Fujitsu World Tour 2017

Fujitsu North America Technology Forum 2017

Human Centric Innovation
Driving Digital Transformation

Expert talks

Order Management in the Cloud

Expert: John Go, Sr. Director SaaS, Fujitsu America, Inc.

Learn how GLOVIA OM provides Unified Commerce capabilities that provides optimized customer contacts, online/offline POS, and role-based eCommerce for customers, dealers and resellers. GLOVIA OM gives customer service representatives a real-time view of order and inventory visibility across all channels.

Digital Application Transformation

Expert: Sreedhar Kajeepeta, Global Technology Officer, Fujitsu America, Inc. and Orlando Gutierrez, Digital Transformation Lead – SaaS Practice, Fujitsu America, Inc.

Applications have always been going through some transformation or the other, every so often, primarily to keep up with technology refreshments and to benefit from related efficiencies. But this time around, the stakes are higher. Now, it is more about enabling the business to expand and grow rather than merely supporting it, to a point where 'software (i.e. digital applications and their underlying infrastructures)' can become the competitive edge. This session builds the case for digital applications, and explains how differently current applications have to be transformed in order for them to shape, run, and sustain digital businesses.

Biometrics Based Security

Expert: Jason Bradlee, Head of Security, Fujitsu America, Inc. and Derek Northrope, Head of Biometrics, Associated Director, Human Centric Security, Fujitsu America, Inc.

With the explosion of Biometrics based solutions into the market place how do you determine what is the best for your short, medium and long term business needs? Join Derek Northrope, Head of Biometrics, where he will advise how to understand that not all biometrics are created equal and to explore how the different solutions are capable of solving your security needs across any risk level.

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Network Assess and Malware Control

Expert: Ivan Mejia, Network Security Manager, Fujitsu America, Inc.

iNetSec Smart Finder is a hybrid internal network security appliance that offers wired and wireless device and application discovery, classification and management. These features directly address the growing BYOD (Bring Your Own Device) and BYOA (Bring Your Own Application) trends facing organizations of all sizes. Smart Finder allows IT administrators to identify, monitor and prevent future threats that are introduced from within an organization while maintaining business productivity. iNetSec Smart Finder is installed in less than 2 hours, is out of band and is agentless, which means the IT administrator requires no additional resource.

Cyber Security AI "Artificial Intelligence Cyber Security"

Expert: Ricky Warrington, Sr. Manager Security Operations, Fujitsu America, Inc.

The Fujitsu AI platform, at its core, is a problem-solving enterprise automation platform focused on Machine Reasoning and Machine Learning. Constructed from a vast array of interactions, Fujitsu AI enables on average, 87% automation, minimizing time and effort to resolve threats, outbreaks and security events. This future proof approach to Fujitsu's Managed Security offering guides you towards more of an AI-enabled enterprise, with automation as the starting point. By adding a semantic mapping and data derived approach, allows both Fujitsu and our clients, to learn about their company and the market.

Next Generation iSOC using Artificial Intelligence

Expert: Ricky Warrington, Sr. Manager Security Operations, Fujitsu America, Inc.

Fujitsu America's Cyber Security NextGen iSOC – The Unified Monitoring and Event management platform, will be one of the key features within our state of the art iSOC. Taking a truly agnostic approach, underpinned by Fujitsu AI, we have built a platform that has created the capability to integrate multiple SIEM monitoring platforms into a single pane of glass. The purpose built operations center was designed to support clients on a global scale, featuring the Fujitsu S.A.M.U.R.A.I.* platform and offerings. Fujitsu America's Cyber Security teams are positioned to be the premier Managed Security Provider and Partner for North American Companies and beyond. * Security Advanced Monitoring and Unified Remediation with Artificial Intelligence.

Open Source SOC in a Box using Open Stack

Expert: Stephen Henson, Manager Cyber Security, Fujitsu America, Inc.

From asset discovery to threat evaluations, Fujitsu's Unified Security Management Services truly delivers. Utilizing state of the art technology for SIEM Services, Log Management, intrusion detection, vulnerability assessment and behavioral monitoring, our ultimate protection you are looking for is unsurpassed. The key is not only discovering, but the powerful ability for remediation in real time. Based on open stack, with threat intelligence from AlienVault Labs and the Open Threat Exchange™ (OTX), Fujitsu's Unified Security Management has the capabilities to defend against potential dangerous cyber threats.

Human Centric Security – Security Professional Services

Expert: Chris Hammond-Thrasher, Director, Canada Security and Security Consulting, Fujitsu America, Inc.

