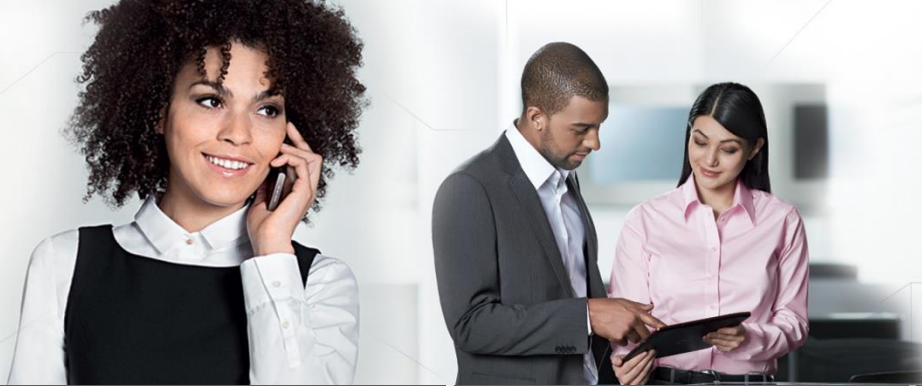


# Fujitsu's Simple Guide to G-Cloud



Fujitsu G-Cloud End to End Tower Service

Viewing and Procuring Fujitsu's Services on Digital Marketplace

Selling Fujitsu Services on Digital Marketplace

Useful Links

## Introduction to G-Cloud

The G-Cloud programme has been developed to transform the way in which the public sector purchases Information and Communications Technology. The framework is for commodity based pay-as-you go services on short term contracts which can be purchased through an online catalogue, Digital Marketplace. G-Cloud aims to make it simpler for public sector organisations to procure ICT and also encourages a Cloud first approach - The Government is committed to the adoption of Cloud computing through the Cloud first policy.

In May 2017 Fujitsu was awarded a place on the ninth iteration of the G-Cloud Framework. Fujitsu now offers 91 services within four lots:

- Lot 1: Infrastructure as a Service (IaaS)
- Lot 2: Platform as a Service (PaaS)
- Lot 3: Software as a Service (SaaS)
- Lot 4: Specialist Cloud Services

### About Fujitsu

As an experienced public sector ICT provider and a pioneer in Government digital services, Fujitsu has been a provider of G-Cloud services since its inception in 2012.

With a proven track record of providing resilient, value-adding solutions, Fujitsu is continuing to shape the future of public services.

### Using this guide

Navigate your way through this guide using the red buttons along the top of the screen to learn more about the services Fujitsu has to offer through the G-Cloud framework, navigating your way around Digital Marketplace and how to procure through Digital Marketplace.

# Fujitsu G-Cloud End to End Tower Service



## Fujitsu G-Cloud End to End Tower Service

## Viewing and Procuring Fujitsu's Services on Digital Marketplace

## Useful Links

- Hybrid IT Transformation Delivery
- Virtual Agent Service
- Hybrid IT Transformation Blueprint
- SIAM / Service Integrator / Service Management
  - Hybrid IT Multi-Cloud
- Service Desk Services
- Service Orchestration
- Service Management and SIAM Services

- Cloud Strategic Services
- Security Professional Services
- Continuity and Resiliency Services
- Security & Continuity Services
  - Cyber Vulnerability Investigation Services
- GDPR Readiness Assessment
- Managed Security Service

### Server Storage & Hosting Services

- Fujitsu K5 Cloud Service – API
- Fujitsu K5 Cloud Service –Cloud Foundry
- Fujitsu K5 Cloud Service –IaaS/PaaS
- Fujitsu K5 Cloud Service –IoT Platform
- Fujitsu K5 Cloud Service – PF
- Fujitsu K5 Cloud Service – System Factory Service
- Fujitsu K5 Secret Private Service
- IBM Mainframe
- Storage Cloud Services

### Network & Telephony Services

- Managed Network Services
- Cloud Contact Centre Service
- Data Centre Assessment
- Gateway Discovery Service
- Managed SD WAN Service
- WAN Access

