

# Fujitsu's Portfolio of Multi-Cloud Services & Solutions

Enabling your digital transformation with the security of a private cloud and the flexibility and agility of the public cloud.



Organisations are increasingly under pressure to pursue the benefits of digital transformation. But with security coming under ever-increasing levels of scrutiny, digital adoption can pose substantial threats.

## **Cloud-based approach drives digital transformation**

A cloud-based approach is the natural starting point that will enable digital transformation. But highly stringent security demands are stalling many organisation's digital aspirations. So, today's challenge is no longer whether to adopt a cloud-based approach, but rather how cloud can accelerate digital innovation in a secure environment.

It is no longer enough to provide customers with a public cloud service or a private cloud service that interoperates with their legacy systems. The technology landscape moves fast, and customers want and expect that service from that technology today, with the ability to adopt something completely different tomorrow.

## **Public and private cloud at higher security classifications**

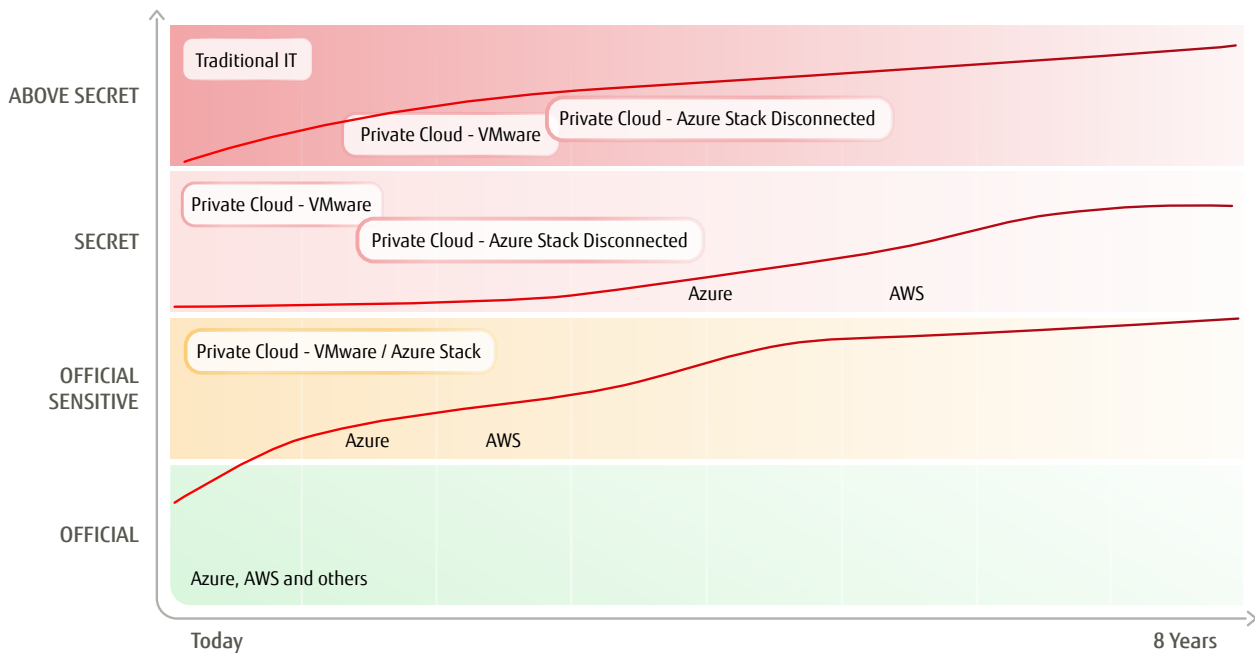
As more and more technology products and services are becoming cloud capable, organisations are striving to adapt their security and privacy policies to be compatible with the cloud. Combined with organisations demanding more flexible, easy-to-consume technologies means that cloud is becoming the default for infrastructure services.

