

# Fact Sheet

## Fujitsu Colocation Services

Customer Co-Lo at Low Cost!  
Colocation Services – Increased Benefits at Reduced Cost

### You can help your customer to:

- Control costs as the demands on their data center expand
- Maximize the use of their existing data center resources
- Implement meaningful sustainability initiatives
- Properly design their business continuity and disaster recovery plan
- Improve services and products time- to-market

### How we can help

You can recognize a customer in need of this service because one or more of these statements are true:

- They have limited or have no data center floor space availability
- They use rack and cabinets today to house their servers and other equipment
- They are current colocation users and want a lower cost option
- They are a startup and do not wish to invest in their own data center
- They are in need of a secondary site for backup and recovery

Fujitsu Colocation Services allow customers to centralize their data by maintaining it in one of Fujitsu data center. By using Fujitsu Colocation Services, they not only save money, they also reduce their environmental footprint, increase the security of their data, and enhance their overall agility.

### What we offer

#### Architecture

- Data Centers have a continuous infrastructure and architecture improvement plan

- Less expensive than building one of our new data centers
- Provides the opportunity to locate IT equipment in one of our world-class data centers with:
  - Backup power generators and uninterruptible power supplies
  - Fire suppression systems

#### Fujitsu:

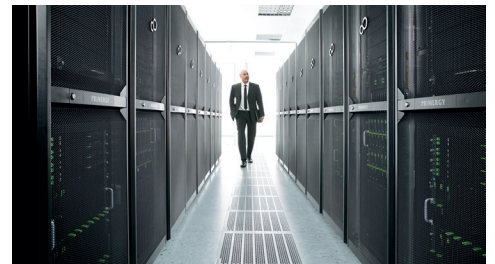
- Provides a secure co-location solution at a competitive price
- Removes the burden of facility management and costs
- Less expensive than building one of our new data centers
- Provides the ability for customers to scale up or down as required to support changes in their hardware environment
- Provides the highest level of smart hands service

#### Benefits

The flagships of the North American data centers are located in Dallas, TX, Staten Island, NY and Sunnyvale, CA. A multi-million dollar upgrade and expansion of our data centers has resulted in a highly secure, flexible, and cost-effective solution for your customers' colocation needs. The data center expansion projects have built upon the Fujitsu commitment to Green IT by dramatically reducing the data center's Carbon Emissions by over 3,800 tons/year.

Most importantly, your customers' data is highly secure at Fujitsu data centers.

- Fire rating on all data center hall doors, walls and windows



### The problem

Your customers' operating costs can increase more than 20% annually. In many cases, the increase in operating costs outpaces the growth of the business. Colocation Services is a way to help your customer stem their IT costs while increasing the benefits to their business.

- Absence of external windows in the data center halls and signage on the exterior of the building

#### Fire System

- Fire, smoke, moisture detection systems above and below the raised floor
- Dry-pipe, double lockout pre-action fire suppression
- Dry retardant fire suppression

#### Security and Certification

- 24x7 manned security office and personnel entrance checkpoint
- CCTV monitoring and capture of perimeter and internal access by digital cameras
- Interlock entrance to data hall areas
- Proximity card access points to data hall and other secure areas
- 24x7 access permitted to authorized personnel

#### Telecommunications

- Carrier-neutral
- Two separate access points to building

#### Service Level Targets

- 100% availability on all electrical and mechanical systems
- Ambient temperature and humidity to
- ASHRAE standards

#### Maintenance and Support

- All infrastructure components monitored
- Core infrastructure tested and maintained to manufacturers recommendation or better
- Load banks utilized for testing
- 24x7 on-call facilities engineers
- Shipping and Receiving
- Loading dock available 24x7 for shipping and receiving
- Site-suitable lifting and moving equipment available

#### Green Initiatives

- Power Usage Effectiveness (PUE) monitored and reported

#### Services available

- Full Managed Service site, secure raised data floor space in sizes, from single cabinets to hundreds of square meters (feet)
- 24x7 remote operations and monitoring support
- Co-locations Floor Space

#### How it Works

- Locked cabinets and equipment will be located in one of the Fujitsu Data Centers
- Standard Fujitsu terms and conditions apply to the services
- Customer equipment installation does not require use of a cage
- Customer does not require physical access to their equipment after installation except for maintenance
- Equipment will be installed in Fujitsu- provided cabinets

- Fujitsu personnel will install all cabinets in the data center
- No special industry compliance rules or guidelines are required
- Maximum load up to 10KW per cabinet is acceptable for equipment in cabinets
- Customer will pay for transition costs up front
- Customer can provide their own private WAN (MPLS) and Internet connection into the Fujitsu Data Center
- Customer will provide router equipment with applicable support for WAN connection into the Fujitsu Data Center
- Customer will provide firewall equipment
- Customer will provide their own system administration and other managed services
- Pricing shown shall be adjusted on each anniversary of the Service Commencement Date by an amount equivalent to the increase in the Power Producers Index NAICS 221121 as published by the U.S.
- Department of Labor, Bureau of Labor Statistics, October 2010 as the base month

#### Customer Responsibilities

- Ensure that all equipment, including required network hardware, is delivered to the Fujitsu Data Center
- Decommission, ship and install equipment into the cabinets in the Fujitsu Data Center
- Ensure Private WAN (MPLS) and Internet connections are established into the Fujitsu Data Center's demarcation point
- Fujitsu Responsibilities
- Provisioning of required floor space, cabinets and power
- Installing Fujitsu cabinets in the data center
- Pricing on a per cabinet and power per month
- Includes 2 cross connects
- One-time fee for cabinet and power set up

#### Why Fujitsu?

Since the 1990s, as the information technology world changes and develops and becomes increasingly sophisticated, Fujitsu has focused on continuous innovation in services which have a major impact on the way the world lives.

- Our brand promise "shaping tomorrow with you" encapsulates what we really stand for and our ambition, intention and actions in working with partners to make society more prosperous around the world.
- Fujitsu is an end to end service provider with experience across applications, networking, and telecommunications. Also, being experts at multivendor enterprise services has made our global footprint nearly unmatched. We have datacenters around the world with our global help desk standing by for assistance. The breadth of our capabilities truly covers the whole spectrum of technologies.

# About Fujitsu Americas

Fujitsu America, Inc. 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. 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/> and <http://twitter.com/fujitsuamerica>

## Fujitsu platform solutions

In addition to Fujitsu PRIMERGY® servers, Fujitsu provides a range of platform solutions. They combine reliable Fujitsu products with the best in services, know-how and worldwide partnerships.

### Dynamic Infrastructures

As a global IT infrastructure provider, Fujitsu offers a complete range of servers designed to fill any role in today's business. Whether your business requires affordable entry-level servers, compact and scalable blade systems, or advanced multiprocessor servers capable of handling the most demanding data center applications, the PRIMERGY line delivers Intel® Architecture servers with the rock-solid reliability and industry-leading performance you need.

### PRIMERGY Servers

[www.fujitsu.com/global/services/computing/](http://www.fujitsu.com/global/services/computing/)

- PRIMERGY: Industrial standard server
- SPARC Enterprise: UNIX® server
- PRIMEQUEST Mission-critical IA server
- ETERNUS®: Storage system

### Software

[www.fujitsu.com/software/](http://www.fujitsu.com/software/)

- Interstage®:  
Application infrastructure software
- Systemwalker®:  
System management software

## More information

To learn more about Fujitsu PRIMERGY products, please contact your Fujitsu sales representative or Fujitsu Business partner, or visit our website.  
<http://solutions.us.fujitsu.com/>

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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/](http://www.fujitsu.com/global/about/environment/)



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