

Are we nearly  
there yet?

Trust Fujitsu to accelerate  
your journey to cloud-first.

FUJITSU

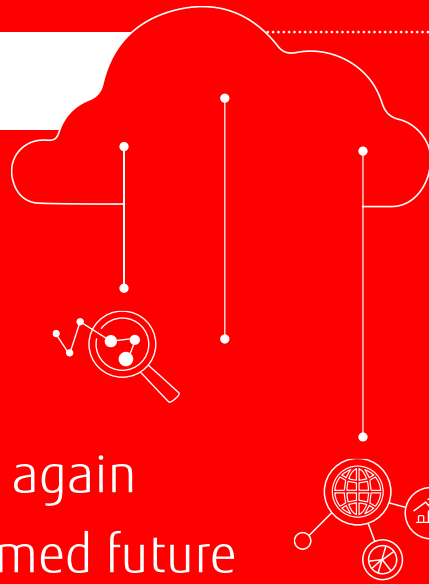
shaping tomorrow with you



Cloud solutions for the real world, from the partner you've trusted for 50 years

# Contents

- Are we nearly there yet?
- Why is it all so complex?
- Top 10 cloud challenges
- Getting your cloud journey moving again
- A connected, intelligent & transformed future
- With you every step of the way
- The future trusts us
- Why Fujitsu?
- DevOps
- Enterprise Service Management for Digital Organisations
- Fujitsu and Microsoft Azure
- Fujitsu and Amazon web services
- Fujitsu and Oracle cloud



**FUJITSU**

shaping tomorrow with you

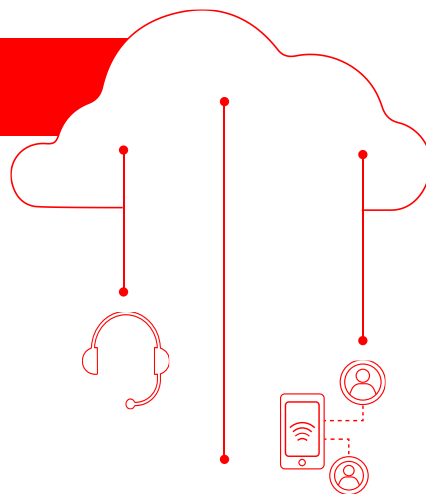


# Are we nearly there yet?

Despite the known potential of cloud for making public services more cost-efficient, accessible and engaging, 'government cloud-first' is still an aspiration rather than a reality for many organisations.

Whilst good progress has been made in adopting cloud and migrating some systems, it's fair to say that we have only scratched the surface.

So how can you accelerate towards a cloud-first model, when you're facing immense complexity?



No surprise then that only **26%\*** of public sector leaders say they have felt any benefit at all from digital transformation, which suggests that there may be issues with cloud strategy and implementation outside of such tactical initiatives.





And it's not always the technology that holds you back. You undoubtedly find yourself dealing with competing pressures as you manage your day-to-day priorities – balancing the need to maintain continuity whilst transforming 'in-flight' mission-critical services and battling to find the resources and skills needed to tackle digital projects whilst 'keeping the lights on'.

As we enter the **2020s**, less than a third of public sector services are in the cloud, despite a clear mandate to transform.

Those that are cloud-based are generally those that were built for the cloud, or tactical digital projects or systems that have been migrated but lack the scale to be considered transformational in terms of delivering valuable and genuine outcomes to the organisations and citizens they serve.



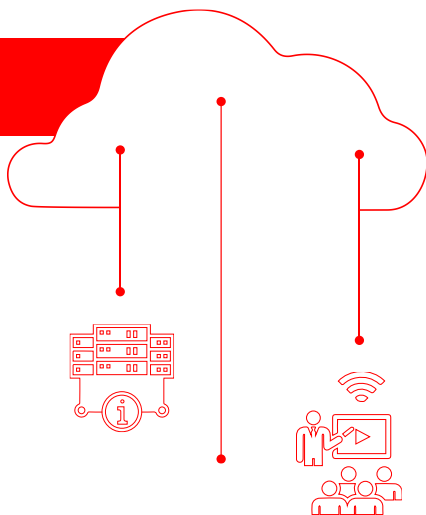
## Leaders in public sector told us...

-  76% of public sector leaders agreed that **technology is critical to the future**.
-  65% said the greatest driver for cloud is to modernise and **future-proof public services**.
-  47% said lack of in-house **resources is a barrier** to their cloud strategy.
-  **Only a third of government IT** has made its way to cloud, creating a paradoxical situation where significant investments are being made but results are not at the required scale.

# Why is it so complex?

An emphasis on tactical projects is understandable, when the complexities of cloud-based modernisation in public sector are considered.

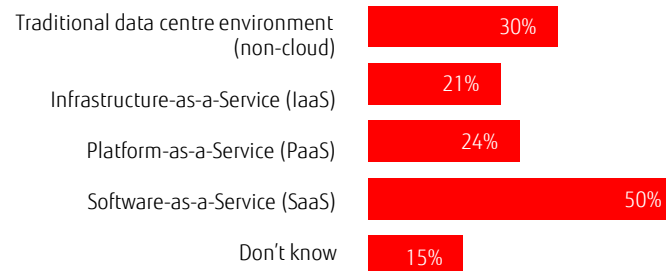
A key driver of this is the mission-critical nature of systems, applications and services, which would be subject to some form of change – a migration, a 'transformation' or integration with cloud-native applications and workloads.



The legacy systems on which so many government services rely have been built up over time. They are often incredibly diverse, with intricate connections and interdependencies which are not necessarily understood.

These applications are either exposed to risk during a migration or prove difficult to move, with additional complexity surrounding integration of services and shared data.

Which of these best describes the cloud services your organization mostly uses currently?



