

Turn your
business on



Think four steps ahead with XpressWay

shaping tomorrow with you

FUJITSU

Fast-forward to results



The rate of technological progress, rising customer expectations, and uncertain market conditions are increasing pressure on businesses to improve agility, support new ventures, and exploit opportunities before competitors do. To achieve this your business needs an effective IT strategy. Often this requires specific external expertise.

That's where we come in.



Introducing Fujitsu XpressWay

Fujitsu XpressWay gives you a new way to get more from IT. It's a quick, cost-effective, output-focused consultancy approach that allows you to pick and choose the expert components you need to address your most pressing business needs.

Our modular approach means initiatives are delivered quickly – enabling new capabilities in weeks, not months – and you can join or leave the journey at any one of the four stages of our process, paying only for exactly what you need.

With XpressWay, timings and prices are confirmed from the outset, so you know exactly what you're getting, when you're getting it and how much it will cost.

XpressWay Explored

Fujitsu XpressWay can meet a wide range of complex business needs, drilling down to answer the specific challenges companies face. Consider the business areas that XpressWay can be applied to and see the benefits this approach can bring to your organisation.



Applications of XpressWay



Fujitsu XpressWay can be used to help you tackle any number of business and technology challenges to optimise the performance of your organisation in a number of key areas.

- **Productivity**
Maximise the benefits and efficiencies from productivity tools across the business.
- **Digital**
Improve the alignment of business and digital initiatives to enhance operational effectiveness and competitive advantage.
- **Smart Data and Analytics**
Increase performance and reduce costs by harnessing your organisation's data assets more effectively.
- **Hybrid IT**
Become a more agile business by ensuring the right balance of traditional and cloud services.
- **Security**
Develop effective security programmes that enable you to take advantage of innovative new technology without risk.

How You Benefit



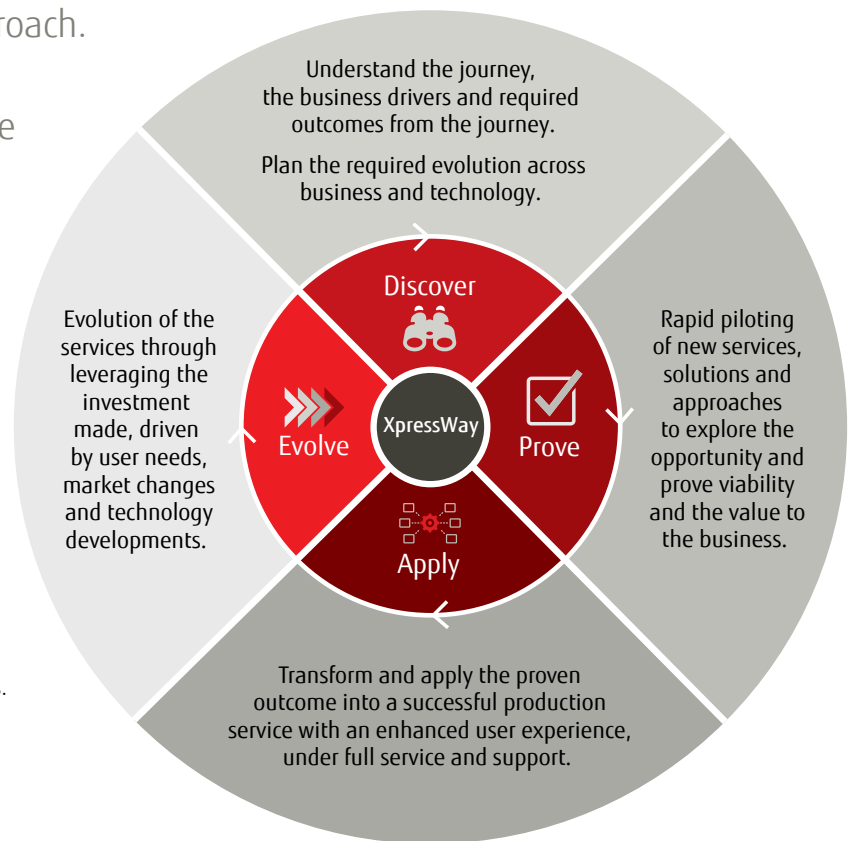
Wherever you are on your business transformation journey, Fujitsu has the capability, insight, experience and expertise to accelerate the achievement of your strategic objectives.


- **Rapidly address business needs** with fast, outcome-focused IT implementations.
- **Find the best solutions** to organisational roadblocks with expert-led strategies.
- **Minimise risk** with a selection of small, modular implementations tailored to you.
- **Get greater value** for money with initiatives that take weeks, not months.
- **Simplify engagement** with a pragmatic, innovative and flexible services procurement model.
- **Avoid unpleasant surprises** with project time and cost confirmed at the outset.

XpressWay Journey


XpressWay has a modular, 4-stage approach. You can join and leave the journey at any stage you want. Each stage is made up of XpressBlocks, which are tightly defined packages of work, individually priced, and with clearly defined inputs, deliverables and outcomes. All this is wrapped in a straightforward commercial framework, ensuring efficient and smooth engagement.

XpressWay is delivered using a blend of business and technical capabilities, fused to deliver the required outcomes. While XpressWay might be new to you, the methods and approaches we use have been refined over years of practical services delivery experience.




