Multivendor Deployment Services

Supporting complex multivendor deployment projects with technical and program management expertise
As the complexity of network installation projects grows, so does the need for a single point of engagement. Complex multivendor installation projects require specific expertise, both in the field and in the area of program management. The success of these projects depends on strong processes and procedures that ensure equipment is ordered, delivered, and installed on time, within budget, and to the highest possible standards of quality. The consequences of network deployment difficulties are not only lost revenue, but lost customers as well.

**Focused on your Bottom Line**

In the current economic climate, there is little room for error when choosing and deploying your network. Increased competition, changing consumer demands, and tight deadlines contribute a great deal of pressure to optimize every dollar within your budget. Optimizing OPEX and increasing revenue through accelerated growth are the chief reasons that favor engaging a trusted vendor partner like Fujitsu to provide the program management and deployment functions.

Fujitsu has the expertise and knowledge to deploy multivendor networks of any size. We help you to meet the challenges of business growth through improved staff utilization, reduced complexity and effective management oversight.

**Developing the Right Solutions, Meeting Identified Business Needs**

In many cases, prepackaged “solutions” fall far short of serving your business objectives. “Off the shelf” network solutions may ultimately carry a higher cost than a network designed with your objectives as its foundation. Developing the right solution is a process that begins with dialogue: dialogue that uncovers your objectives and explores your business and network needs. Fujitsu seeks to understand your business and collaborates with you to decide what options work best within that context. Understanding and collaboration leads to a network designed specifically for the current and future needs of your business. Rather than settling for something that partially meets your needs, your business benefits from a network that satisfies all your requirements.

**Consolidated, Efficient Delivery Stream**

Fujitsu Multivendor Deployment Services consolidate multiple fulfillment activities and vendors into a single manageable stream. Logistics, staging, integration and installation are managed by Fujitsu as a single project, creating efficiencies that can’t be matched through in-house management. This process eliminates waste within the system, creates flexibility and clearly dictates the project’s objectives to the installation vendors, thereby reducing costly mistakes due to poor communication.

When a project moves into the deployment phase, Fujitsu simplifies the ordering process by structuring the network so that related equipment and ancillaries can be ordered in unit form under a single part number. This approach drastically curtails the volume of part numbers to process and thus reduces the amount of time spent creating and fulfilling orders. In addition, this kit-based approach ensures that operations personnel in different cities order and receive standardized equipment packages.

The Fujitsu Program Management Office (PMO) manages every aspect of the installation from beginning to end and provides a single point of engagement for corporate and field personnel. Our commitment to the highest level of quality underpins every aspect of any deployment. All work performed goes beyond the industry standards as well as any applicable Telcordia standards. We confirm the quality of any deployment by performing a thorough audit of all work performed.
Dedicated Program Manager
Fujitsu staffs every project with a dedicated, PMI-certified Program Manager (PM) who acts as the single point of contact throughout the duration of the project. The PM conducts regular calls to apprise you of progress and to discuss any issues that may arise. Dedicated to on-time delivery, scope management and cost control, they are a part of your team just as if they had a cube in your building.

Fujitsu supports the deployment of the majority of network equipment vendors, using seasoned technicians and engineers to deliver a full suite of installation services. The list of supported vendors is constantly expanding.

Service Benefits
• Increase timeliness and quality
• Eliminate the causes of substandard project delivery
• Improve staff utilization via end-to-end program management
• Minimize deployment cost and risk
• Create greater flexibility and choices when budgeting and spending
• Ensure minimal impact to existing operations

Service Portfolio
• Site engineering
• Network engineering
• Installation
• Furnish materials
• Turn-up and test services

Make us Part of Your Network Deployment Team