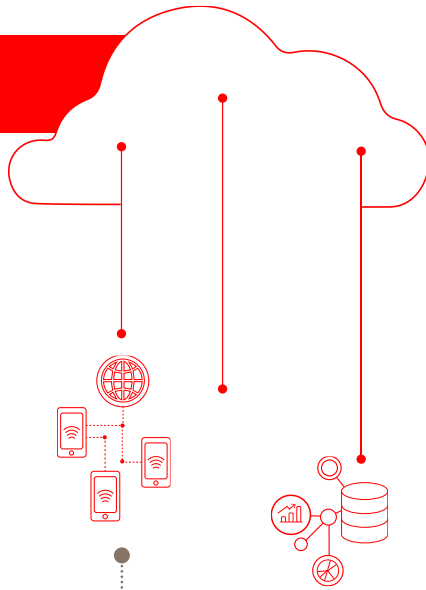
## Transforming at pace and with confidence

In recent research commissioned by Fujitsu we learned that **citizens are demanding** consumer-style experiences when engaging with public services, but are concerned about their data:

- 35% **Security concerns** relating to the sharing of personal data
- 34% **A lack of trust** in organisations' use of personal data
- 31% Doubts about the **reliability** of technology overall

# Why is it so complex?

For these reasons, even the simplest 'lift and shift', from on-premise data centres to the cloud, can be hugely daunting – particularly as citizen data, national public services and public trust may be at stake if the move isn't managed appropriately.



Some organisations have made progress – but for those that have, often residual legacy applications (which seem impossible to migrate) mean that the full benefit of cloud can't be realised – and additional cost is incurred in the process.

Others are grappling not only with the technology challenges – but also with finding the dedicated time, resource and skills needed to unpick layers of legacy to work out if – and how – it can be modernised with the cloud.

**We can ensure you are protected every step of the way.**



## Transforming at pace and with confidence

-  The need to transform services at pace and **pressure for organisations to deliver** on digital is a major driver for cloud.
-  At the same time, getting there **safely and securely** is of paramount importance given government's risk profile.
-  **Expertise in both legacy and cutting-edge cloud IT** is needed – as well as proven frameworks and methodologies to roadmap, Implement and de-risk the cloud journey.
-  Fujitsu's consultancy, migration and data security credentials, combined with experience of working with all major cloud providers in government, mean that we can ensure you are **protected every step of the way.**

# Top 10 cloud challenges



## Security

Cloud is a shared responsibility model. Whilst the cloud provider will be responsible for securing the hardware and services that underpin the cloud, customers will be responsible for securing the workloads that land within it. You need to ensure you've secured all layers of the application architecture with focus on confidentiality, integrity and availability.



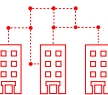
## Governance

What data and services will be allowed to work within the cloud. This will largely relate to your risk and governance appetite. Good classification of data and an amendment to your governance and risk frameworks are required to achieve good cloud governance. You'll need to ensure that appropriate controls are in place to mitigate your operational risk.



## Compliance

Your cloud could have many people and automated processes working against it. You need to ensure that configuration drift is monitored so you know that you're meeting your governance requirements.



## Operating Model

Cloud changes your operating model by introducing elasticity and availability constraints. You need to ensure it's been updated to cope with an elastic estate, looking at your change management and operational processes to ensure they're still appropriate. Existing monitoring tools may not be fit for purpose and your ticket management process may need updating. To get the true value out of the cloud you'll want to focus on automation which will mean a shift towards a DevOps model.



## Spend

Cost is a big issue within cloud. If managed correctly it can be very cost efficient, if however you run this like your internal datacentre then the costs will likely increase. You need to implement tools and limits to monitor and control your spend.



## Training

Cloud brings about many new practices and affects the majority of your organisation from top to bottom. You need to ensure you establish the correct community of practices as well as a blend of training to support the organisational change that results from the adoption of cloud.



## Availability

There will come a time when an availability zone or region fails and your application needs to be able to tolerate that failure. If your application is to be external facing, you'll have to think differently about how you mitigate attacks which could impact your services.



## Performance

As you break apart monoliths into micro services to improve scalability and release times, you'll need to be mindful of the latency that might creep in between these services. This can impact the performance of your application. Depending on the servers you select, performance characteristics can be different and you need to ensure you select the correct service for the job.



## Licensing

Many traditional software license models do not work within the cloud due to its elastic nature or lack of support from the vendor. You'll need to work with your vendors to update your licensing terms.



## Connectivity

As you break applications out into different Azure / AWS accounts and on-premise you'll need to be mindful of the cross connects both within the cloud and to your existing estate that will need management and monitoring to ensure availability and performance of your application.



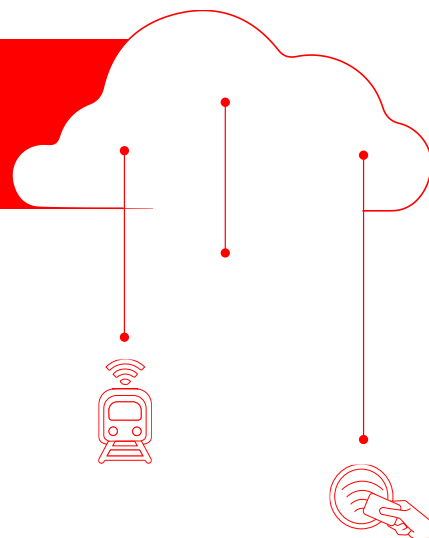
# Getting your cloud journey moving again

In our experience, 50% of the workloads that are left following initial migration have multiple security requirements and service levels attached to them, resulting in challenges around the security of data and latency.

Some public sector organisations are equipped and ready to overcome these hurdles, but other agencies and organisations are facing unprecedented pressure on resources and competing priorities.

