



Value Assessment consultancy:

Unlocking the value
of emerging
technologies today



Start





**Emerging technologies
are continuing to evolve
at breakneck speed,
generating a great deal
of hype surrounding the
opportunities they present.**

Yet, according to many observers and analysts, the time frame for when most organisations will generate business gains from these technologies varies between 2-10 years. So, identifying the right technologies, understanding the role they can play and how they will mature – such that their value can be exploited within a compressed time horizon – is a perpetual challenge for many organisations.

Fujitsu's Value Assessment consultancy service (XVA) can help you to find that sweet spot between feasibility, commercial impact and time to value. Covering technologies ranging from AI to quantum computing, blockchain and Web3 to digital twins, we are already supporting leading organisations in extracting value from disruptive innovations in a much shorter time frame, and without risk.



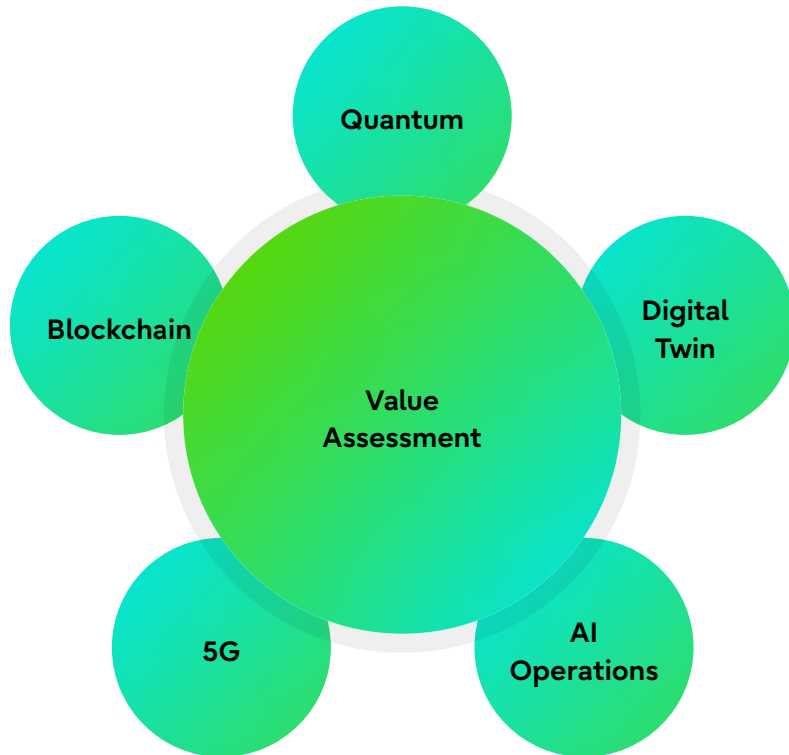
Focus on new sources of value

By effectively deploying the emerging technologies now whilst fully understanding the likely direction in which these technologies will evolve, we can help organisations to deliver a competitive advantage without having to wait until they become mainstream.

Fujitsu's XVA service utilises use cases that are relevant to each individual customer, and by applying our expert knowledge and deep understanding of the technologies allows us to establish a strong view of how they will evolve.

All too often, when evaluating these emerging technologies, organisations are either forced in to taking a blind leap of faith without the requisite insight or use case scenarios; or they adopt an over-cautious approach and simply wait too long that the resultant benefits don't materialise.

We can also establish an accurate assessment for how the technologies can connect with each other, as well as understanding any potential convergence with other emerging technologies and the impact this may have. All of which brings forward the opportunity to add value, whilst de-risking the entire process.



Business fit – value focussed

Conversations around emerging technologies usually start with the technology itself. And all too often, that's where they end. This leaves organisations struggling to decide where, when and how to use the emerging technology for meaningful, sustainable, positive measurable impact.

Fujitsu's approach focuses on each organisation's individual and unique challenges which allows us to understand what they need to achieve from a different perspective. With support and guidance from unbiased industry experts, you will be able to position your organisation to unlock the true potential of a range of emerging and disruptive technologies including quantum, blockchain, digital twin, AI ops and 5G.

