Are we nearly there yet?

Trust Fujitsu to accelerate your journey to cloud-first.

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

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.

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’.

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 modernize 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?

<table>
<thead>
<tr>
<th>Cloud Service Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Traditional data centre environment</td>
<td>30%</td>
</tr>
<tr>
<td>Infrastructure-as-a-Service (IaaS)</td>
<td>21%</td>
</tr>
<tr>
<td>Platform-as-a-Service (PaaS)</td>
<td>24%</td>
</tr>
<tr>
<td>Software-as-a-Service (SaaS)</td>
<td>50%</td>
</tr>
<tr>
<td>Don’t know</td>
<td>15%</td>
</tr>
</tbody>
</table>

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.
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 and 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.

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) 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, personalized 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.

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.

All the expertise you need to get there
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 optimized
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.
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 teams across central and local government in the UK.

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.

The future trusts us.
Why 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.

Did you know?

We build personalized 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.

Did you know?

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

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. 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 and building trust.

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.

Fujitsu provides Managed Security Services 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.
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 optimize 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 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 for Public Sector, Local Government, Police and Health. Our services cover a broad range of areas including Cloud, business applications, digital workplace, data and artificial intelligence.

Our collaboration also enable the UK Public Sector to transform and modernize their core applications. Either through re-platforming for optimal performance in the Azure Cloud, or by harnessing the full power of Fujitsu & Microsoft cloud-native capabilities to re-architect them from the ground up.

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.

Certified Microsoft Expert Managed Service Provider (MSP)

Industry-leading Managed services for Azure Global, local and blended delivery

Delivering shared private cloud on azure technology since 2014

Our approach with Microsoft Azure.
Together, we jointly apply our technology expertise and industry experience to accelerate customers’ organizational change at a faster rate than ever before, using end-to-end Microsoft and Azure services delivered at scales.

For the full story or for more information click here.
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.

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 Conduct Authority
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.

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,

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

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.

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

Who we already work with
Contact us

To learn more about the services Fujitsu can provide your organization please contact us on AskFujitsu@uk.Fujitsu.com or +44(0)1235 797711

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