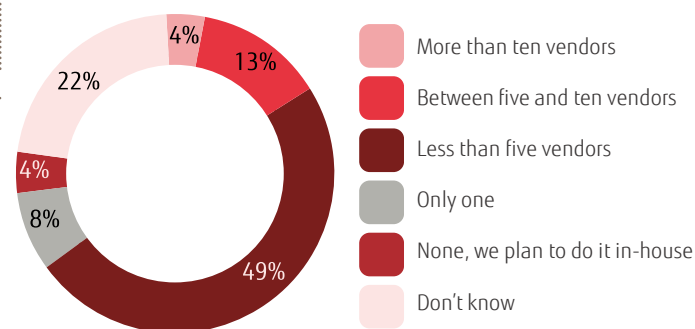
As time goes by it becomes apparent that the complexity of legacy means that a phased approach is required. A hybrid solution becomes more attractive because of the potential to blend private, public and managed cloud with existing on-premise IT and create the perfect balance for each individual scenario.

We have the expertise and knowledge to simplify migrations, backed by over 50 years' experience of managing critical national IT systems that keep the UK running smoothly – every day.



In addition, our extensive cross-platform services and expertise, married with our service management and orchestration capabilities, ensure that your services can continuously improve in the cloud – and remain 'always-on' as they evolve.

## The number of vendors public sector bodies expect to work with during migration



## Getting you there faster

- The majority of public sector organisations (49%) want to work with a small number of vendors with the **credibility and capability** to support their transformation.
- In practice, there are always elements that appear impossible to move to the cloud. In this instance, Fujitsu has a **relationship with Crown Hosting** to address 'residual legacy'.
- Crown Hosting is also the alternative if a private cloud solution is needed in parallel.
- For AS400 and mainframes, which are the most difficult of all in the move to cloud, **Fujitsu has its own tool ([uk.fujitsu.com/progression](http://uk.fujitsu.com/progression))** to convert 'old code' into modern languages, ready for moving to the cloud – this is a truly transformational approach for the very difficult aspects of legacy and is unique to Fujitsu.
- Our multi-cloud and hybrid solutions **enable government to move towards public cloud** consumption at a pace that's right for them – using a resilient private cloud as a solid foundation. Such solutions include combining our private cloud with VMware Cloud on AWS or Microsoft Azure – or moving on-premise Oracle workloads into a mixture of Oracle public and private clouds.



# A connected, intelligent and transformed future

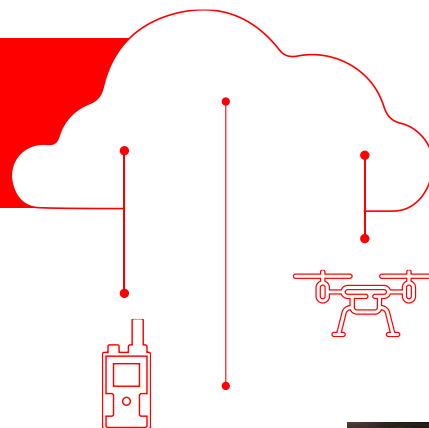
Wherever you are on your journey to the cloud, the next step is always attainable with the right strategy and support.

Looking beyond technical infrastructure is key to achieving the steps towards this vision – in particular, the transformation of mission-critical applications and services.

Partner insight into government IT – and the ability to redesign services whilst maintaining resilience, availability and data compliance – is crucial.

This rigour is embedded in our trusted three-pronged approach, where we co-create the right multi-cloud ecosystem to accelerate your progress.

The objectives are defined by you; whether it's using cloud to become Connected - achieving greater efficiencies; Intelligent - to enhance services; or Transformed - to achieve a digital government model.



## ● Connected

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



## ● Intelligent

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



## ● Transformed

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



## All the expertise you need to get there



Sometimes, due to the complexities of cloud in public sector, moving to the cloud requires a stepping stone. This is why Fujitsu works closely with **Crown Hosting** and is an approved managed service provider for Amazon Web Services, Microsoft Azure, Oracle and VMware clouds.



Due to this multi-staged transitional journey, we're also finding **there is a need for multi-cloud management**, with only 8% of public sector employees polled as part our survey saying that they would work with a single supplier.



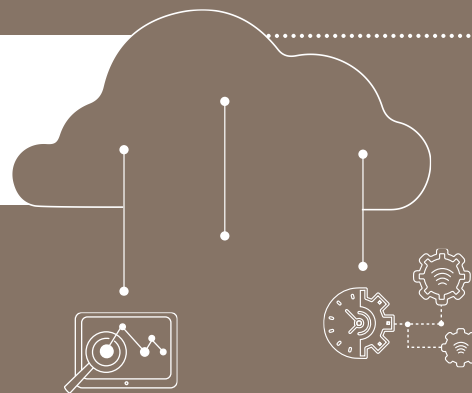
Fujitsu was named '**Partner of the Year**' by both VMware and Oracle in 2019.



We are also positioned as a **leader in the 2019 Gartner Magic Quadrant** for Data Centre Outsourcing and Hybrid Infrastructure Managed Services, Europe.



A connected, intelligent  
and transformed future



# 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



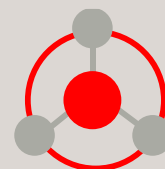
## Application Transformation

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

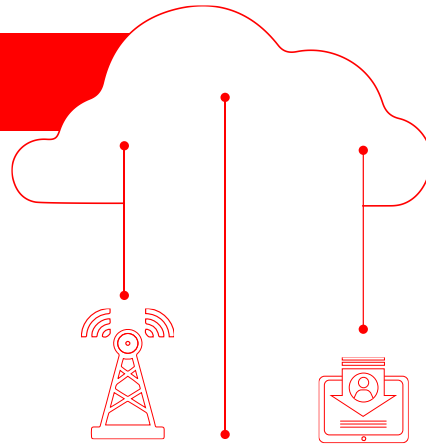
Service – continuously assessed, transformed and optimised

# With you every step of the way

In our experience, the best solutions are the result of working together in partnership.

Especially when it comes to the migration of your most complex critical systems and data, we believe a problem shared is a problem more simply solved.