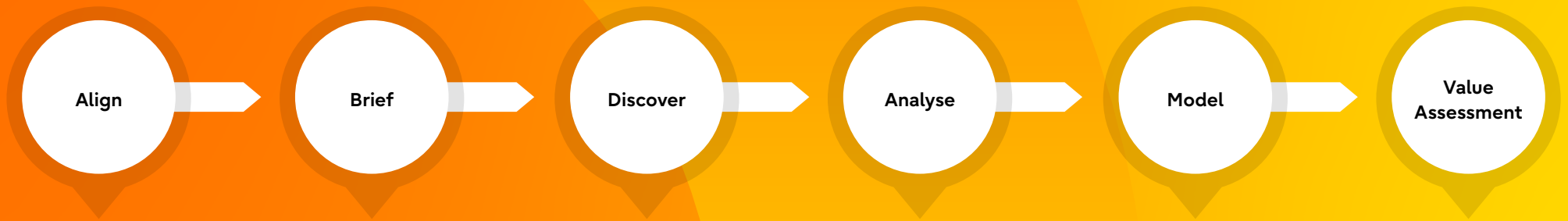
Fujitsu's XVA consultancy service is built on an established multi-stage framework to ensure value is the focus throughout our engagement, and that all insights gained are captured and recorded for your future use. Our specialist team of industry aligned experts will be supported by technology specialists throughout a series of structured, interactive workshops.

This ensures regular stakeholder participation forms a fundamental element of the process, and planned actions are agreed with those involved or impacted as we move from stage to stage.

The XVA framework will address a series of challenges that are specific to your organisation:

- How do you understand the value to your organisation?
- How do you navigate the hype and determine what is possible within your organisation?
- How do you plan for and build a roadmap around the capability?
- Where are the benefits and how do you realise them?
- What use cases have you explored or didn't realise were possible?
- What is the starting point?





Align sessions ensure the correct stakeholders and business subject matter experts are actively engaged, and that all participants understand the connection to the organisation's business objectives and intended approach.

Brief sessions provide a briefing on the technology fundamentals, including what it can and cannot do, the current state of the industry landscape and its future potential.

Discovery workshops identify potential business opportunities for the technology. We actively encourage you to bring your specific scenarios and processes to be explored, and we provide our list of known industry sector relevant algorithms and technologies that we have identified from academia or industry activity to prime the discussions.

Analyse workshops look at selected business opportunities in detail. Working in conjunction with your subject matter experts we qualify how and where the technology can be applied in your end-to-end process to derive most value.

