Fujitsu World Tour

Fujitsu Innovation Gathering

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shaping tomorrow with you

Human Centric Innovation

Driving a Trusted Future

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Your Multi-Cloud

Connected
Intelligent
Transformed

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Digital Disruptor Toolkit

Mark Phillips
Head of Digital Pursuits
Multi-Cloud Services

Jason Daniels
Chief Digital Officer &
Fujitsu Distinguished Engineer
Multi-Cloud Services

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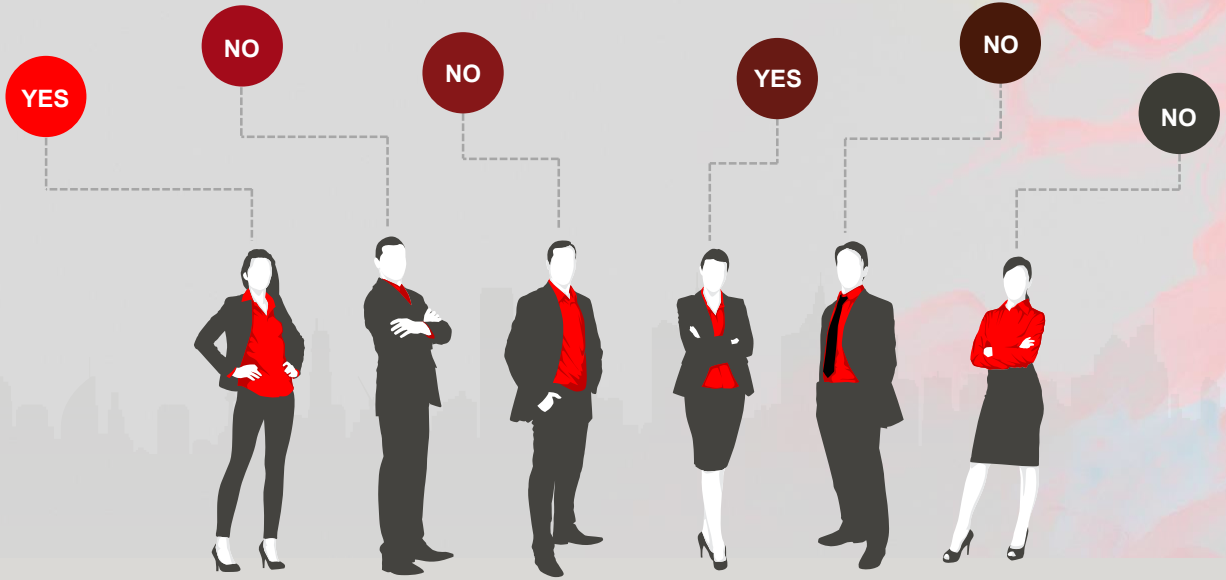
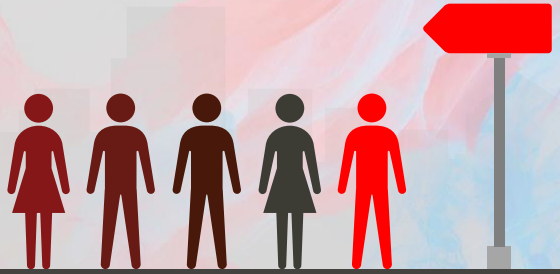
Question ...



How confident are you that your digital strategy positions you for success?

28%



Of senior leaders say their organisations
Are in the early stages of digital development

*Deloitte Survey, over last 24months

Winning Agenda

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The Traits Of Disruption

Focus For Success

Your Multi-Cloud

Disrupt With Fujitsu

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The Trait's Of A Disruptor

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Thrive In Uncertainty

Disruptive digital leaders understand and acknowledge the fact that such uncertainty is inevitable and offers a chance for them to grow.

