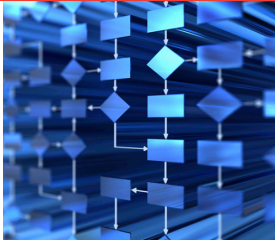


Software-as-a-Service (SaaS) *Expertise & Execution*

Fujitsu has established itself as a leader in Software-as-a-Service (SaaS) consulting and systems integration. Our industry-focused experience, delivery methodology and global footprint provide clients with the expertise necessary to implement SaaS business solutions.



KEY BENEFITS

SaaS Delivery: By implementing many SaaS projects in large enterprises, across all industries, Fujitsu has built extensive SaaS expertise.

Strategic Thinking: Fujitsu works with clients across all aspects of their strategy and aligns it with their corporate objectives.

Quick Wins: Fujitsu delivers functionality in clearly defined small phases. Thus, our clients can quickly realize business value and return on their investment.

Build on Success: User adoption defines success. Fujitsu provides ongoing, value-add services designed to drive acceptance and adoption.

Working with our strategic partners, we create client management solutions that leverage best-of-breed technologies to help enterprises increase revenue, reduce costs and reinvest in innovation to gain competitive advantage.

We help some of the world's most well-known and demanding business enterprises realize the full potential of SaaS by thinking strategically, realizing quick wins and building on success.

CORE STRENGTHS

- SaaS delivery model and methodology focused on business value and time-to-market
- Deep vertical market experience
- Proven success with large enterprise clients
- Continuous investment and thought leadership in the SaaS market

CAPABILITIES

Fujitsu provides a full lifecycle range of SaaS offerings from strategy through to implementation and ongoing support. We are a Global Strategic Partner of Salesforce.com. Our offerings include:

Consulting

Program/Project Management
Product/Vendor Evaluation
Assessment
Solution Roadmap

To find out more about our SaaS capabilities, please visit our website at the following URL:

<http://www.fujitsu.com/us/services/consulting/svcs/saas.html>

Process Re-Engineering
Data Strategy
Proof of Concept Development
Estimation and ROI Planning
Success Criteria and Metrics
Change Management

Systems Integration

Package Implementation
Data Management
Data/Application Integration
Client Hubs, Portals
Custom Development
Off-Shore Capabilities

User Integration

Training
Centers of Excellence
Usage and Adoption Assessments
Application Management – Support and Administration

TOOLS

Fujitsu has developed a range of tools to reduce implementation time frames and lower integration costs. These tools include the following:

- Data management and migration tools
- Pre-built solutions that address vertical-specific issues
- Integration tools



ABOUT FUJITSU AMERICA

Fujitsu America, Inc. provides a complete portfolio of business technology services, computing platforms, and industry solutions. Fujitsu platform products are based on scalable, reliable and high-performance server, storage, software, point-of-sale, and mobile technologies. Fujitsu combines its renowned platform offerings with a full suite of onshore, nearshore and offshore system integration, outsourcing, and datacenter services covering applications, operations, infrastructure, customer service, and multi-vendor lifecycle services. Fujitsu provides industry-specific solutions for retail, manufacturing, healthcare, government, education, financial services, and telecommunications sectors.



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