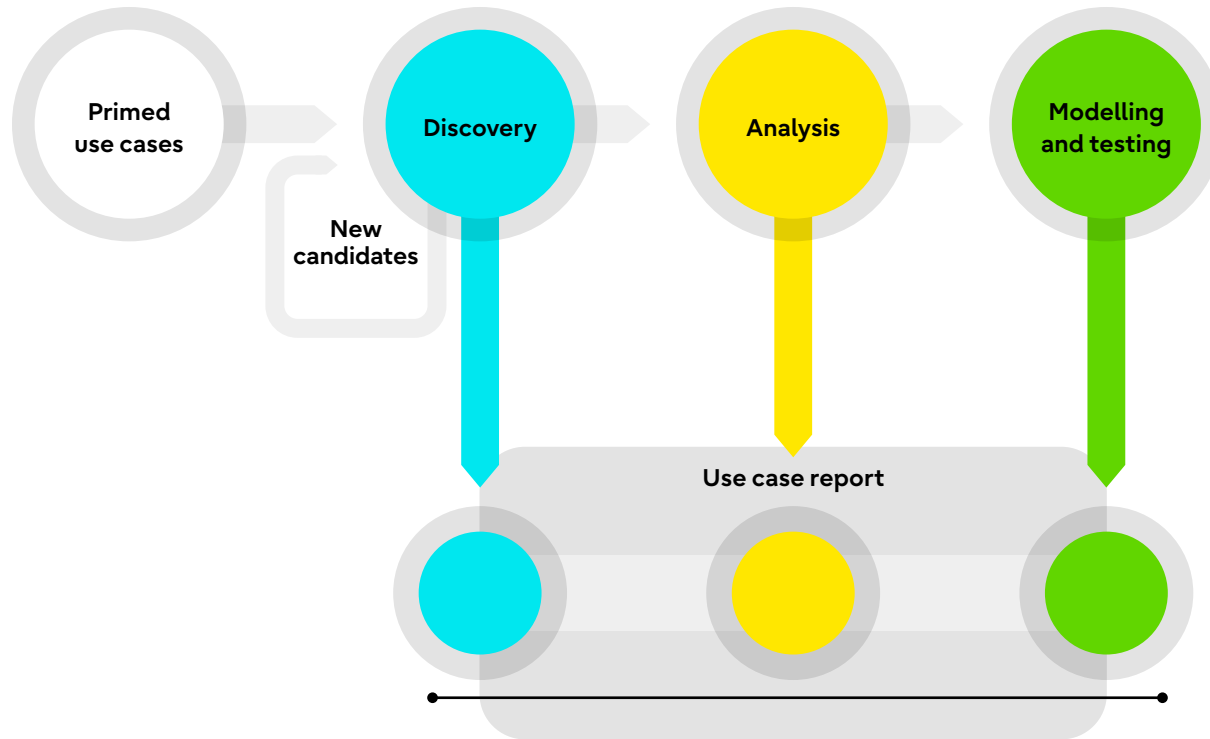
Model workshops turn the chosen business challenges into the mathematical model describing the problem statement required by the technology. The modelling will allow you to see where and how the technology can be leveraged and the value it can unlock within your organisation.

Our **Value Assessment Final Report** details all outputs from these workshops, including potential quick wins and our recommendations for establishing the required people, process, and technology related skills to effectively adopt the emerging technology into your organisation.



“Together we’re exploring the quantum opportunity and potential use cases, outlining how HSBC could move from the software simulations and bridging technologies, that are available now, to quantum advantage in the future.”

Philip Intallura
Global Business Lead for
Quantum Computing, HSBC



Tailored use cases

A critical element of our process is the careful selection of tailored use cases we deploy to evaluate practicality and applicability for each individual customer's scenario. Candidate use cases are recommended by our team of experts, but we also encourage relevant contributions from customers. All use cases follow the process shown below, and each has followed their own path on to the next stage, based on our assessment. Assessing relevant use cases in this way allows us to evaluate feasibility, viability and desirability for each individual customer, allowing us to establish the best starting point for any deployment.

Built for individual technology disciplines, each XVA recognises the overlap and dependencies with each other in your organisation's use cases. A structured and connected value assessment will enable this, removing the need to either take a leap of faith, or wait until the benefits don't materialise. By focussing on the value in this way ensures we understand the specific benefits that each individual customer can realise from the adoption and implementation of these technologies. So, when it comes to deployment, the guesswork has been removed.

Why Fujitsu?