To satisfy this expectation, Fujitsu has developed a comprehensive portfolio of multi-cloud services and solutions, giving the customer the ability to flex and adapt to the changing capabilities of different cloud environments and the changing security landscape for adoption. Our 'right cloud for right workload' approach means customers get the innovation, speed and agility of hyper-scale clouds, whilst blending with private cloud and existing platforms for enhanced performance, security and regulatory compliance.

**The way data is managed has changed**

When the major hyper-scalers - like Azure and AWS - came to market more than a decade ago, it seemed inconceivable that government data could be stored in a public cloud. But over time, as both our understanding and management of risk in public clouds combined with the availability of much-improved security capability has made many things much more achievable. As a result, the public cloud has adapted, and continues to evolve, to become more sensitive to data security changing the way that data has to be managed.

By understanding the nature of the data being hosted and applying appropriate controls both in data handling and in supplementary security measures, Fujitsu provides customers with the capability to host most OFFICIAL and some OFFICIAL-SENSITIVE data in public cloud services. Customers are also able to host in their own environment using existing infrastructure, if desired. Bringing over 50 years' experience of providing secure solutions to organisations, including MOD, using our business, technical and security expertise Fujitsu can work with you to understand the nature of your business needs and security obligations. With this trend towards hosting more sensitive data in the public cloud we believe it will be possible to host SECRET workloads in the future but not all of the security approaches and controls currently exist to achieve that. ABOVE SECRET systems will be hosted on increasingly modern private cloud services.



**Right cloud for the right workload**

Fujitsu provides expertise in aligning the right cloud service to your business need at the higher security classifications, resulting in a tailored solution specific to your requirements. We do this using the following 3-step approach:

**Assess** your challenges together, in the context of your strategy, aspirations and digital maturity – and explore multi-cloud solutions to achieve your goals



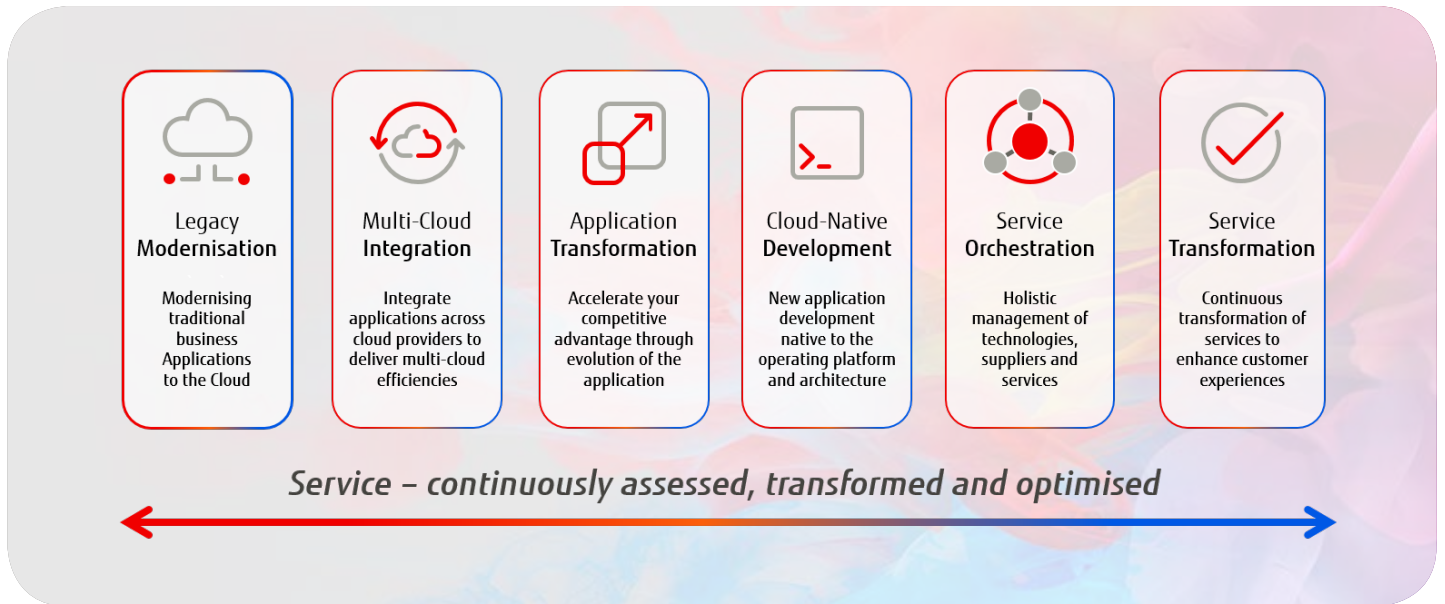
**Transform** your infrastructure, applications and services through our collective business and technology expertise – utilising our six modules of transformation