If your digital programmes are stuck – either because you have encountered unforeseen complexity, because you don't have the resources or skills in-house to deliver at pace, or because you need to step back and design a long-term strategy, we can help.



We'd invite you to join us in our Digital Transformation Centre (DTC) in London for a customised, high-energy co-creation workshop to accelerate the design of your strategy, set your cloud goals and prioritise your investments.

By working through a structured approach, we can design the best possible strategy for you and your team.



## Making the Digital Transformation Centre of your work

Using our proprietary co-creation methodology, which we call Human Centric Experience Design (HXD), **we'll collaborate to map your needs**, uncover actionable insights, inspire your next solution and then build the business case that will unlock it.

# The future trusts us

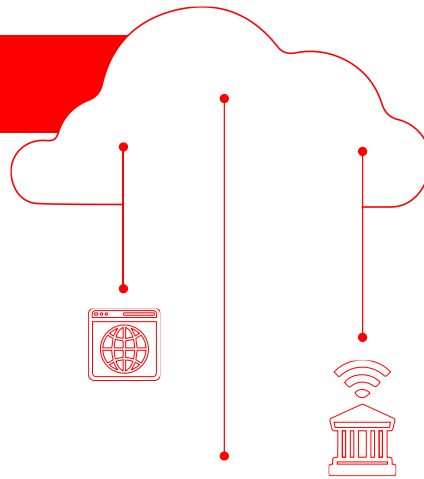
No matter what stage of the journey you're at, you can trust the people who have been with government this far, maintaining the critical systems on which this country relies every day to take you forward.

Fujitsu has been a partner to government for over 50 years. We understand legacy technology and we understand digital. So no partner is better equipped to blend the old world and the new, to fit your unique situation.






We love nothing more than a complex challenge where we can roll up our sleeves, working alongside your people, to co-create the right cloud strategy, blending all possible solutions - then implementing it.

After all, isn't it time you and your team got back to what inspired you to join the public sector in the first place: creating the public services for a future in which citizens can place their trust?

The future trusts us – let's co-create it.



## Enabling government for 50 years

-  Fujitsu understands the challenges of the public sector, with around **50 years' experience as technology partner** to central and local government.
-  Since 2000, Fujitsu has **provided hardware and technical IT support** to over 70% users at the Home Office.
-  At HMRC, Fujitsu **migrated 99 million accounts**, supporting up to 17,000 users to a new database and securely hosting it in a new Private Cloud Platform.
-  Our multi-channel, virtualised flood warning systems at the Environment Agency **keeps 1.2 million properties** in flood risk areas in the picture.
-  We deployed a fully integrated and upgraded ERP environment at Essex County Council to **provide better functionality and application performance**.



# Why Fujitsu?



FUJITSU



We're certified experts in data centre as well as cloud and hybrid IT-based transformation.

## Did you know?

Fujitsu is a leader in the Gartner Magic Quadrant for Data Centre Outsourcing & Hybrid Infrastructure Managed Services.

**Gartner**



We build personalised solutions for specific government and citizen requirements.

## Did you know?

We've built UK Government infrastructure, applications and services for decades, so we know what it takes to meet your needs.



We work with you - combine our leading expertise with yours and that of our global partners.

## Did you know?

Our capabilities are recognised by leading cloud providers – the highest certifications for AWS, Azure, Oracle, VMware and more.

**aws**

**Microsoft**  
**Azure**

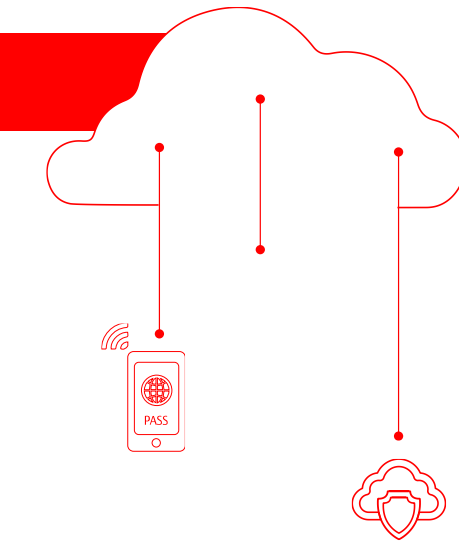
**ORACLE**

# Why Fujitsu?

As a global IT company, Fujitsu has been working with governments for over fifty years. Fujitsu is proud to manage some of the largest and most complex critical ICT estates in the UK public sector.

We provide many critical national systems for tax, law enforcement and criminal justice. From protecting borders and government against cyber-attacks, to detecting fraud and error and enabling the payment of pensions and benefits to millions, Fujitsu understands the implications of the challenges and also that government IT needs are changing too.

Underlying all of this as a consistent theme to accelerate digital innovation and transformation through co-creation to build trust. Organisations, agencies and authorities need to find the right balance between adopting and exploiting emerging digital solutions, while also modernising the established systems that they rely on today.



Fujitsu's vision is to help create a society where people are empowered by technology – to innovate, to lead enriched lives and to create new business and social value.

It is our job to help make this happen - and that's why with our expertise as a safe pair of hands, we want to enable government to embrace digital opportunities.

We want government to be confident that transformation will continue to securely deliver the essential services society relies on and, most importantly, use digital to make a difference to citizens' lives.

FUJITSU



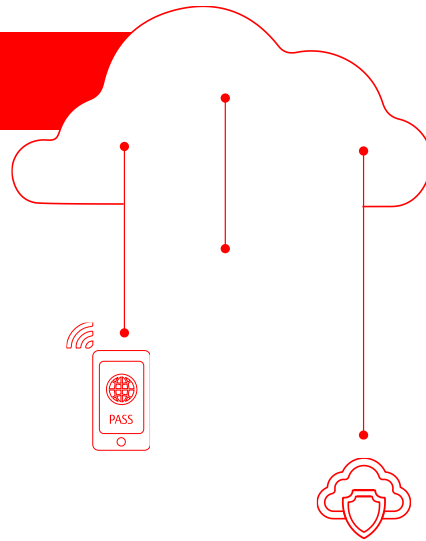
# Why Fujitsu?