Discover 


During the Discover stage we work with all the key business and technology stakeholders to gain a full understanding of your vision and identify the best way to realise it.

Prove 

During the Prove stage we quickly create a working model of our recommended solution and provide the evidence that allows you to make your go / no-go decision.

Apply 

During the Apply stage we will implement the solution and ensure affected business units are fully prepared and enabled to support the change.

Evolve 

During the Evolve stage we continue to enhance the business value of your investments, with an evolution of the services driven by changing user needs, market developments and technology advances.



XpressWay in Action

XpressWay has helped numerous organisations across all industries improve productivity, enhance security, get more from their data, and embrace digital processes.

Workplace Productivity



We've recently worked with a leading international law firm to help define their mobility strategy.

➤ The issue

The challenge was to make sure our client's IT infrastructure could provide a more flexible and productive way of mobile working. The key objective was to evaluate the existing strategy, develop specific requirements and recommend suitable devices.

"We wanted a partner that would be device agnostic but that also had clear experience in this type of undertaking. Fujitsu ticked all the right boxes," explains the firm's IT Director.

➤ The approach

Using the XpressWay consulting approach, Fujitsu conducted 70 interviews with key global stakeholders, covering business requirements, work styles, expected benefits and potential risks. This enabled Fujitsu to define four key user roles.

The XpressWay phases enabled Fujitsu to produce defined outcomes, a realisation plan and a business requirements catalogue. A graphic roadmap linked mobility investment benefits with the firm's strategic business objectives. Finally a number of mobile devices were suggested for each type of user.

"It really was a thorough process that left no stone unturned. Fujitsu even included a predictive financial forecast which we hadn't even asked for," said the firm's IT Director.

➤ The benefit

The IT team took a detailed mobile strategy to the change management board and got it approved quickly, before rolling it out globally.



XpressWay in Action

Smart Data & Analytics



Using smart data techniques, we built a predictive model so a government agency could move to a fraud prevention strategy.

➤ The issue

The cost of fraud was a major concern for a government agency. It wanted to detect and prevent fraud before it entered the system. This meant using data from the agency and third parties to predict identify fraudulent applications.

➤ The approach

We applied the XpressWay framework to **discover** the agency's needs, **prove** the potential solution, **apply** it and allow it to **evolve**.

In partnership with the agency, we drew together a vast array of data attributes from the agency's own data and a third party to develop a Proof of Concept (PoC) predictive model.

We used smart data techniques to filter out irrelevant data. Our predictive model focused on the valuable data that indicated potential fraud. This ensured the system was geared to preventing fraudulent claims at the point of application. Even at this early stage, the PoC captured an additional 25% of fraudulent or incorrect claims.

➤ The benefit

Now in full use at the agency, the solution revealed an annual loss of over £85m due to fraud and error. Our work showed that on average 13% of new applications were subject to fraud or error. It now makes a substantial contribution to halting this cost at source.



XpressWay in Action

Hybrid IT



Fujitsu helped a borough council move to Oracle ERP Cloud across all its financial management systems, as part of its on-going 17-year relationship.

➤ The issue

The council is faced with substantial cuts to its budget. It received 27% (£9m) less government funding in 2015/16 compared to 2014/15, and needs to save a further £28.8m by 2018.

The impact of deep government cuts combined with increased service pressures meant the council looked to reduce the costs by delivering as much online as it could.

➤ The approach

Fujitsu advised moving the council to Oracle ERP Cloud and managing it across all its financial management systems. This has seen the council become one of the first organisations in the UK to run an open architecture and adopt Oracle Financials Cloud.

The solution provides richer reporting to budget holders, while most importantly reducing their operating cost. It also offers users a more intuitive service that enables new employees to navigate the system far quicker than previous versions.

➤ The benefit

Fujitsu has not only given the council significant cost savings in terms of budgetary constraint, but also provided genuine business benefit through significantly improved reporting at devolved levels. This SaaS option enables the council's IT strategy to achieve a number of business benefits through the managed service with Fujitsu.

"We've been working with Fujitsu for 17 years now. We work as a real partnership and I don't see any reason why that should change in the future," the council's Financial Systems Manager added.



XpressWay in Action

Digital



Fujitsu helped a European justice department make its IT systems fit for the digital age.

➤ The issue

Due to legislative changes, this European department of justice needed all its in-court legal hearings to be recorded, as well as a digital signature to secure each recording.

The previous system had become obsolete due to new laws, which meant that justice secretaries no longer needed to be present in court.

➤ The approach

Fujitsu introduced digital recording to over 600 courtrooms, without disrupting the continual flow of court cases.

Fujitsu brought in a number of technical solutions, such as a recording video server with integrated video conference facility; web apps to manage recording via tablet and pc; a digital signature and centralised storage for increased security and ease of access; as well as a web portal for attorneys and lawyers to view court sessions.

➤ The benefit

Fujitsu's IT innovations have delivered a faster, more agile justice system that is also better value for money. In fact, cost benefit analysis shows a €5m saving per year with the new system.

In essence, justice has been accelerated through instant sharing of recordings, increased security and mobile access through web apps.





Next Steps

Wherever you are on your journey, Fujitsu has the capability, insight and experience to accelerate the achievement of your strategic objectives using XpressWay.

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