology that educators have to provide.

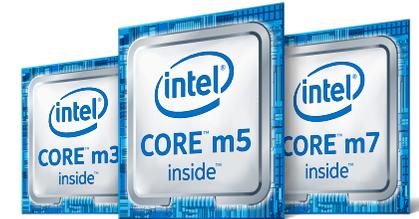
Managing all this technology adds an extra financial burden on organisations that are already operating on limited budgets.

Knowing that your new technology is not going to let you down offers great peace of mind. As does understanding that you do not require a massive capital outlay to get the devices you need to support students. And then there is the sense of security that comes when you are covered if devices are lost, stolen or damaged.

With our **end-to-end warranty and services**, teachers, IT staff and other education professionals can be confident that the right level of support is there if and when they need it.

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» Digital is becoming pervasive in all aspects of our lives, apps, services and more intersecting with our day at every turn, creating a cultural shift, not just in the UK, but globally.«

**Ash Merchant**  
Head of Education UK & Ireland, Fujitsu

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