### End User & Deskside Service

- Secure Managed Mobile
- Desktop as a Service
- Cloud and Managed infrastructure Professional Services

### End User & Deskside Service

- Optimise Data Protection
- Managed Mobile Services

### Application Services

- Secure Browsetdown
- Enhanced Development
- IoT Edgware Discovery
- Maritime Services
- Testing and Validation
- Vital Signs Sensing and Worker Support

### SaaS (Software as a Service)

- RunMyProcess Platform as a Service
- Cloud Financial Management SaaS
- ServiceNow
- Unified Communications with Cisco
- Unified Communications with MITEL
- Office 365 Managed Deployment
- Salesforce Deployment

### Application Project or Support Services

- Application Development Modernisation and Transformation Service
- Application Engineering Services
- Application Managed Service
- Application Professional Services
- Application Value Assessment
- Big Data and Platforms
- Bring your own device Assessment
- Business Process Management
- Customer Segmentation
- Data Analytics
- Data Strategy
- Digital Performance Management
- Discovery Services
- Fraud and Error
- Information Management
- IoT Edgware Smart Warehousing
- Iterative and Adaptive Cloud Transformation
- Microsoft Dynamics 365 Consulting Service
- Migration to Office 365
- Mobile Transformation Services
- Office 365 Suitability
- Open Source Implementation
- Oracle Cloud Applications Implementation
- Oracle Cloud Readiness Service
- Oracle PreAssessment Implementation Upgrade
- Predictive Modelling
- RunMyProcess Professional
- SAP HANA Professional Services
- SAP Managed Service
- SAP Professional and Mobile
- Service Now Deployment
- SOA Delivery Service
- SOA Discovery Service
- Support Iterative Adaptive Cloud
- Sustainability Engagement Service

### End User Project or Support Services

- Audio Visual Service
- Deployment Planning and Implementation Services
- Desktop Application Usage
- Business Transformation
- Desktop Application Intelligence
- Managed Support Services
- Hybrid IT Managed Services

# Viewing and Procuring Fujitsu's Services on Digital Marketplace



Fujitsu G-Cloud End to End Tower Service

Viewing and Procuring Fujitsu's Services on Digital Marketplace

Useful Links



## How to find Fujitsu Services on Digital Marketplace

Step 1

Enter Digital Marketplace by following this link:

<https://www.digitalmarketplace.service.gov.uk/>

Step 2

To access the G-Cloud catalogue select the **'Find cloud hosting, software and support'** link. If you would like to browse all of Fujitsu's offerings simply type Fujitsu into the **'Show Services'** search bar. To view other supplier offerings, simply type in the supplier you wish to search for in the **'Show Services'** search bar. Or if you are looking a specific service, for example **'Fujitsu Cloud K5'**, then type this into the search bar. To view a list of suppliers per offering, click on one of the **'four Cloud Service links'** below the search bar.

Step 3

Click through onto the service you wish to view. Upon opening the link, there is a short service overview which will quickly provide you with a description of the service and what benefits the service can provide your organisation. Further information can be found in the **'Pricing'**, **'SFIA Rate Cards'**, **'Service Definition'** and **'Terms and Conditions'** on the right hand side along with supplier contact details.

If you would like a more detailed description of the offering after viewing the service overview, please refer to the **'Service Definition Document'** on the right hand side of the page. If you are interested in what you are viewing and would like to get in contact, please email [Government.Frameworks@uk.fujitsu.com](mailto:Government.Frameworks@uk.fujitsu.com) and a member of the team would be happy to advise you.

