

Managed Networks



Fujitsu – Safe, Reliable and Secure
A trusted partner offering multi-operator network
integration for a Hyperconnected World.

shaping tomorrow with you

FUJITSU

Connecting with value

Business never stands still, and the pace of change increasingly demands connectivity that's fast, flexible and good value for money.

Now, you can optimise the quality, reach and cost of your connectivity without committing to the provision or maintenance of your own network capabilities.

Using Fujitsu's Managed Network Services, you can get all the connectivity you need on tap – with excellent levels of performance, support and availability, delivered by professionals.

We will help you maximise your network efficiency and performance while minimising your OPEX. With us, you can outsource some, or all, of your network needs to a trusted, experienced partner, and focus on what you do best – running and growing your business.

We can help you right size your network by using our wide range of services – from low-cost, simple connectivity to large, multi-gigabit optical networks linking data centres.



Why Fujitsu?

Why Fujitsu?

- The complete network service – from design to operate – from committed professionals
- High-security service – certified for international secure encryption or clear data
- Dedicated UK and international network operations centres – serving you wherever you are
- Network monitoring 24 hours a day, every day – resolving issues before they can impact your business
- The strength of a world-class systems integrator – our network solutions deliver seamless support for your business processes
- The power of partnership – we work with innovative partners to create the best network experience for your business
- We understand business requirements – we are not a telco, but an accredited service provider trusted by governments

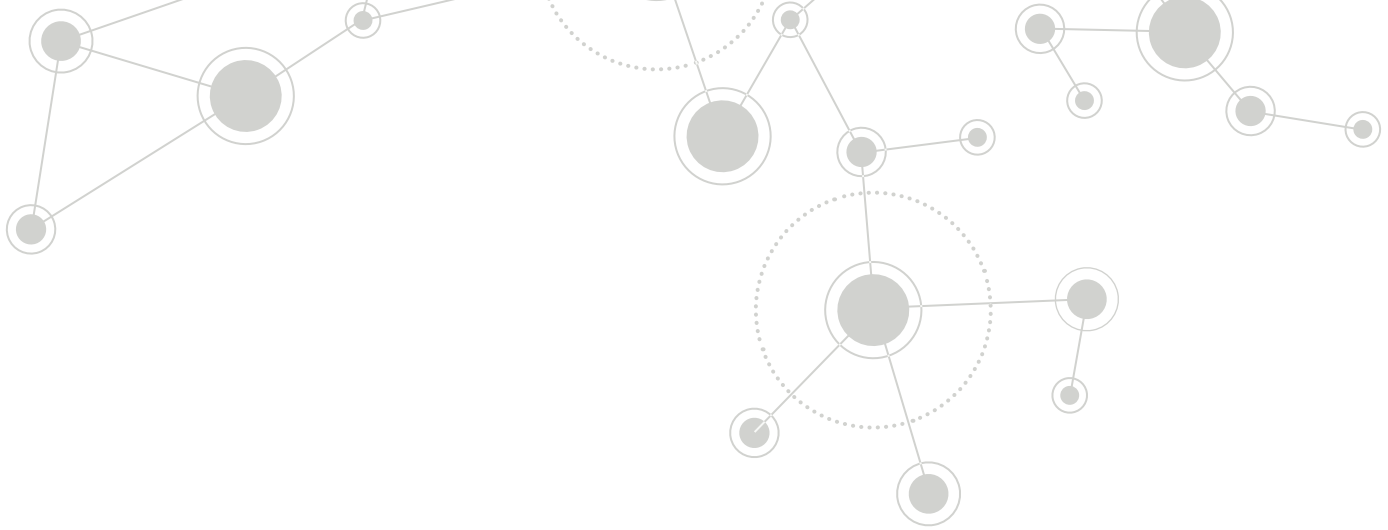


Always on – everywhere

Any latency or service outages can have a real impact on staff productivity and your organisation's ability to meet the needs of its customers. Excellence in connectivity has become a basic business necessity.

Fujitsu's Managed Network Services ensure high availability and top performance of your network solution whatever your workload or organisational shape, enabling you to redirect your time and money to more strategic business issues.