Todays' Enterprises face a near existential challenge. As cyberattack frequencies continue to escalate globally, many companies and organizations struggle to manage and protect critical systems with legacy infrastructure. This is compounded by the reality that so many security projects fail to deliver value on budget, on time, or at all. Fujitsu's unique approach to security professional services recognizes that organizational culture, people and personalities are just as important as technology in a successful and valuable cyber security program. You are invited to learn about Human Centric Security from our North American Consulting Leader, Chris Hammond-Thrasher. Chris will discuss how re-balancing

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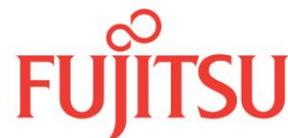
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your focus and investment to emphasize culture and people can help your organization to successfully manage cyber risk, freeing you to focus on achieving your business goals.

Transforming your workforce with Wearable Technology and Augmented Reality
Expert: Jeffrey Leggo, Product Manager, Self-Service Technology, Fujitsu Consulting (Canada), Inc.
Industry leaders are increasingly looking at wearable technology to solve key management, health, safety, and labor efficiency issues in their environment. It opens up possibilities to streamline operations in agriculture, transportation, retail and food preparation, warehousing, factory work, and in the health industry. This session will cover how leading wearable companies are working with digital transformation partners like Fujitsu to use technology to interact with their employees, management staff, and customers in unique ways. This expert talk will include a live demonstration of Fujitsu's transformative wrist-worn wearable alerts on a smart watch and augmented reality (AR) technology using an AR headset".

The Road to Successful Digitalization with Salesforce.com
Expert: Ankit Gandhi, Vice President SaaS, Fujitsu America, Inc.
Organizations of every type and size are increasingly feeling the impact of digital. Digital modernization has become a strategic priority for organizations looking to secure their future. Join Fujitsu America expert Ankit Gandhi, VP of SaaS who will take you through the digital journey and discuss how to effectively modernize your company through digital transformation with the salesforce.com cloud-based platform.

Master the Digital Age with a Single Cloud IaaS and PaaS Platform
Expert: JC Dewaele, Head of Offerings Management – Hybrid IT, Fujitsu America, Inc.
Hear how Fujitsu Cloud Service K5 uniquely enables enterprises to achieve competitive advantage by delivering business needs on a single cloud platform, combining Infrastructure as a Service (IaaS) and Platform as a Service (PaaS). K5 provides both flexibility and support for both line of business and digital application development. Available in public and various private deployment modes, it is the most the most open, compatible.

Hybrid IT - Delivering Digital Transformation at Your Own Pace
Expert: Zeeshan Naseh, Head of Delivery & Operations – Hybrid IT, Fujitsu America, Inc.
As Fujitsu services tens of thousands of enterprises around the world, we see each enterprise having multiple business units with their own applications. Each having a unique digitalization appetite, security risk profile and a lot of time and different sales models. Fujitsu Cloud Service K5 enables each enterprise business line to innovate and digitize at its own pace. Fujitsu provides capabilities from Fast service IT to cloud native applications build out.

Fujitsu Cloud K5 Platform as a Service (PaaS)
Expert: Sreesh Inguva, Cloud Pre Sales Specialist – PaaS, Hybrid IT, Fujitsu America, Inc.
Join Sreesh to explore the various K-5 PaaS services available to help you modernize, innovate and reduce time to market for your systems of engagement. Digital Disruption is really about technology enabling new businesses strategies. Learn how K-5 PaaS can enable your own disruption through the use of IOT platforms, AI, APIs, Cloud Foundry and powerful DevOps functions. K-5 PaaS enables dynamic Go To Market business strategies with high speed to market, low risk and low cost (scale fast, fail fast, on demand).

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Fujitsu Cloud Service K5 (IaaS) – Why OpenStack
Expert: Shawn McPherson, MetaArc & K5 Product Management, Fujitsu America, Inc.
Shawn will be discussing the new Fujitsu K5 IaaS services, the most open, the most agile, and affordable cloud platform available today. In addition, Shawn will discuss why Fujitsu elected to build this new service on OpenStack and the key benefits to our customers.

Digital Transformation Ushers in New Era of Customer Engagement
Expert: Joe Hnilo, Vice President, Software Business, Fujitsu America, Inc.
Digital Transformation Ushers in New Era of Customer Engagement
In today's world of connected consumer, 90% of all US retail sales still occur within the four walls of a physical store, so it is imperative for brick-and-mortar retailers to become 'connected retailers'. Retailers need an in-store technology solution that will provide the kind of insight into their customers as available online. Fujitsu is dedicated to helping retailers leverage these untapped in-store insights to bring digital transformation from online to in-store. By changing the way they see their customers and utilizing the real-time insights from the Fujitsu Retail Engagement Analytics solution, retailers can provide a better in-store shopping experience, while optimizing their stores and driving sales.