Know Their Super Power

Look beyond trendy distractions and focus on figuring out which digital tools will truly make them more competitive

Leapfrog Ideas

Traditional incremental thinking is too slow for the digital world, disruptors focus on ideas that put them 2 steps ahead

Experiment, Learn, Repeat

Digital transformation leaders will take a start-experiment-learn-iterate route to breakthrough solutions instead of waiting for certainty before moving ahead with continuous improvement

Fast Innovation

To encourage rapid innovation, digital leaders do their utmost to foster a genuinely creative culture. Organizations must dare to attempt new things faster than their rivals

Confident Digital Leadership

Digital disruption is powered by leaders that are willing to look outside of their direct line of business and take increased risk on innovation

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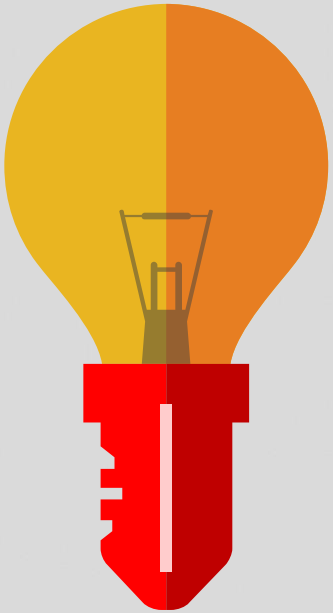

“Digital disruptors typically exist outside of the **enterprise’s normal range of vision**.”

Janelle B. Hill, Gartner Research Vice President and Distinguished Analyst

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Focus For Success

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Continuous Improvement

In todays world of always on, customers expect always on updates and new experiences.

Choice

To succeed you must choose between multiple technology providers.

Pace & Agility

Deliver fast, adjust rapidly. In todays world never stand still

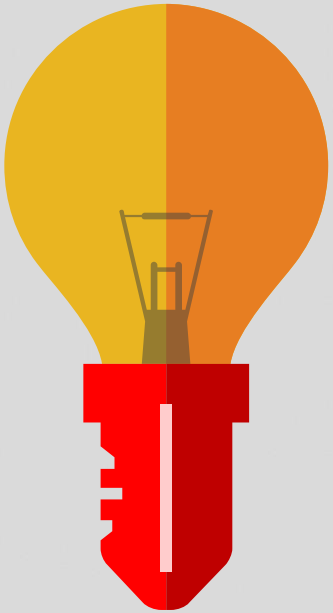
Value Streams

Be clear on the business case and the value you are delivering

Risk & Innovation

Make innovation an everyday occurrence, allow risk to be taken and errors to be made.

To Become A Digital Disruptor, Partnering Is Key To Success



“Years of research on digital transformation have shown **less than 30% succeed** at transforming.”

McKinsey, Oct 2018

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Sources of ideas & innovation