## Security – your number one priority, and ours.

We know that moving to public cloud in particular may appear to be a leap of faith – especially if you are accustomed to on-premise.

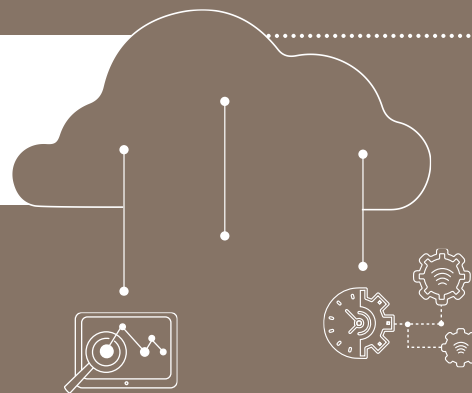
In Fujitsu's "State of Orchestration" report, 95% of respondents said they are concerned about security. Of course, you may not be moving straight from on-premise to public cloud. But whatever your cloud model, it may help to know that for customers looking to protect their cloud or multi-cloud environments from the risk of cyber threats, especially those in highly regulated areas, Fujitsu Cyber Security offers a portfolio of services to unify security across your cloud environment protecting your reputation, operations and bottom line.

Whether you're looking for a managed service or advice to go it alone, Fujitsu provides Managed Security Services and consultancy for a range of public and private sector customers, delivering services in on-premise, Hybrid IT and multi-cloud environments. So, no matter what your journey looks like, you can be assured that you're in safe hands.





# Enterprise Service Management for Digital Organisations



## Digital Ecosystem Aggregators

Customer Platforms



### Auto CMDB

CMDB updated  
in real time  
across all  
platforms



### Aggregated Event Management

Consolidate  
event sources  
and apply  
automatic  
remediation



### AI Operations

Anomaly  
detection,  
advanced  
metrics and  
autonomic  
templating



### Automated Actions

Automate  
repetitive tasks,  
minimise costs  
and manual  
intervention



### Business Service Mapping

Measure  
business  
performance  
service by  
service



### DevOps & IAC

Integrate  
Pipelines and  
IAC lifecycle  
management to  
ITSM processes



### Cloud Optimisation

Reduce the  
cloud sprawl  
and drive  
down costs

Supplier Platforms



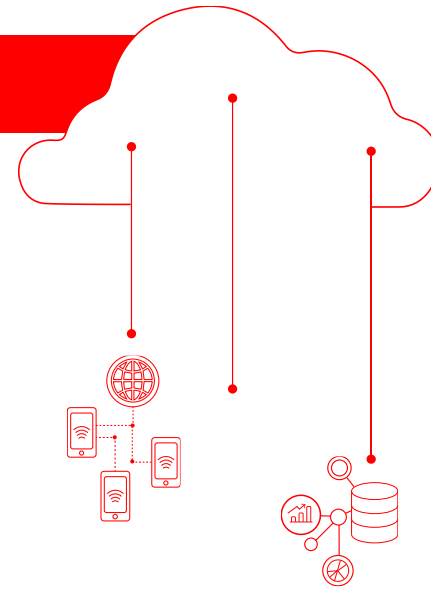
Holistic protection through development and delivery - securing hosts / VMs, containers and serverless



# Fujitsu Your Cloud Framework

The Fujitsu Your Cloud Framework helps you simplify your cloud adoption journey through a defined path focusing on how cloud adoption transforms the way you work by providing structure to identify the gaps in people, process and technology needed to successfully adopt public cloud.


Navigating through the path of cloud adoption is complex. Understanding where to start, what to focus on, where you can go wrong and what you need to do to get to where you want to be, is a confusing landscape.



The Fujitsu multi-cloud adoption model has been specifically designed to look past the hype and help you map out and plan your cloud adoption journey. The framework captures your business objectives and your motivations, as well as assesses your current cloud maturity to co-create with you your cloud adoption journey so that you meet your outcomes by not just consuming cloud, but by exploiting it.



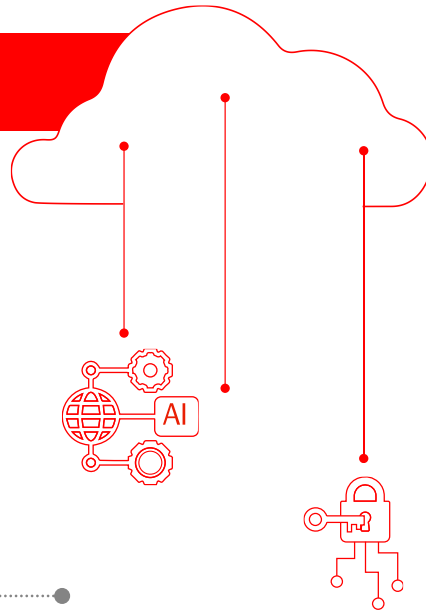
## Your Cloud Framework - Benefits

-  Understand your cloud adoption journey and the changes needed to your organisation to thrive in cloud
-  Align all aspects of your business to the changes needed to successfully adopt public cloud
-  Identify gaps in skills and processes that will block or stall cloud adoption efforts
-  Examine your cloud adoption from a series of viewpoints and plot out a series of Agile 'Epics' with clearly defined, non-overlapping workstreams tied back to your business objectives.
-  Define the digital estate assessment approach
-  Understand your training and education needs for public cloud adoption
-  Build the foundation of your Cloud Centre of Excellence

# Fujitsu SpringBoard for Cloud

Based on best practice from Fujitsu, Microsoft and AWS, Fujitsu SpringBoard is an automated platform that enables you to rapidly build cloud landing zones. You can innovate at pace with enterprise level security, controls and guard rails which are Center for Internet Security (CIS) benchmark aligned.