With network maintenance costs rising all the time, the continual battle against security threats, and the steady pressure to do more with less, many organisations are reaching the limits of their network capabilities. Fujitsu can help you escape this trap and multiply your effectiveness without taking on new skills.



Managed Network Services: the efficient option

Fujitsu's Managed Network Services enable you to outsource the management of all or specific parts of your networks to an expert trusted partner.

We offer comprehensive and bespoke managed network services addressing all matters relating to the set up and operation of highly efficient corporate networks, from planning through to maintenance and security.

Whatever the complexity of your requirements, we can provide a single source of expertise and experience.

From deploying high quality LAN and SAN environments, through optimised WLAN for employee connectivity, to a multi-component right-sized WAN, we offer the levels of performance your business expects, while driving down cost.

Network operations

- Proactive monitoring
- Fault management and escalation
- Extensive set of reporting tools
- Meeting your SLAs by managing services from several suppliers

We will meet your network demands by:

- Delivering constant network availability and high performance
- Ensuring flexibility and scalability to meet future requirements
- Reducing operating and administrative costs
- Minimising risk and maximising security
- Supporting data centre consolidation
- Increasing application performance

Managed Network Services

We have three solution areas:

Monitoring, Incident Triage or Management, Break/Fix Admin or Management, Monthly Reporting of Key Performance Indicators

LAN – Local Area Network			WLAN – Wireless Local Area Network			WAN – Wide Area Network		
LAN Switches Cisco, Juniper, Brocade	WAN Routers Cisco, Juniper, Brocade	WAN Optimisation Controllers Riverbed, Citrix	WiFi Access Points Cisco, Aruba	WiFi Controllers Cisco, Aruba	WiFi Managers and Network Access Controllers Cisco, Aruba	Wide Range of Access connectivity options	Fujitsu Switched Core MPLS network	Fujitsu Fibre and Wavelength network

Managed Network Service – LAN

Workforce productivity through network efficiency



From single campus to distributed branch network

Internal communications traffic continues to grow as people share more data, join up their business processes, and collaborate by default. Many networks are under strain, especially those closely tied to organisational structure. Network efficiency is becoming closely correlated with workforce productivity and is vital for business agility.

With business-critical services being delivered over the network, performance and reliability need to be perfect – yet also cost contained. Meanwhile the complexity of network management means you need a skilled team on hand to resolve any issues that arise so that your people can get back to work. Fujitsu can take care of all your network needs – to stringent service level agreements.

WAN optimisation

Centralising applications with geographically dispersed users can degrade the user experience across the board. Fujitsu's WAN optimisation solves bottleneck and contention problems by ramping up power as and when it's needed – automatically.

Fujitsu's approach is an optimisation solution that improves the performance of applications accessed over a wide area network (WAN). We deploy optimisation controllers at key pinch points like branch offices and data centres. These controllers boost effective bandwidth in response to demand, improving response times for your business applications.

The immediate result is better service to users – but Fujitsu's service also improves the return on your WAN investment and can even remove the need to make costly bandwidth upgrades.

Managed Network Service – WLAN

There is no longer a concept of offline



The world is online and people expect connectivity wherever they are – whether for personal or business use. As the line between work and leisure continues to blur, great connectivity is becoming essential to the way we live our lives and run our businesses.

And it's quality connectivity that's needed. Fujitsu Managed Wireless LAN service provides best-in-class technology and service, ensuring that users get the very best experience. We offer secure, adaptable and flexible wireless LAN connectivity wherever you need it.

Our solutions are tailored to customer requirements, whether that's low-cost infrastructure for transport or small branch offices, or high-density, high-availability campus wireless with role-based security.

We provide, run and manage all the infrastructure you need to ensure your business is wireless enabled in the way you want it. We have the next-generation access architectures based on Aruba or Cisco technology and we offer true bring your own device (BYOD) solutions with no compromise on security.

The heart of Fujitsu's Managed WLAN service is rigorous, role-based control and network access based on user profile, device type, location and application. This strategy enforces your corporate policy, putting you back in control of the network and safeguarding your information assets.