Introducing Digital Arenas

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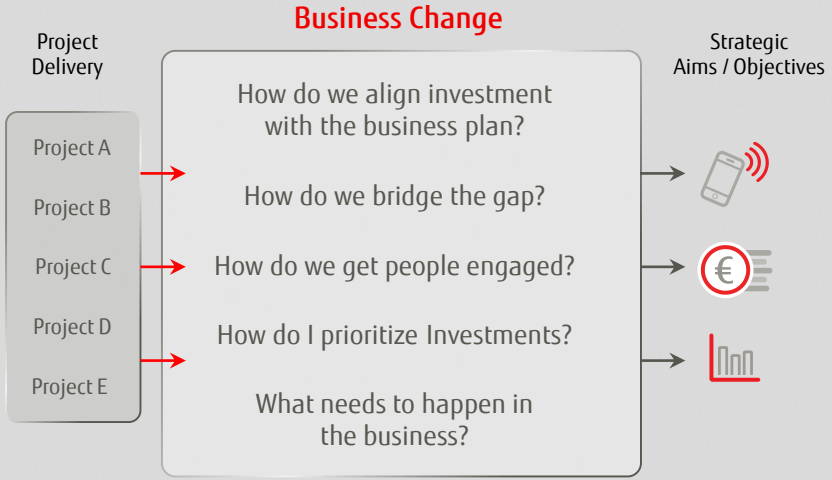
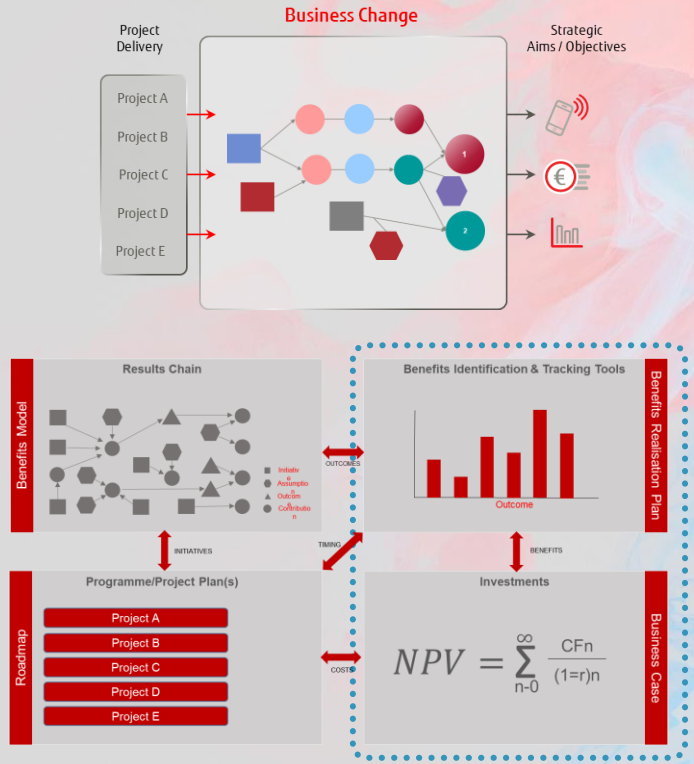
Values Stream – ResultsChain

ResultsChain™ - The foundation stone of Value Management





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Enabling Choice - Your Multi-Cloud

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Connected · Intelligent · Transformed

Connected

Your people connected seamlessly, leveraging the leading cloud-based technologies to be truly empowered and productive everywhere.

Explore »

Intelligent

Your customer experiences made increasingly intelligent, personalized & differentiated, by unlocking business value from your data.

Explore »

Transformed

Your business model, applications, processes and services transformed, enabling your organization to truly prosper and disrupt.

Explore »

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Infrastructure, applications and service

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Connected – Intelligent – Transformed

Legacy **Modernization**

Modernizing traditional business Applications to the Cloud

Multi-Cloud **Integration**

Integrate applications across cloud providers to deliver multi-cloud efficiencies

Application **Transformation**

Accelerate your competitive advantage through evolution of the application

Cloud-Native **Development**

New application development native to the operating platform and architecture

Service **Orchestration**

Holistic management of technologies, suppliers and services

Service **Transformation**

Continuous transformation of services to enhance customer experiences

Service – continuously assessed, transformed and optimized

Multi-cloud Security – built in from the bottom up

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Continuous Improvement - Shinkansen

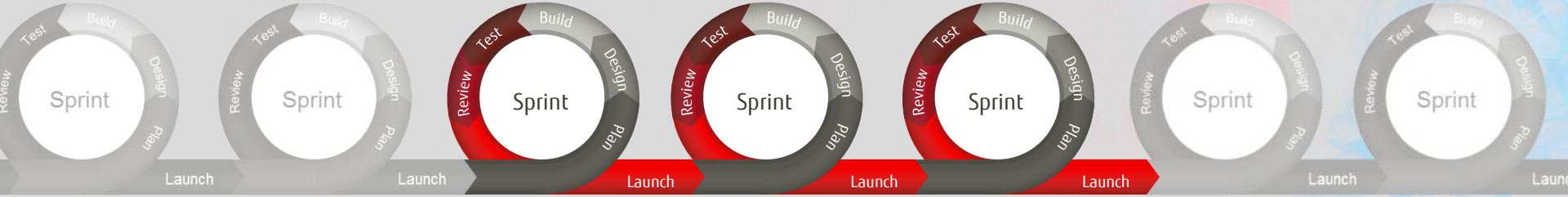
A fast-track framework to deliver new features to our established services

