Fact Sheet
Lean Staffing

We provide process improvement professional staff on a temporary or temporary-to-permanent basis.

Challenges
While you may need trained, competent continuous improvement professionals, you are resisting hiring full-time staff for a number of reasons:

- The economic environment is uncertain
- There is a trend towards increased regulation on hiring regular employees and the employees’ benefits
- You wish to evaluate candidates before making a full-time hiring commitment
- You want direct oversight over the continuous improvement efforts carried out by temporary staff and you need to be able to quickly reduce your staff when the work is complete

How we can help
Our flexible staffing model serves two purposes:

- Augment staffing to meet short- or long-term needs
- Create a partnership between Fujitsu and our clients

This model is designed to deliver staffing flexibility, while giving you the opportunity to selectively hire from our pool of talent.

Benefits
The key benefits of this offering include:

- **Reduced risk:** Get to know your future employees very well before adding them on a permanent basis and pass on unsuitable individuals
- **Agility:** Increment or reduce your staffing levels depending on the needs of the business

What we offer
We work with you as a business partner; sharing high-quality professionals who can help you achieve your business goals.

How it Works
Our offering includes the following major steps:

1. We meet with you to determine your exact requirements in terms of skill-sets, educational background, experience, and more.
2. To find the best fit, we determine not only how the individual will be used initially but also the tasks they would be performing in the long-term when the deployment reaches a state of self-optimization. As part of this effort, we identify the project-level methodology you are using.
3. We provide the selected professionals for an initial six-month contract. The reasons for choosing this particular contract length include:
   - We want to attract the best possible talent and have found that shorter-term contracts do not attract the better candidates
   - You have ample opportunity to get to know the individuals before you need to make hiring decisions

The Problem
You need process improvement professionals but do not wish to hire a full-time expert at this time.
4. You select the candidates you want from our pool of talent – and, if you like what you see, you can hire them.

5. Any candidates you do not wish to hire full-time could stay on as contractors or simply be released at the end six months – or sooner, if there is a problem.

6. We can provide replacement candidates for a new six-month contract, allowing you to evaluate additional talent and decide who you may wish to keep.

7. You may or may not elect to hire a candidate full-time. If you would rather utilize contractors, we can continue to supply the existing individuals to you.

**Why Fujitsu
Lean Management**

Fujitsu realizes that lean management is an extremely powerful vehicle available to any organization. Lean is a way of seeing, thinking and doing, it isn’t about grabbing what seems to have worked elsewhere, and plugging it into your own environment. Whatever your organization— it’s your observations, standards, and assessments that count. Going lean means departing from the path of the herd and committing to the path that’s right for your business; Fujitsu can help you find that path.
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.

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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
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- PRIMERGY: Industrial standard server
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Software
www.fujitsu.com/software/
- Interstage: Application infrastructure software
- Systemwalker: System management software

More Information
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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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