Fujitsu Connected Enterprise – It is time to unlock the value of the Internet of Things
Experts: James Zhang, Director, Business and Application Services, Fujitsu America, Inc. and Matthew Shipley, Sr. Director, Digital Transformation (IoT, Analytics & Mobile), Fujitsu America, Inc.
We are entering a Hyper Connected World, in which there is the potential for unparalleled amounts of information about people, things, and the environment to be digitized and transmitted over networks. The Internet of Things (IoT) is no longer a hype but a reality. It is driving tremendous business outcomes by improving operational efficiency, transforming customer engagements and generating new revenue streams. Meet with Fujitsu experts to talk about what IoT means for your business and how Fujitsu IoT assessment services can assist you to define your framework and roadmap to enable you to reap the benefits of a Connected Enterprise. Explore how Fujitsu's unique IoT co-creation program can help you to jump-start the journey of IoT and unlock the business value in as little as weeks. Learn how Fujitsu's end-to-end solutions powered by Fujitsu's Intellectual Property and managed services help companies boost their productivity, establish IoT business models which drive business growth and societal value and make our cities more intelligent and efficient.

Fujitsu Data and Analytics – Unleash the Power of Your Data Through Advance Analytics and AI
Expert: Mariana LaDue, Ph.D. Sr. Director – Data Analytics, Digital Consulting Practice, Fujitsu America, Inc.
Data and the associated insights derived from analyzing the data are at the heart of the digital disruption revolution. Many of the household names who are at the forefront of the digital disruption are powered by data and the associated analytics. This session explores how organizations can empower themselves by harnessing data to make data-driven decisions which creates business and social value and helps them drive optimized operations while also driving topline growth. Many organizations have an idea of where they'd like to get to but are struggling on what steps they need to take. Join this session to discuss the various approaches and to determine a high level journey map towards becoming a data driven organization.

Activ8 your Innovation and Co-Creation
Expert: Robert Ryan, Head of Innovation and Incubation, Fujitsu America, Inc.
If you're not constantly improving and leapfrogging from an innovation point of view, you're simply not competing. With growing customer expectations, the proliferation of advanced technologies as well as market uncertainties is all contributing towards the pressure businesses face to innovate and exploit opportunities before their competitors

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do. Working directly with customers our innovation management specialist support clients in identifying high-value innovation and co-creation opportunities that will truly make a difference in their organization. Fujitsu is committed to innovation and co-creation and uses the Activ8 methodology to drive design thinking, structure the engagements and to harness the power of Fujitsu experts through crowd sourcing ideas. Join this session to understand more and to start your innovation journey today.

Quickly Deploy Workflow Apps in the Cloud with On-Prem/IoT/SaaS Integration

Expert: Nico Triballier, Pre-Sales, Fujitsu Technology and Business of America

Join us to discuss how we can solve your digital problems and help enterprises evolve towards new digital business models and make a real difference to the lives of their customers and employees. Let us show you how we can empower developers to rapidly build enterprise workflow applications that meet their exact needs. With seamless integration of On-Premise, cloud applications or IOT devices, RunMyProcess can quickly create and deploy workflow applications with no down time. It also allows people to interface with the application from laptop & mobile devices. We are the last mile of the digital transformation to bring together processes to the people, clouds and devices.

From Data Protection to Converged Systems

Expert: Stephan Labonte, Sr. Sales Engineer, Fujitsu America, Inc.

Data center infrastructures can be complex, error-prone and time-consuming. Stephan will discuss our best-in class solutions in the areas of converged systems, server and storage to help overcome these issues. His deep knowledge of all components involved and an understanding of their various dependencies on each other will help you with your selection process of everything from Data Protection to Virtualization Systems.

Fujitsu Digital Workforce – A New Way of Doing Business

Expert: George Q. Gakuru, Head of Process Governance – Digital Workforce, Fujitsu America, Inc.

Hear how Fujitsu Digital Workforce is digitizing the work and the worker and is transforming the workplace. The Digital Workers use software to interface with applications exactly as a human would, to automate a wide range of operational and support processes quickly, cost effectively and accurately. Learn about the capabilities of the Digital Workers and how they can be leveraged to enhance your teams.

Have you Considered your Journey to a Successful Digital Transformation?

Expert: Jeff Cathey, Cloud Solution Architect

Whether it's connecting end to end processes, application migration, building a service marketplace, or managing the costs associated with multi-cloud environments, we are digital problem solvers who help enterprises evolve using the power of connected technology.
Join this expert talk to hear about how to make your road to Digital Transformation a success.