Complexity

Cloud Services are constantly changing, evolving and new services being added

AWS had 1,900+ new releases in the last 12 months

- Continuous development investment
- 2 week cycle times and new version releases
- Customer demand led service development
- Integrated with Partner roadmpas
- Leverage experience across cloud platforms



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Pace & Agility – Cloud Adoption

Examples:
Proof of Value
Rapid DC exits
EOL (SQL 2008, OS 2008) etc.

Assess & Plan

Application Migration
Lift & Shift

Inventory

7by7
Device 42
Azure Migrate
AWS Migration Hub
Cloudamise

Consume Cloud

Fujitsu Managed
Cloud Service Azure
Cloud Service AWS
Private VMWare Cloud
VMC on AWS
Cloud Service Oracle

Cant get to cloud? Fujitsu Lifeboat..

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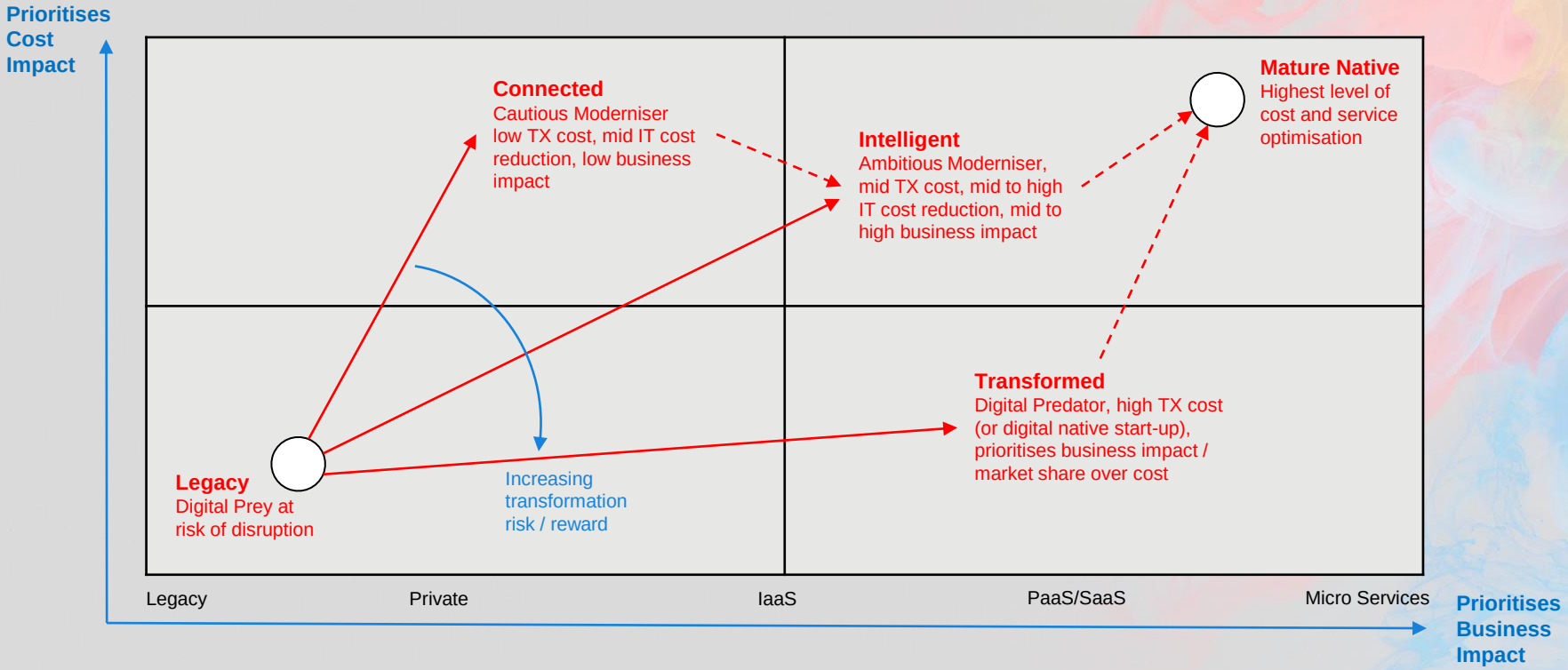
Risk appetite – and of course the rewards



