

# Fact Sheet

## Improve network user experience with Fujitsu, leveraging our expertise and Cisco Gold certification

Gain confidence in your network decisions by working with Fujitsu certified Cisco® experts - as a Cisco Gold partner, Fujitsu adds value through quality, experience and commitment.

### The problem

- You want to improve your end user's network experience and are looking for thought leadership and advice
- You want to transform your network to support the growing needs of mobility
- Your network environment is complex with multiple equipment vendors providing comparable services and you would like to implement a standard approach in the deployment of future services
- You don't want to be locked into one vendor, yet you need to get control
- MPLS, VoIP and cloud, oh my! There are too many acronyms and terms to remember. You need advice about which direction is best and help with deploying the right solution
- You need to drive down the costs of communication while improving the quality and security of your network
- CAPEX or OPEX? You want to reduce operating costs and total cost of ownership
- Your network needs to operate at 99.9999% uptime

### How we can help

#### Partnership of industry leaders

Fujitsu and Cisco are leaders in their respective areas and have joined together for the past 15 years to bring the best of both organizations together and deliver proven solutions to their joint customers. Cisco has been in business for 31 years and Fujitsu 80 years, totaling 111 years of combined IT success and experience!

#### Convenience and Choice

Fujitsu provides our customers with end-to-end Cisco networking solutions including the design, purchase, implementation, management and cloud services offerings.. Fujitsu provides:

- Single source for Cisco hardware, software, maintenance and services offerings
- Outsourcing, hosted, "as-a-service" and premise-based managed solutions along with onsite and remote support models
- Global Tier I and Tier II contact centers capable of supporting 52 languages
- Flexibility of 10 North American data centers to service your needs



#### Networking experts to guide your success

Using proven best practices, our highly-accredited and specialized Cisco experts provide valuable advice and work with you to design the right networking architecture. Working with Fujitsu, you will enjoy:

- Cisco Certified Internetwork Experts (CCIEs) with certifications in Cisco's Voice, Routing and Switching, Security and Wireless technologies
- Advanced Cisco specializations in collaboration, data center technologies, and borderless networks.
- Consulting services and custom designed solutions utilizing our proof-of-concept labs and demo environments

## Benefits

### Global Expertise

The Fujitsu partnership with Cisco is global, enabling our multi-national customers to roll out solutions in a consistent and reliable fashion from Tokyo to Dallas, London to Sydney and every place in between. When combined with services and support from the Fujitsu Global Delivery organization, our multi-country Cisco Gold status provides our customers with one of the highest degrees of reliability and consistency in Cisco solutions and services around the world. This unique combination of Fujitsu and Cisco improves your ability to:

- Implement Enterprise Network Service & Solutions offerings and exploit the next level of mobility throughout your company
- Increase your collaboration capabilities through a value-add Unified Communications solution that combines Cisco and Microsoft® Lync capabilities and services.
- Enhance your customer relationships with Fujitsu Retail solutions integrated with the Cisco mobility framework to deliver new levels of shopper convenience.

## What we offer

### Solutions

- Enterprise Networking
- Data Loss Prevention, Vulnerability Assessments and Threat Mitigation Solutions
- Hosted Collaboration
- Retail Mobility solutions
- Industry-leading servers, storage, PC and software solutions

### Service and Support

- Hosted and as-a-Service
- Managed Services
- Outsourcing

## Why Fujitsu

- Fujitsu is a global company with the ability to design, implement and support your business infrastructure--leveraging Cisco experts across the globe.
- Fujitsu designs, implements and supports your services from the data center infrastructure up through your applications.
- Fujitsu provides 24X7 health monitoring and security monitoring, and we respond instantly and effectively to remove threats.

# 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 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/](http://www.fujitsu.com/global/about/environment/)



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