

Fact Sheet

Fujitsu Accelerated Solution Templates - FAST

FAST Flows are the ideal solution for manufacturers of industrial products who have selected Oracle® as their ERP platform.

This Fujitsu solution extends Oracle's eBusiness Suite capabilities to most closely meet the business processes and challenges common to the industry providing a faster deployment time and the ability to achieve the targeted quantified values associated with implementation.

Challenges

In today's environment, manufacturers perform rigorous due-diligence prior to selecting an Enterprise Resource Planning (ERP) package. With more functionality and features being available, a careful review, evaluation, and selection process must be undertaken. A manufacturer should be just as careful and diligent when selecting their implementation partner as this is the team that actually shapes the way your business processes will be designed, developed, deployed, and supported.

Fujitsu has a long and successful history of implementing the Oracle E-Business Suite, specifically in industrial manufacturing industries. This experience allows us to provide accurate options to successfully design and develop solutions to be rolled out across organizations and various plants. Fujitsu Accelerated Solution Templates (FAST), were designed around these years of experience with a variety of industrial manufacturing customers. The FAST solution includes pre-built templates and flows that provide a faster, higher quality solution design than traditional methods. By leveraging pre-built solutions around both common and industry-specific business challenges, the development cycle is shortened while preparing for system roll out. It's all about having a global partner fully invested and fully experienced with success in your industry.

How we can help

Using FAST is the ideal implementation strategy and approach for industrial manufacturers who have decided on the Oracle E-Business Suite as the foundation for their ERP platform.

The Fujitsu design process utilizes pre-built solution sets and flows designed for the manufacturing industry which are then further tailored to meet our client's specific business scenarios. The solution set rounds out the capabilities of Oracle with resolutions to address business processes and challenges common to the industry including the areas of Quality Control, Procurement, Receiving, Release Management, Labeling and Scanning, Warehouse Management, Integration to Legacy Applications and more.

When paired with the industry expertise of Fujitsu, the Fujitsu Accelerated Solution Templates provide excellent quality design focused on leveraging system capabilities and proven processes opposed to replicating legacy functionality with extensive customizations. The entire package provides faster speed to value for both solution and system acceptance so our clients can focus on growing their business opposed to struggling through typical IT challenges.

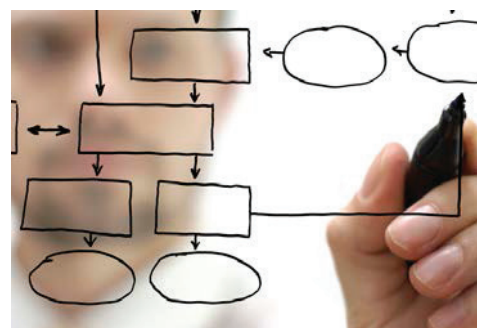
Benefits

Proven industry experience ensures:

- Common terminology
- Best practices business processes
- Consistent, predictable results

FAST includes pre-built templates and flows that:

- Maximize standardization and minimize customizations
- Allow tailoring for company-specific deviations
- Leverage existing processes to shorten the development cycle



The Problem

- You want a Global Partner – more than just a Systems Integrator
- You want to implement standardized solutions opposed to custom processes
- You want someone experienced who understands your industry
- You want the capability to deploy globally
- You want to decrease ongoing application support costs

What we offer

Built around a core ERP service offering, FAST includes:

Oracle Financials including General Ledger, Accounts Payable, Accounts Receivable, Fixed Assets, and Cash Management

- Oracle Projects including Project Costing and Project Billing
- Oracle Order Management including Order Management, Advanced Pricing, Release Management, and Shipping and Receiving
- Oracle Procurement including Purchasing, iProcurement, iSupplier, and Sourcing
- Oracle Inventory including Inventory, Costing, Warehouse Management, and Mobile Supply Chain Applications
- Oracle Planning including Advanced Supply Chain Planning, Production Scheduling, and Supplier Scheduling
- Oracle Manufacturing including Discrete and Flow Manufacturing, Work in Process, Bill of Materials, Engineering, and Quality
- Oracle e-Commerce Gateway to address EDI/XML requirements common to the automotive supplier industry

Clients may elect to augment or streamline their footprint where it makes sense, based upon their unique situation and legacy environments.

