FUJITSU

AWS Cloud

Elevate your digital transformation with a global reach cloud platform designed for the future of your business

Today's leading organisations are increasingly under pressure to pursue the benefits of digital transformation. But in certain industries where far greater levels of security are demanded at OFFICIAL, SECRET and TOP SECRET, digital adoption can pose substantial threats.
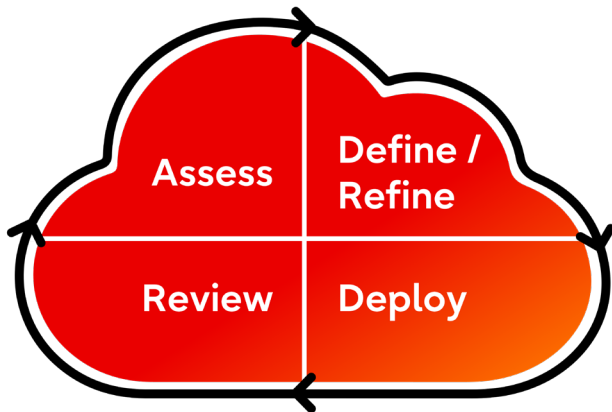
Today's challenge is no longer whether to adopt a cloud-based approach, but rather how cloud can accelerate digital innovation in a secure environment. As more and more technology products and services are becoming cloud capable, organisations are striving to adapt their security and privacy policies to be cloud compatible. Combine this with an organisation's demand for more flexible, easy-to-consume technologies and the result is that cloud is becoming the default for infrastructure services.

To satisfy this expectation, Fujitsu Secure Cloud: AWS provides enterprises with the best of both worlds: a leading hyperscale platform for hosting critical systems and driving business innovation, combined with an expert multi-cloud and hybrid IT integrator, ensuring a seamless migration on the pathway to enabling your digital transformation.

aws

The digital transformation journey

At Fujitsu, we realise many clients are at various stages in their cloud adoption lifecycle, and to this end we take a 'Client Challenge' focused approach. Utilising public cloud platforms provides a number of routes to achieve the goals, and until we understand the challenge fully, the technology direction cannot be set. AWS takes the same approach with their 'Working Backwards' methodology.

Adopting this approach enables us to build a solution which has clearly defined feedback loops to allow iteration within the solution design. This yields a solution which has the flexibility to adapt as the client's understanding and use changes over time.
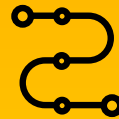
By taking this approach we can:

Innovate faster

Modernise and build new applications, using our cloud native accelerators

Save costs

Drive operational and cost efficiency through our utility-based managed services

Reduce complexity

Integrate AWS with existing IT using our proven methodologies and end-to-end services

Maximise security

Securely deliver a zero trust solution, with security embedded throughout

Accelerated and measured delivery

Fujitsu provides a number of ways to accelerate your digital transformation journey:

- **SpringBoard service**
  Automated delivery of AWS platforms with layered security from the outset, reducing set-up time

- **Consulting approach**
  Delivering analysis of the challenges, proof of concepts, and preparation for accreditation

- **Data-driven outcomes**
  Using our data science and analytic capability, we can ensure measured progress throughout the programme, and beyond

- **Reuse**
  Fujitsu can bring experience gained with other clients to the engagement to avoid pitfalls and potential delays.