## How to Procure from Digital Marketplace

Step 1

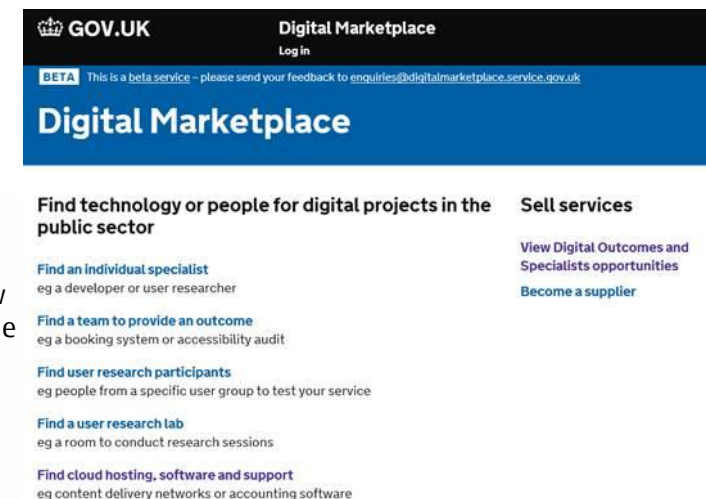
Once you have selected the service you would like to purchase please contact our Government Frameworks Desk: [Government.Frameworks@uk.fujitsu.com](mailto:Government.Frameworks@uk.fujitsu.com)

Step 2

We will find the most suitable person to talk to you about your specific needs and they will be in touch with you to discuss your requirements in more detail.

Step 3

Our subject matter expert will take you through all the terms and conditions of the call-off contract. Once this is fully agreed and understood both parties will sign the Call off Contract.



CONTACT

For more information please contact

[Government.Frameworks@uk.fujitsu.com](mailto:Government.Frameworks@uk.fujitsu.com)

[uk.fujitsu.com](http://uk.fujitsu.com)

# Selling Fujitsu's Services on the (INTERNAL ONLY)



Fujitsu G-Cloud End to End Tower Service

Viewing and Procuring Fujitsu's Services on Digital Marketplace

Useful Links



## Step 1

A customer will express interest in one of Fujitsu's G-Cloud offerings by either:

- Emailing the Government Frameworks Desk: [Government.Frameworks@uk.fujitsu.com](mailto:Government.Frameworks@uk.fujitsu.com)
- Or alternatively the frameworks desk will pick up on an opportunity from a Government or Customer portal.

## Step 2

Depending on what the query is, The Government Frameworks Desk will either:

- Forward the query onto the relevant Client Executive
- Or if it is an opportunity, they will log this onto SalesForce.com and assign it to an agreed sales lead along with "Chattering" the Client Executive or Delivery Executive of the account.

## Step 3

The sales lead will pick up this opportunity from SalesForce.com.

They will qualify the opportunity and bring together a bid team around the opportunity which will include a commercial representative from the relevant area.

## Step 4

The normal Fujitsu sales process is followed and a call-off contract is signed by both parties upon agreement. The framework agreement also contains an order form which needs to be signed by both parties.

### Important points to note:

- G-Cloud offerings are standardised commodity offerings and therefore pricing is agreed within the service description. Prices quoted in the service description cannot be modified.
- Procurement through G-Cloud can only be done through the standard call-off contract which is already in place. Call-off contract length can only be for a maximum of 24 months. After this point, if both parties agree to continue, a new Call of Contract would need to be signed under the most up to date G-Cloud Framework Agreement at that time.
- As part of the framework agreement, please make sure that there are capabilities of providing monthly invoicing information to the frameworks desk as this is a contractual requirement by the Government Procurement Service. The responsibility for this falls within the Service Line.

For more information around G-Cloud please contact [Government.Frameworks@uk.fujitsu.com](mailto:Government.Frameworks@uk.fujitsu.com).





## Useful links

Please explore these pages for further G-Cloud details:

- [Fujitsu UK&I website](#)
- [Digital Marketplace](#)
- [Click here](#) to find out more about G-Cloud 9, its benefits and the Suppliers on the framework.
- [G-Cloud Sales to Date Information](#)

For more information around any of the topics discussed in this guide please contact:

[Government.Frameworks@uk.fujitsu.com](mailto:Government.Frameworks@uk.fujitsu.com)