How it Works

Solidifying your Oracle Footprint

At Fujitsu, our approach includes a concrete plan to address how, when and where your company will be addressing typical business functions. Our goal is to structure a program that provides maximum ROI with considerations in place for common challenges including the ability of your organization to adapt to new software and new business processes, budgetary limitations and internal resource constraints, as well as the demands of staggered rollouts or phased functionality due to the unique situations of our individual clients. Defining a solid foundational structure and plan is a key to success prior to initiating any implementation services.

A Global Design followed by Solution Development and Deployment

The Fujitsu implementation methodology initiates with a Global Design phase that considers all applicable plants and regions for a truly global design process model where standardization and defining common business processes is the goal. Our clients are truly led through detailed workshop sessions on both master data and business process functions based upon the pre-built flows and templates contained in FAST. After obtaining process flow acceptance from the business community and accounting for local deviation requirements, the detailed solution is developed leveraging existing Fujitsu industrial manufacturing intellectual capital. The final solution design is then configured for testing, acceptance, and after appropriate training, deployment.

Solutions in Action

How customers have benefited

The Business Problem: Replace multiple legacy systems across the company with "One System, One Architecture", while at the same time providing for continuing growth via acquisitions and joint ventures. Also, create standard business processes across the entire organization.

Oracle and Fujitsu worked together closely from the software selection process all the way through design and deployment. We created a solution blending the best of Oracle technology with the best of the client's custom applications, delivering a solution to meet the demanding requirements of this Just-in-Time manufacturer of automotive interiors. The solution includes Oracle Financials, Procurement, Human Capital Management and Order Management suites, integrated with custom Toyota Production System software, deployed from Canada to South America.

The Business Problem: Create an integrated Supply Chain system and "single source of truth".

Oracle and Fujitsu worked with the client to design and deploy an end-to-end E-Business Suite (EBS) solution that included the full range of modules from Financials and Procurement

through Order Management and Manufacturing to Supply Chain Planning and Forecasting. The solution replaced numerous legacy systems and was deployed in both the U.S. and Europe to support the company's growth to over \$1 Billion in revenue.

The Business Problem: Replace 140+ legacy systems with a single, integrated system.

Oracle and Fujitsu worked closely with the client to replace 140+ legacy systems with a fully integrated solution consisting of 28 Oracle EBS modules. This solution was designed and deployed in less than 10 months using a "right sized" approach that was affordable both to implement and maintain for a client this size.

Why Fujitsu

- A key player in the manufacturing industry at multiple levels – fully invested in providing solutions to major companies just like yours
- Accelerated implementation methodology focusing on designs specific to the manufacturing industry, including pre-built templates and flows
- Pre-built solution sets for the Oracle E-Business Suite applications, providing solutions to common business process models and challenges
- Capable of building a fully optimized organization by matching Fujitsu's proven track record of years of experience in lean IT services with your proven record of lean manufacturing
- Recognized by Oracle for competencies and global capabilities with their highest level of partnership: Diamond Partner

About Fujitsu America

Fujitsu America, Inc. is a leading ICT solutions provider for organizations in the U.S., Canada and the Caribbean. Fujitsu enables clients to meet their business objectives through integrated offerings and solutions, including consulting, systems integration, managed services, outsourcing and cloud services for infrastructure, platforms and applications; data center and field services; and server, storage, software and mobile/tablet technologies.

For more information, please visit: [http:// solutions.us.fujitsu.com/](http://solutions.us.fujitsu.com/) and <http://twitter.com/fujitsuamerica>.

Fujitsu OPTIMIZATION Services

In addition to Fujitsu Accelerated Solution Templates, Fujitsu provides a range of platform solutions. They combine reliable Fujitsu products with the best in services, know-how and worldwide partnerships.
<http://www.fujitsu.com/us/products/computing/servers/unix/sparc/>

More information

To learn more about Fujitsu Accelerated Solution Templates, please contact your Fujitsu sales representative, or visit our website.
<http://solutions.us.fujitsu.com/oracle>
Contact our sales specialists for Consulting and Infrastructure Services at 877-217-2063.

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Fujitsu green policy innovation

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