At its heart, there are four Springboard libraries that deploy your landing zone in minutes. All the library code and automation is delivered direct to your own repository so you always have the latest solutions ready to go.



Fujitsu SpringBoard includes four libraries:

**Infrastructure as Code** - Hundreds of pre-built Infrastructure as Code templates developed in Azure ARM and AWS CloudFormation, including networks, routing, firewalls, load balancers, virtual machines, SQL images, automation, alerts, budgets, policy, and much more....

**Configuration as Code** - Virtual Machine configuration, reporting and compliance capability via centralised Desired State Configuration (DSC), Azure and AWS Automation. DSC scripts and composite configurations are provided. Support for automated software installations with App Packaging tools.

**Pipeline as Code** - Automated deployment of Springboard assets into a Azure and AWS subscriptions using release pipelines. Hundreds of sample pipelines, triggers, jobs and steps provided. Use Cloud native DevOps tooling or 'bring your own solution'.

**Blueprints and Landing Zones** - Hundreds of blocks of code & configurations are combined to accelerate your journey to cloud on Azure and AWS. These wrap the Infrastructure as Code building blocks to create truly cloud native patterns.



**SpringBoard**  
A Fujitsu Innovation



## Fujitsu SpringBoard Key Benefits

- Reduce the build time for an enterprise Azure and AWS platforms from months to weeks.
- Deploy Azure or AWS at a fraction of the cost.
- Rapidly react to new business requirements.
- Embrace a full Infrastructure as Code approach at a fraction of the cost of developing it in-house.
- Accelerate deployment of new workloads with landing-zone blueprints.
- Enforce consistent ways to build and orchestrate solutions.
- Get constant updates that keep the code up to date with new Azure and AWS changes or features.
- Use Azure and AWS best practice accumulated through extensive enterprise cloud delivery experience.
- Align with the Microsoft Cloud Adoption Framework.
- Extend and develop your own code.



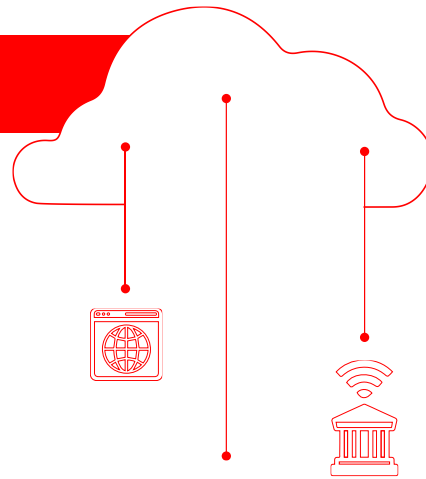


# DevOps

Implementing a DevOps model can be difficult and to ensure success you'll want to work with a partner that has successfully implemented these practices throughout several large government organisations.

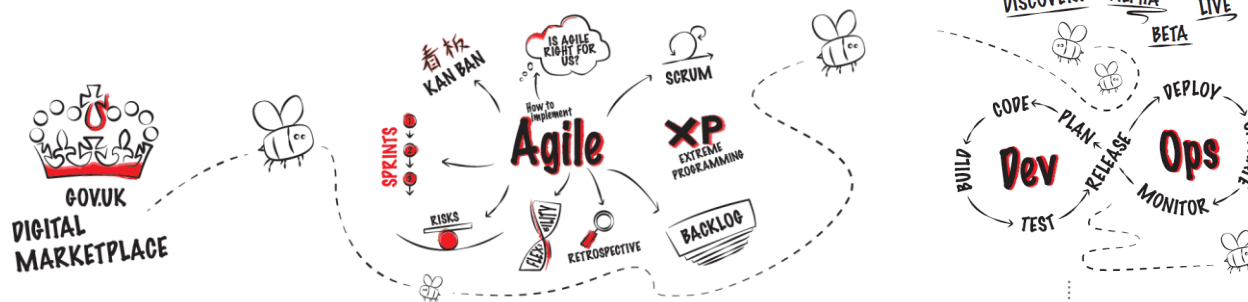
Fujitsu has an established DevOps framework to help identify your current position against a target DevOps landscape which would see the introduction of automated application delivery, testing and continuous feedback metrics to aid continuous improvement. We'll help you establish operational practices around automated delivery and give you the tools to help you shape your service management view for Cloud. We're experienced in helping clients build the cloud operating model which includes proactive, reactive and validating controls that align to your risk appetite.

Fujitsu are a large contributor to the Cloud Native Computing Foundation. With over 505 total commits to the Kubernetes open source framework and 768 total commits across 20 open source projects within CNCF. You can be assured that Fujitsu has a great understanding of the open source tools you'll need to leverage in order to be successful with your cloud implementation.



Our mantra is automation first. We've helped bring automation into some of the largest government bodies. Working with their application teams to automate the delivery of their application into the cloud. Helping them break apart their monolithic applications into smaller micro services that are managed and deployed through automation.

Pick a partner that truly knows automation, your success within cloud depends on it.



## Enabling government for 50 years

- Fujitsu understands how to implement automation within both public and private sectors, having partnered with some of the worlds largest organisations to help them realise their cloud and DevOps journey:
- We worked with a UK government body to establish best practice around micro-service architecture and deployment of applications using DevSecOps practices.
- Implemented a cloud framework for one of the largest global electronics manufacturers. Developing a full DevOps framework to automate the delivery of their applications.
- Working with a large financial regulator to enhance their cloud governance framework through automated testing of their infrastructure as code.
- Worked with one of the oldest organisation in Finland to create a fully secure landing zone in Azure with a full monitoring and governance framework.
- Implemented a large Azure Kubernetes framework to run microservices for payment transactions within a UK Public Services organisation.