Managed Network Service – WAN

Flexible connectivity solutions for all business requirements

Security of data is paramount

The challenges facing enterprises procuring a metro/national or international network today are immense and changing fast. As data becomes more and more critical to day-to-day businesses, long distance, secure connectivity is now mission critical. Hyper-connected factories, branch offices and mobile workforces require faster links to access distributed business data and applications. Centralised IT and cloud-based applications can be cost-effectively accessed only if they preserve or enhance the experience of local-desktop access.

At Fujitsu, we have significant experience and understanding of the complex nature of the wide area network. Our key customers are blue-chip enterprises and government departments who trust us to secure their data and therefore their livelihood. Of course, we often help our customers integrate a cloud network solution into their IT infrastructure, but our managed network solutions stand up in their own right. Our experience is built on our hundreds of skilled network engineers and rooted in delivery of public-telecommunications infrastructure used over many decades by the world's top-tier telecommunications operators. In parallel, our services division operates state-of-the-art networks that deliver services for both our clients and ourselves; it's how we link our data centres and business centres together. What's more, it provides the platform to interconnect with many leading service providers and global network providers. Using these linked network assets, we can offer secure managed connectivity between any business premises and data centres around the world.

Tailored managed solutions

Fujitsu's breadth of experience can be tailored to the specific network requirements of each client. Access costs dominate any network solution, so it makes sense for Fujitsu to shop around for the best solution. As the 6th largest service provider in the UK, Fujitsu's buying power with multiple telcos will reduce the costs and complexities of buying a secure access connection. A Fujitsu managed-network solution will enable a fully monitored access solution and our VPN service can ensure that all data from any site can reliably be kept private.

In Fujitsu's own core network solution (UK portion shown on next page), you can take advantage of an advanced Fujitsu-owned optical network, which has spanned thousands of kilometres of fibre for the last ten years. This network is combined with a flexible, scalable and highly competitive managed-service solution. The high-performance, low-latency optical network in turn provides the backbone for our switched-services network, which also interconnects, to the mainstream copper and fibre access providers. Our international switched solution "Global" is also accessible through this network.

The network uses best-in-class carrier-grade platforms from Juniper and can provide assurance to all OFFICIAL security levels for government customers. We provide a full managed service, 24 hours a day, 365 days a year, with monitoring, incident and problem management ensuring we maintain industry-standard SLAs. It also helps us manage the performance of multiple supplier partners.

