

Fact Sheet

AMS Capacity on Demand

Scale head-count and talent to match your current needs

Business goals

Today IT organizations are faced with three major challenges:

- How to expedite time to market?
- Where to gain ready access to local and global pool of IT consultants with critical skills.
- What innovative solutions can be deployed to save critical IT budget.

How can Fujitsu help

- Our clients will be able to reduce IT costs to the tune of 20% through the ability to source consultants with critical skills quickly and at a lower cost as a result of the Fujitsu 'AMS Capacity on Demand Offering'.
- Fujitsu will be able to demonstrate the delivery of value by manpower scalability and by cost savings with customer Service Level commitment.
- Fujitsu will be able to help with this specific problem because of the size, global reach, experience and depth of skills on varied technologies in all major languages and time zones.

The AMS Capacity on Demand (CoD) offering

- This offering takes the advantages of a retained IT organization and merges them with the advantages of a Managed Services engagement. Unlike a traditional Application Management Services (AMS) engagement, clients are committing to a set number of resources with the flexibility to optimize the skill sets as your business needs change. What if you need 50 skilled Java developers for example now and in 6 months you need 50 .Net developers instead? This model allows you to do just that, all at a low resource cost that is committed upfront.

The advantages of moving to the Fujitsu Capacity on Demand model

- Avoid "skills-lock" where solutions are based on available resources and not on the best solution for your organization.
- Fujitsu is not platform-specific. We provide solutions, development and support on a wide variety of platforms driven by a consistent, repeatable methodology which is technology and platform agnostic.
- Clients will be provided access to onsite, local and offshore resource/skill pools that are committed upfront. No re-negotiation. The benefit of this is Flexibility of resourcing – variety, scale and clear predictable cost.
- Enjoy an extension of your internal team while moving the effort and cost to hire, train and retain resources to Fujitsu.

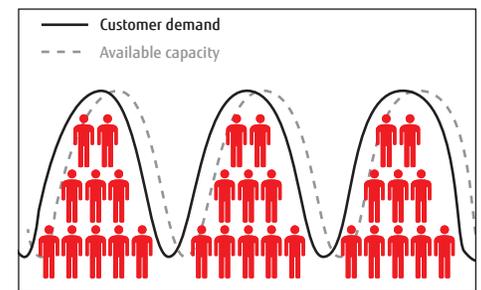
Our Value Proposition

Cost

- Significant cost saving if moving work offshore – around 30% to 40%
- Around 20% cost saving with our AMS Capacity on Demand model.

Control

- Transparency – Full transparency of the team and clarity of the pricing structure.
- Seamless alignment – A Fujitsu resource becomes an operational part of your IT organization; alignment is assured
- Detailed customer knowledge – The team leverages detailed knowledge of your environment to ensure the right processes are followed and applied.
- Advice and risk management – Retain control and gain access to a vast knowledgebase available with the extended team.



Capacity

- Global and local resource scalability – Fujitsu is uniquely positioned to scale capacity services to meet your global and local needs
- Front office / Back office - Behind the scenes, there is a team that can be committed to solutions, technology, development as well as service and support requirements. The model can be effectively used to maximize benefits to you.

Get the competitive edge with Fujitsu Capabilities

- Fujitsu is 169,000 employees strong, providing IT services in every major language across the globe.
- We have the flexibility and ability to rapidly staff any project.
 - Benefit from Fujitsu innovation with our R&D investments over \$2.4 B. Take advantage of our technology leadership as an SAP® Global Partner, Oracle® Diamond Level Partner and Microsoft® partner.
- Fujitsu provides end-to-end IT services.
- Fujitsu provides public and private cloud solutions that are available globally.

About Fujitsu Americas

Fujitsu Americas is the parent and/or management company of a group of Fujitsu-owned companies operating in North, Central and South America and Caribbean, dedicated to delivering the full range of Fujitsu products, solutions and services in ICT to our customers in the Western Hemisphere. These companies are collectively referred to as Fujitsu Americas.

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Fujitsu green policy innovation

Fujitsu Green Policy Innovation is our worldwide project for reducing burdens on the environment. Using our global know-how, we aim to resolve issues of environmental energy efficiency through IT. Please find further information at: www.fujitsu.com/global/about/environment/



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FPC65-7488-01 09/15.
15.0791

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