A successful deployment requires a smooth running logistics operation which manages: the procurement and inventory of stock, the hardware integration, the software imaging, customization and testing, and the custom packing and cross country delivery of the staged systems to the final location for installation.

**Challenges**
Deployments are usually a finite project with a start and an end. While most organizations invest in-house to develop the solution to be deployed, they usually do not have the permanent resources to be able to execute the rollout of the final solution at the speed they need to implement it, or the expertise to plan and manage a deployment.

**How we can help**
The Fujitsu America Services Group provides our customers with scalable deployment services as a part of its comprehensive Services offerings.

The first step to a successful deployment is a smooth running logistics operation. This operation must manage: the material planning, procurement and inventory of stock, the scheduling of work according to our customers delivery dates, the hardware integration, the software imaging, customization and testing, custom packing and cross country delivery of the staged systems to the final location for installation at the exact date and time our customers require it to support their new store or conversion openings.

Technology solutions often incorporate software and hardware components from several, if not many individual suppliers. Fujitsu understands this environment intimately, and provides multi-vendor integration services to dozens of customers whose systems depend on components from many sources.

Our logistics operations provide short and long term warehouse services for Fujitsu manufactured products, as well as products Fujitsu procures on behalf of our customers (customer owned), and products ordered and drop-shipped to Fujitsu for integration into a configuration (customer supplied).

Fujitsu will manage adequate stocks of equipment inventory from all sources in this centralized location to meet the demands of scheduled integration and staging operations.

Our hardware staging and integration facilities are designed for the efficient management of inventory from vendor to install location. Once the customer's software solution has been certified, Fujitsu will manage the Gold images necessary to image, customize, and test each system to be shipped.

On completion of the staging, orders for individual locations will be packed and shipped according to standards required for common carrier pickup, with agreed labeling conventions so the site staff and the installing engineers can easily inventory, identify and locate equipment in the store or office.

Fujitsu ensures that the logistic activities are managed hand in hand with the deployment project team to confirm the timely and coordinated staging and shipment of product to meet agreed schedules. We work together with our customers to find the correct balance.

**The Problem**
- You have a new technology solution you need to deploy and need a trusted partner who can get the job done at a cost effective price.
Fact Sheet Fujitsu Staging and Integration Services

of standardized processes and best practices and at the same time we remain flexible enough to customize our service to each of our customer specific requirements.

Additionally Fujitsu offers a Customer Care service to handle equipment that is damaged in shipment to the installation point, lost, or that fails out of the box (DOA) or during the first 30 days of installation (Early Life Failures ELF).

Fujitsu can also arrange for PCI compliant disposal service for old technology, or be a partner to accept, refurbish, and re-use assets with a useful life for new installations, for companies that may require these services.

Fujitsu recognizes that each customer’s staging and integration requirements are special. Our comprehensive logistics services of warehousing, integration, imaging, and customization with customer delivery, when coupled with our Project Management, Installation and optional Wiring Services, Fujitsu provides a genuine single vendor to manage all your needs from procurement to installation, test and turnover of any in store technology solution or desktop deployment and at the same time de-risking your store openings and conversions.

Why Fujitsu
Enabling the global enterprise
Fujitsu provides a full array of managed infrastructure solutions. As part of those solutions, Managed Office Services is a component of the dynamic infrastructure offerings from Fujitsu. Fujitsu is your trusted partner for making managed office and managed infrastructure services simple. We are arguably the most global vendor, with leadership market share in Europe, Asia, and North America. With more than 175,000 employees worldwide in over 80 countries speaking 29 languages, we can service your infrastructure in place, with a two-hour response, to cities throughout the world. Fujitsu can deliver unique value to global clients by helping them standardize global delivery, operations, and support. At the same time, we have the local presence and understanding to do business with clients who have regionally diverse languages and cultures. Fujitsu leverages best-of-breed infrastructure solutions to reduce risk, complexity, and cost.
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/ 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/
- PRIMERGY: Industrial standard server
- SPARC Enterprise: UNIX server
- PRIMEQUEST: Mission-critical IA server
- ETERNUS: Storage system

Software

www.fujitsu.com/software/
- Interstage: Application infrastructure software
- Systemwalker: System management software

More information

For more information, please visit:
http://solutions.us.fujitsu.com/

For Information on our Intel based PRIMERGY Servers:

For Information on our Enterprise Storage:

For Information on our SPARC® Enterprise Servers:

For Information on the new PRIMEQUEST® Servers:
http://solutions.us.fujitsu.com/www/content/products/servers/primequest/

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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FPC58-3152-01 12/12
FCI_12.0922

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Contact

FUJITSU AMERICA, INC.
Address: 1250 East Arques Avenue Sunnyvale, CA 94085-3470, U.S.A.
Telephone: 800 851 3183 or 408 746 6000
Website: http://solutions.us.fujitsu.com
Contact Form: http://solutions.us.fujitsu.com/contact

Have a question? Email us at: AskFujitsu@us.fujitsu.com