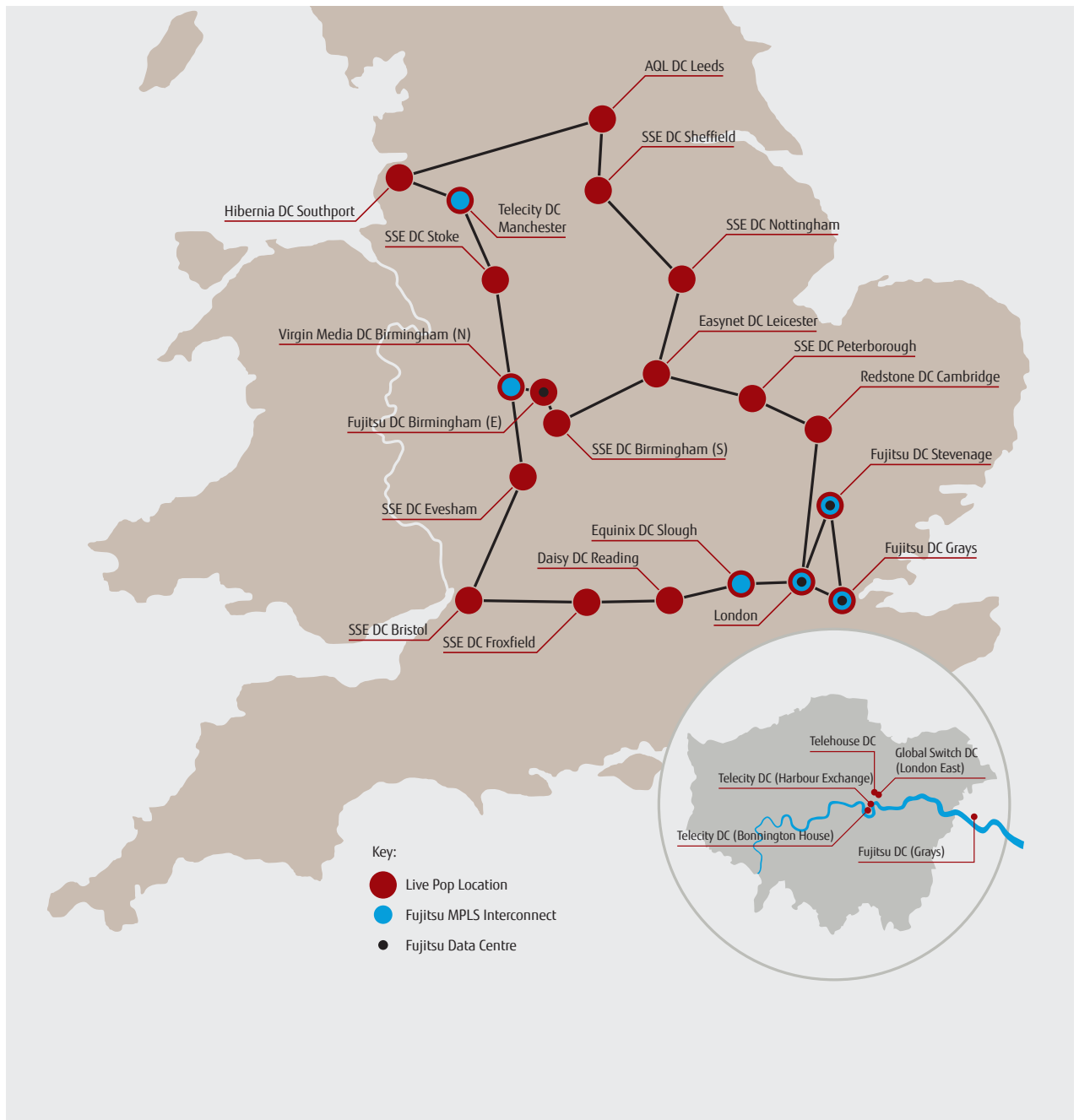
The service is fully integrated with our data centre solutions, cloud computing solutions and gateway offerings.

For our customers who would rather own their own network – we can manage it.

For those customers looking to maximise the value of their own network assets, (not yet) planned, new or old, Fujitsu can secure and operate private, carrier-class services across these assets and deliver the same quality of carrier-class experience. Unlike the telco experience, the network assets are yours, with our managed service allowing you to extract operational benefit from your capital investment.

Managed Network Service – WAN

Flexible connectivity solutions for all business requirements



Fujitsu

Fujitsu is an IT company offering a complete range of products, services and solutions. From looking after applications and protecting data, to managing supercomputers around the world, we're helping businesses everywhere to become more innovative and efficient.

As the largest Japanese employer in the region we employ 14,000 people who work every day to keep the UK and Ireland running smoothly. We are committed to being a responsible business and as such we recently achieved a 4 star rating in Business in the Community's 2014 Corporate Responsibility Index, as well as being ranked number 17 in the in Newsweek's Global Top 500 Green companies. We are also proud to work alongside our charity partner Action for Children.

Reshaping ICT, Reshaping Business and Society

Fujitsu touches the lives of millions of people every day.

- Our technology enables people to apply for passports, pay taxes and claim pensions
- We're helping to save tax payers money by working with HMRC to detect over £100 million of fraud and error
- Fujitsu innovations have resulted in more than 100,000 global patents
- Over 20,000 retail outlets in the UK rely on our technology
- We manage over 2.5 million desktops across Europe, including over a million in the UK and Ireland
- Over 40% of the UK's broadband network is built on Fujitsu infrastructure
- Fujitsu technology enables utility companies to supply energy to more than 12 million households and a million businesses across the UK
- We've been recycling PCs for over 25 years - nothing goes to landfill.



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