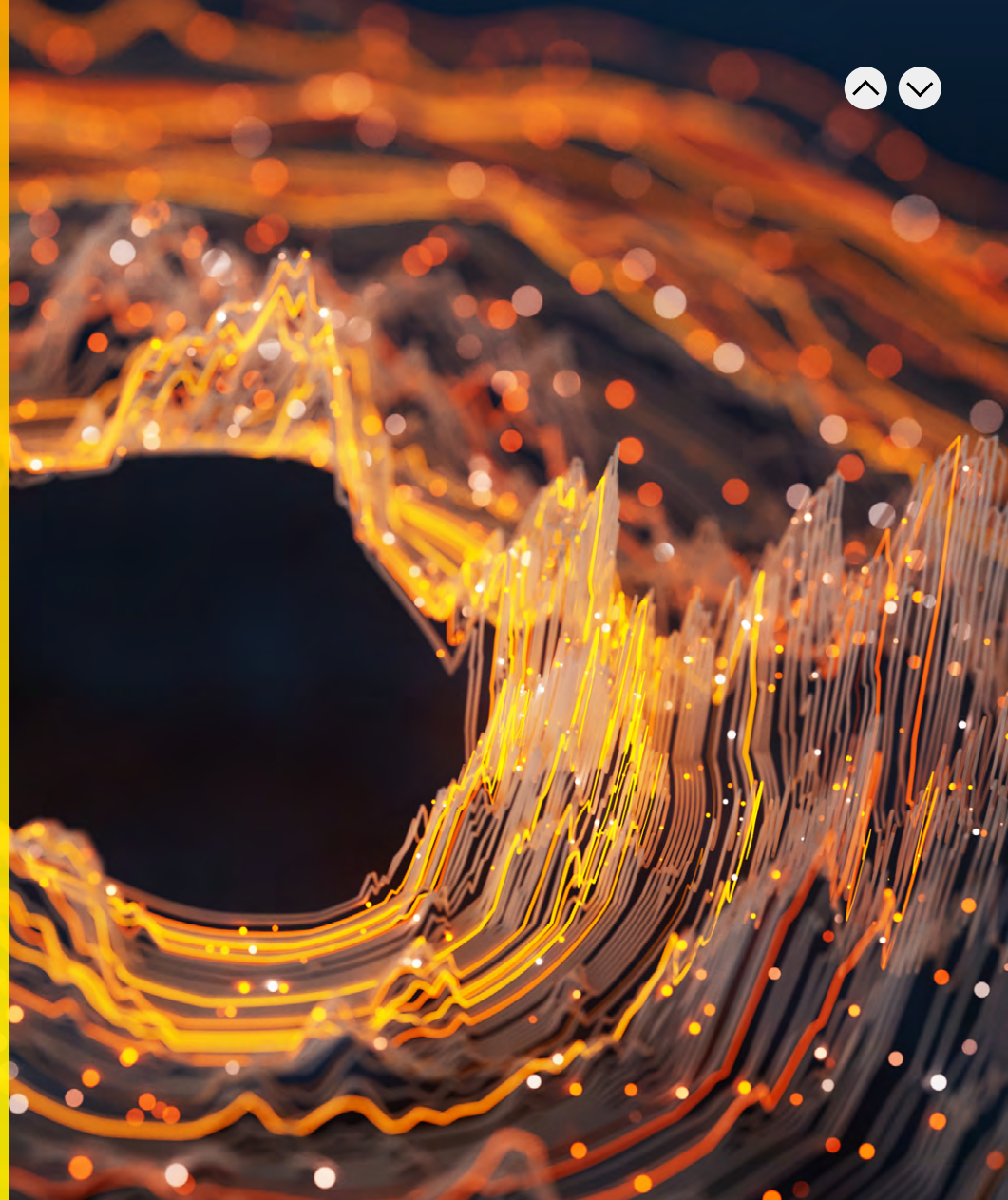
We are a global leader in technology and business solutions that transform organisations and the world around us. This is pivotal to our purpose: to make the world more sustainable by building trust in society through innovation.

It's a vision which is central to our presence in the UK, home to Fujitsu's Centre for Cognitive and Advanced Technologies. The Centre brings together innovation in areas including digital twin technology, quantum computing and artificial intelligence, as part of Fujitsu's commitment to developing a high-skills UK economy. Providing a direct link to our work in Japan, the Centre will provide a focal point for collaboration between industry, Government and academia, as well as enhancing the UK's ability to draw on Japan's leadership in areas such as super computing.

The Centre forms part of Fujitsu's workforce across the country, driving digital innovation in both the public and private sectors.

Our technology contributes to some of the UK's critical systems, from enabling online tax returns with HMRC and providing the Flood Warnings Direct service, to delivering secure communications to our Armed Forces.

Fujitsu is committed to investing in the UK and drawing from our global expertise to create a new model of innovation that helps realise the country's scientific superpower potential.



To find out more about Fujitsu's Value Assessment consultancy service contact:

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