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Transforming Enterprise

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Post Office

A Digitally Transformed Enterprise

As a major provider of retail, financial, public and telecommunications services, this customer has been on a progressive IT journey to Cloud and Digital Transformation.

Over the course of a 20 year relationship, Fujitsu has provided critical business functions including a point of sale estate with thousands of terminals, as well as a telecommunications and internet service for end-customers.

The ultimate goal is to digitalize 30%+ of the billions of transactions made per annum – and make the organization self-sustaining.

- Approximately 1,000 servers across live, test and development environments supporting approximately 30,000 internal users and millions of citizens day to day.
- Database, middleware and presentation layers being migrated to Azure with presentation layer being transformed to cloud native using CloudFoundry and APIGee (multi Availability Zone using Fujitsu unique IP).
- Co-created digital services consuming an average of 10 scrum teams over the next 3 years.
- Hybrid of public cloud and dedicated hosting environments.
- Over 600,000 users enabled via SaaS

Legacy Modernization | Multi-Cloud Integration | Application Transformation | Cloud-Native Development | Service Orchestration | Service Transformation

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And enabling digital states

Estonia

Building a Digital State

A state renowned for successfully mastering the technology needed to digitize their public service, achieving the ultimate Digital Government goal of ending bureaucracy and building an end to end digital nation from birth.

Fujitsu have been a major player in a number of critical Estonian public sector digitalization projects including the main contractor for the X-Road connecting Estonia and Finland.

As a key partner to a number of government departments, Fujitsu have been instrumental in the development of many key solutions which enable the country to operate as a completely digital state, including:

- E-Residency
- VISA Register
- Border Control System
- Police Case Management
- Educational Solutions
- E-Health Information Systems

Legacy Modernization | Multi-Cloud Integration | Application Transformation | Cloud-Native Development | Service Orchestration | Service Transformation

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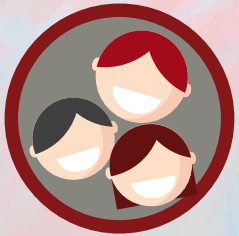
Disrupt With Fujitsu

Cloud Adoption Journey

- Contact Your Account Manager
- Plan A Visit To The DTC
- Start Your Multi-Cloud Journey

Visit The Multi-Cloud Stand



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Questions

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Up next...

12.30– 14.00

Lunch in the Demo Center

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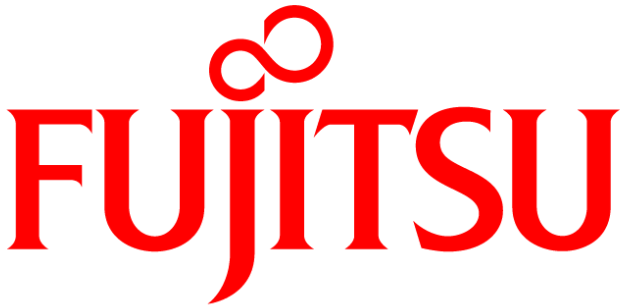

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