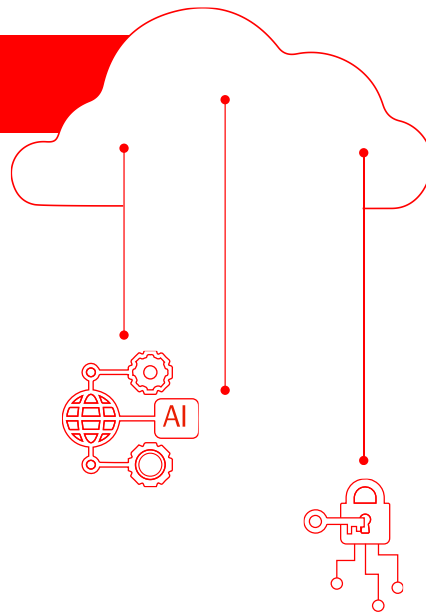
# Fujitsu & Microsoft Azure

## Fujitsu and Microsoft have a global alliance stretching back more than 20 years.

Together, we focus on building solutions with Microsoft technologies to enable digital transformation across the Public Sector. Whether you are looking for a partner to assist with your own cloud implementation or a fully managed service, Fujitsu provides an extensive portfolio of Cloud offerings and capabilities.

As a **Microsoft Azure Expert MSP** Fujitsu had to meet a stringent set of requirements, including verified proof of excellence in customer delivery, technical expertise and the successful completion of an independent audit.

Only the most capable technology companies are awarded Azure Expert MSP status to reassure customers and give them confidence when selecting a partner, guiding them on their cloud journey meet their digital transformation goals.



### Our approach with Microsoft Azure.

Together, we jointly apply our technology expertise and industry experience to accelerate customers' cloud strategies whatever your requirements.

[For the full story or for more information click here.](#)



Demonstrated Extensive  
Skilling



Delivered Customer  
Success



Invested in Advanced  
Support



Validated People,  
Process & Technologies



## Who we already work with

Fujitsu and Microsoft work closely together, not only to deliver support to customers, but to shape and execute their growth and ability to exploit opportunities. Here are just some examples:



### Construction Industry Training Board (CITB)

Migrated 4TB of data and replaced cloud services for scanning and legacy API using Azure, allowing 1,000 office and mobile colleagues to access digital services.



### Robeco

Implemented a hardware independent digital workplace using Microsoft's technology suite to increase collaboration, mobility and remote working to global standards.



### Toyo Gosei

Improving performance and strengthening disaster response measures by migrating on-premise SAP systems to Microsoft Azure.



### Gifu University, Japan

Building a Strategic Integration Database on Azure Document DB to enable interactive data visualization for a wide range of data types.

# Fujitsu & Amazon web services

Fujitsu Cloud Service for AWS provides public sector with a leading hyper-scale platform for hosting critical systems and driving innovation.

The well-architected framework and automated set of tools are all designed to help accelerate adoption and operational delivery. Recently Fujitsu achieved advanced consulting status and has committed to scaling-up to accredit 4,000 employees in AWS. Add to that, five decades of knowledge, expertise and relationships gained in public service - and you have a trusted partner with a unique offering. Put simply, Fujitsu's cloud service for AWS can help you blend the old world to the new – safely and securely – through:

**Co-creation** – road-mapping and laying the foundations for migration to AWS.

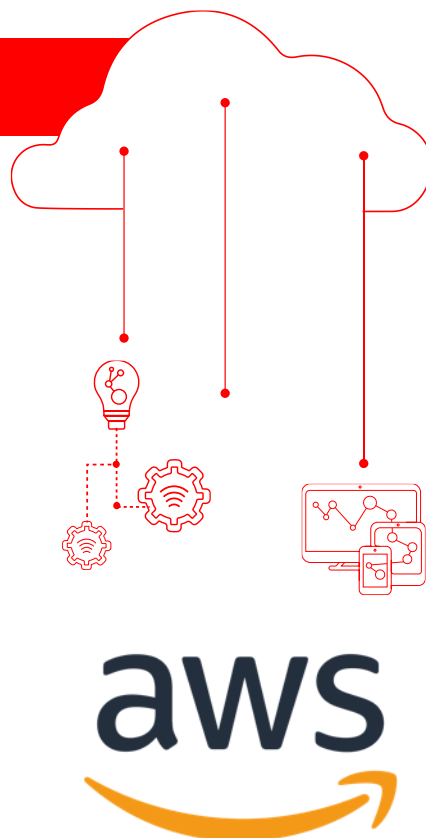
**Modernization** – modernizing your infrastructure and applications with AWS as the enabling platform.

**Optimization** – allowing you to take advantage of cutting-edge features and state-of-the-art tools for new application development.

## Our approach with AWS

Fujitsu and AWS have a global strategic relationship that allows our customers to intelligently transform and optimise their services.

[For the full story or for more information click here.](#)



## Who we already work with

The power and flexibility of AWS products and services attracts a broad client base of leading organizations in both the public and private sectors. Our AWS multi-cloud client list includes:



### Large telecommunications provider:

Move from on-premise data warehouse run by Fujitsu to data warehousing on AWS. Conductor middle-ware solution moved to AWS for scalability and future proofing.



### Global financial services company:

Application transformation to take online services from on-premise servers to AWS Cloud – increasing scalability and fault tolerance.



### Formwize:

AI-enabled automatic fail-over to AWS to ensure an always-on service in the event of a major outage from another cloud provider.



### UK and Ireland Governments:

UK and Irish Government organisations are leveraging AWS as part of a multi-cloud environment. Re-platforming web-based applications is increasing increase agility, resilience and flexibility.