We are also very cognisant the move to consuming public cloud is a big step for many organisations, and we recognise the challenges and concerns this may raise, especially in highly secure environments. This is why we assess the challenge as a whole, and realise elements of the programme may require services to remain on-premise, a potential for hybrid operation, or indeed full reliance on the cloud. We work with you to find the right balance across all areas during our engagement.
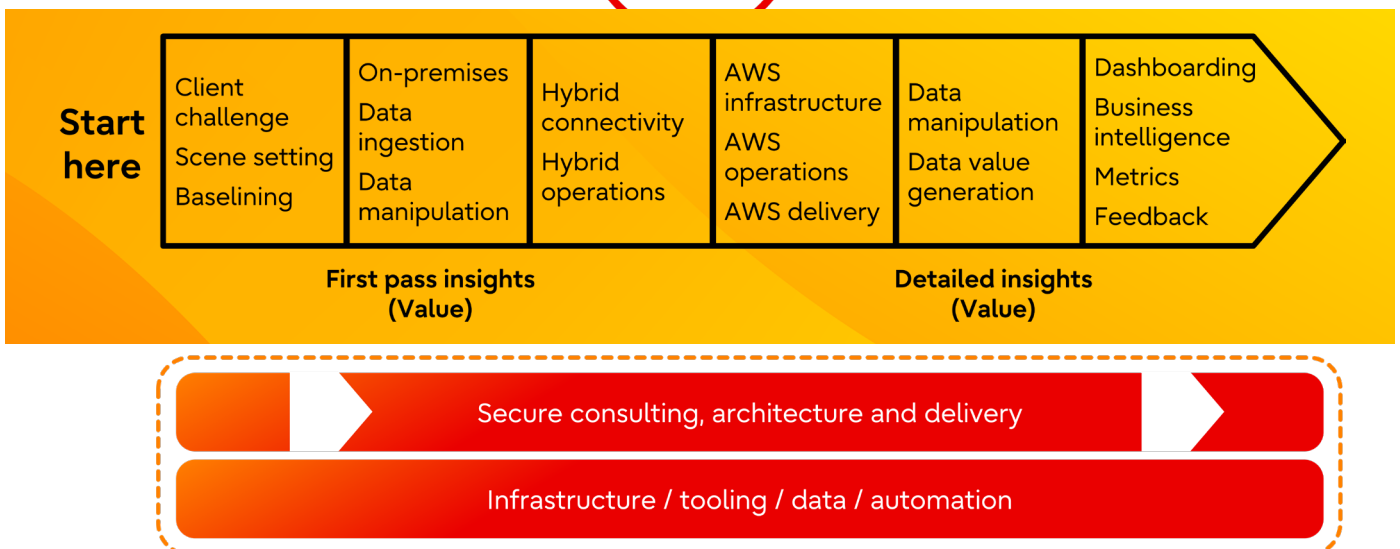
Fujitsu and AWS ecosystem

Fujitsu has invested in developing capability in the AWS ecosystem to assist our customers in integrating these tools as part of their IT environment. Whether it's a first workload, mass migration, or cutting-edge data science applications, Fujitsu has invested in people to help our client's understanding of these services, and to navigate the successful outcomes on the AWS platform. In doing so, we've achieved numerous certifications, and competencies, as well as validation from AWS themselves.

Fujitsu and AWS at a glance

- Advanced consulting partner
- MSP partner
- Solution provider
- Two AWS competencies
- Five partner programmes
- 200+ AWS certifications
- 20+ AWS customer launches
- Provide IT services in over 180 countries, and 40 languages via Global Delivery Centres.

Customer challenge feedback loop

Start here	Client challenge Scene setting Baselining	On-premises Data ingestion Data manipulation	Hybrid connectivity Hybrid operations	AWS infrastructure AWS operations AWS delivery	Data manipulation Data value generation	Dashboarding Business intelligence Metrics Feedback

First pass insights (Value)   **Detailed insights (Value)**

Secure consulting, architecture and delivery

Infrastructure / tooling / data / automation

Proven security and information assurance

Our ability to deliver this approach at heightened security levels is well proven. Fujitsu Secure Cloud: AWS builds on our 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.

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 data centre facilities, or where necessary, the customer's data centre may also be used. The service can also be hosted in the dedicated public sector Crown Hosting data centres 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 in Defence & National Security?

Our world is being disrupted. But together with you, Fujitsu's ambition is to build a brighter, more sustainable future for us all.

We want to work together to navigate this digital disruption collaboratively, and explore solutions to the evolving threats we face today. Together, we can exploit technology that will drive high-impact improvement, transform our digital future, and help to make us more sustainable in every way.

We can do this by harnessing technologies such as AI, machine learning, digital twin, quantum, and high-performance computing. Our vision uses the power of everyone, bringing together our integration capabilities and knowledge in managed services with cognitive and advanced technologies that will drive your digital transformation. By elevating people higher up the value chain allows the smartest ideas to emerge to tackle tomorrow's big challenges today – whatever they may be.

With our technological inspiration and business vision from Japan, we touch the lives of millions of people around the world every day. For over 60 years, we've been working at the highest levels of security demanded by militaries, governments, and industry to ensure the UK's most critical infrastructure operates smoothly, 24/7.

We've continually had to adapt to a changing world, and we will keep evolving in the face of future threats. We are diverse, creative, talented, and different. And we are committed to building new possibilities for everyone. By connecting people, technology and ideas, we are making the world more sustainable by building trust in society through innovation.

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