**Optimise** your multi-cloud environment and services continuously through close collaboration with you and our network of long-standing partners



## Six modules of transformation



### Co-creating your multi-cloud with you and our partners

Through our long-standing global relationships with industry-leading technology partners, Fujitsu has developed a portfolio of services to provide our customers with a personalised, flexible multi-cloud solution covering all security classifications. Our multi-cloud portfolio includes:

- Fujitsu Secure Cloud, powered by VMware
- VMware Cloud on AWS
- AWS cloud services
- Azure public cloud services complemented by Fujitsu PRIMEFLEX Azure Stack which is also operational in disconnected configuration
- Oracle cloud services

Gold

Microsoft Partner

Azure Expert MSP



vmware®

aws

SAP®

ORACLE®

### Proven security and information assurance

Our ability to deliver this approach at heightened security levels is well proven. The Fujitsu portfolio of multi-cloud services and solutions provides a private or community cloud solution that can run workloads that comply with or exceed relevant Government Security Classifications.

Our range of multi-cloud services and solutions builds on Fujitsu's extensive experience of delivering highly secure solutions for numerous Government services that operate at SECRET or above SECRET classifications. In the UK, Fujitsu is certified for Cyber Essentials Plus and is also certified to ISO 27001, an independent international information security management standard.

Fujitsu will work closely with customers to ensure our information security standards meet the customer's own security and risk management requirements. In addition, Fujitsu shall adhere to all requirements stipulated by industry regulators, including the Defence Cyber Protection Partnership, and HMG Security Policy Framework and supporting Security Policies.

### Private or community cloud with high-speed network connectivity

As the provider of the Global Connectivity Service to the UK Ministry of Defence, Fujitsu is ideally placed to provide high-speed secure network connectivity. A flexible range of hosting options are available to meet the specific needs and requirements of customers. The service can either be hosted in one or more of our dedicated datacentre facilities, or where necessary, the customer's datacentre may also be used. The service can also be hosted in the dedicated public sector Crown hosting datacentres too, or a combination of facilities, as required providing optimum flexibility. Fujitsu has the agility and capability to deliver an organisation's specific needs and requirements.

## Why Fujitsu?

For over 50 years we have innovated with the MOD, Government Departments and intelligence communities, co-creating new technologies and capabilities. As a result, Fujitsu has around 4,000 security cleared staff and the experience to deliver and manage both generic industry offerings and those tailored to specialist needs at OFFICIAL, SECRET and ABOVE SECRET classifications.

### Enabling Your Information Advantage

In today's complex, digital operational environment, never before has information been such a key asset in securing operational advantage. Fujitsu's vision is to provide customers with the means to translate complex data into useful information upon

which to base critical decisions and actions. Transforming this ever-increasing pool of data into meaningful, useful information through analytics, automation and genuine Artificial Intelligence is critical to achieving this goal.

Fujitsu is fully committed to working closely with our customers, and through the use of co-creation will seek to enhance capability both through the acceleration of existing processes, and also through the delivery of truly new capabilities and ways of working. Our approach is based upon maximising both existing investment and best-in-class innovation, delivering the full spectrum of capabilities needed to enable your information advantage.



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