Fujitsu Cloud-Native Accelerators fully exploit the benefits of AWS



Thousands of AWS Certified Experts by 2020



Cloud Advisory and Strategic Assessment lays the foundations for successful transformation



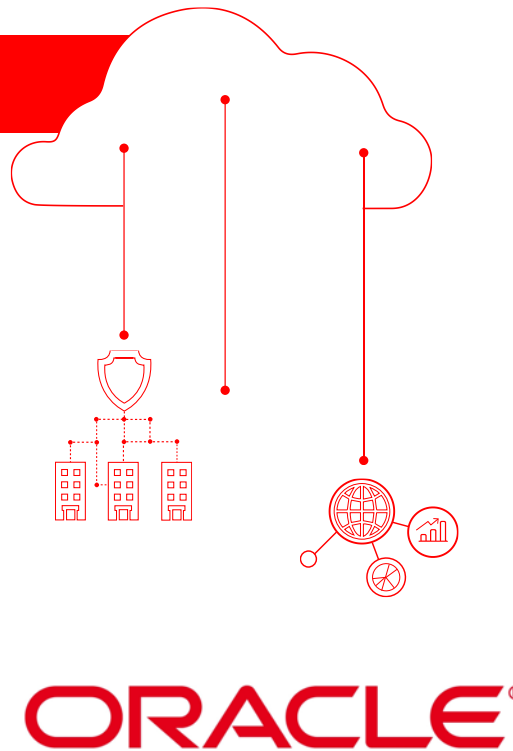
Advanced Consulting Partner MSP Partner Solution Provider

# Fujitsu & Oracle Cloud

Oracle Cloud offers a comprehensive range of solutions to help the public sector meet its challenges and succeed in today's environment of digital disruption.

Working in close partnership, Fujitsu and Oracle provide integrated infrastructure and applications solutions, which offer a full range of IaaS, PaaS and SaaS capabilities.

We provide a powerful platform for re-hosting critical applications like Oracle E-Business Suite, helping organizations adopt and use Software as a Service at scale. And we work to develop new applications that leverage a range of emerging technologies available through the Oracle Cloud.



## Our approach with Oracle

The joint expertise of Fujitsu and Oracle engineers offers a global resource for guiding customers along their future roadmap and exploiting Oracle Cloud features at a rapid rate.

[For the full story or for more information click here.](#)

**One of only five global MSP's for IaaS and PaaS  
2019 UK partner of the year for IaaS and PaaS**



Platinum Partner  
& Global Managed  
Service Provider of  
Oracle Cloud



3,500 Oracle accredited  
staff in over 20 countries



Extensive Oracle  
capabilities  
Spanning on-premise,  
private and public cloud –  
proven across the globe,



## Who we already work with

The scope and flexibility of our Oracle solutions make them ideal for delivering transformation at speed and scale in practically any enterprise. Our list of clients across the private and public sectors includes:



### Financial Regulator

Migration to Oracle's Exadata Cloud at Customer, as part of its strategy to move all infrastructure to cloud over the next five years.



### UGN

Leveraging Oracle IaaS, PaaS and Oracle E-business Suite to build new compute, applications and databases.



### UK and Ireland Governments

Enabling Government organizations to run critical operations, using platforms and technologies such as E-Business Suite.



### Essex County Council

Enabling shared services and efficiencies for schools, libraries and public institutions through new Oracle back-office infrastructure.



### Council Shared Services Connected Limited (SSCL)

SSCL is a programme that provides the standard operating platform which supports the Cabinet Office's shared services initiative to deliver Oracle e-business suite to Government.



# Fujitsu & VMware Cloud services

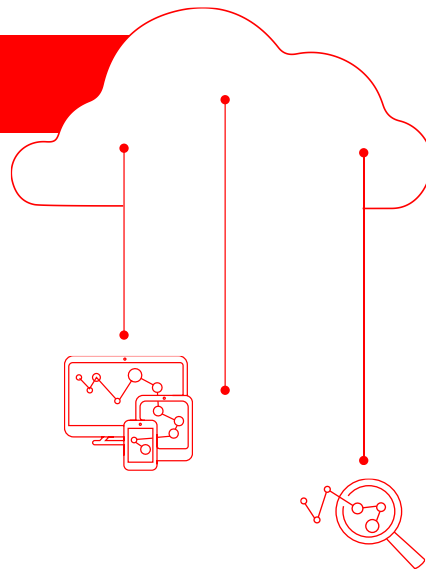
Together, we offer a range of solutions for Multi-Cloud and Hybrid IT environments that include:

## Fujitsu Managed Private Cloud Service (FMPCS)

An agile private cloud with high levels of performance, security and control, fully managed with a consistent user experience and commercial terms.

## VMware Cloud on AWS

Allowing organizations with VMware enterprise environments to quickly exploit the benefits of Amazon Web Services (AWS) for innovation, development and burst capacity, without the need for large or costly transformation projects.



# vmware®

## Our approach with VMware

Together, Fujitsu and VMware experts map out and divide every transformational journey into distinct steps, before finally implementing the moves that will accelerate progress.

[For the full story on FMPCS click here -](#)  
[For more information on VMware Cloud on AWS click here](#)



15 year  
global alliance  
relationship



Delivering secure  
platforms and networks to  
300 VMware NSX customers



Providing resilient  
mission-critical  
private cloud to around  
300 customers

# FUJITSU

## Who we already work with

Some of the world's largest enterprises and government organisations already partner with us to transform quickly and safely using the power of Multi-Cloud and Hybrid IT. Just some of our customers include:



### Lowell

Making credit work better for all by standardizing and industrializing a complex international IT estate – using Fujitsu Managed Private Cloud Service.



### Leading security services business

Enabling an enterprise transformation vision with a global corporate cloud environment featuring Fujitsu Managed Private Cloud Service, Amazon Web Services (VMware Cloud on AWS) and Microsoft Azure.



### Global automotive company

Delivering cost efficiencies and enabling a digital strategy with a Multi-Cloud environment, including FMPCS and Microsoft Azure.



### UK Government Department

Delivering significant cost efficiencies and service improvements through migration of 99 million accounts and supporting up to 17,000 users to use a new database, without affecting service availability.