Transforming business
for the digital age

Tom Blankenhorn
Senior Director, US Device Sales

Microsoft

Digital Disruption and the 4th Industrial Revolution

Steam

Electricity

Electronics & IT

Digital

1780s

1870s

1970s

2015+

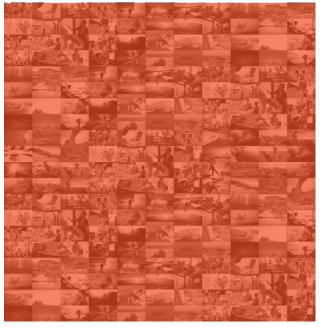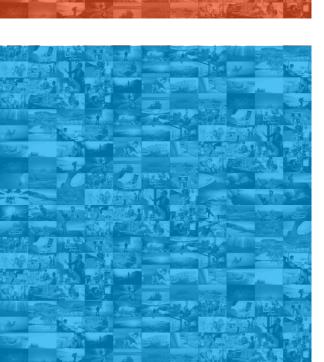What is Digital Transformation?

86% of CEOs consider digital as their #1 priority

TRENDS THAT WILL TRANSFORM BUSINESS OVER THE NEXT 5 YEARS

86%
Technological advances

69%
Demographic shifts

58%
Shift in global economic power

39%
Resource scarcity & climate change

28%
Urbanization

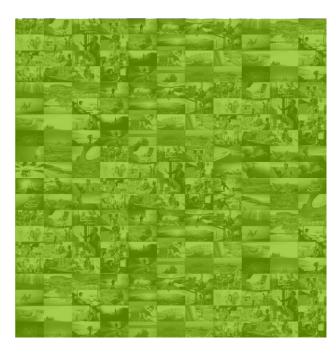# Microsoft mission
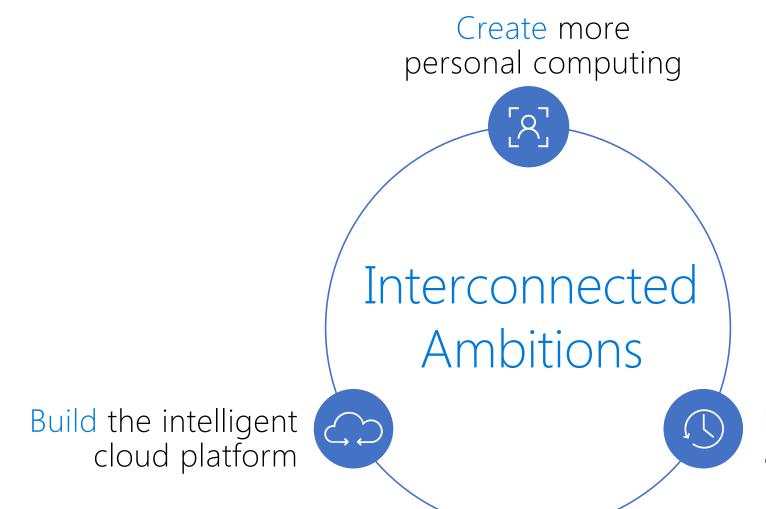
Empower every person and every organization on the planet to achieve more

Create more
personal computing

Interconnected
Ambitions

Build the intelligent
cloud platform
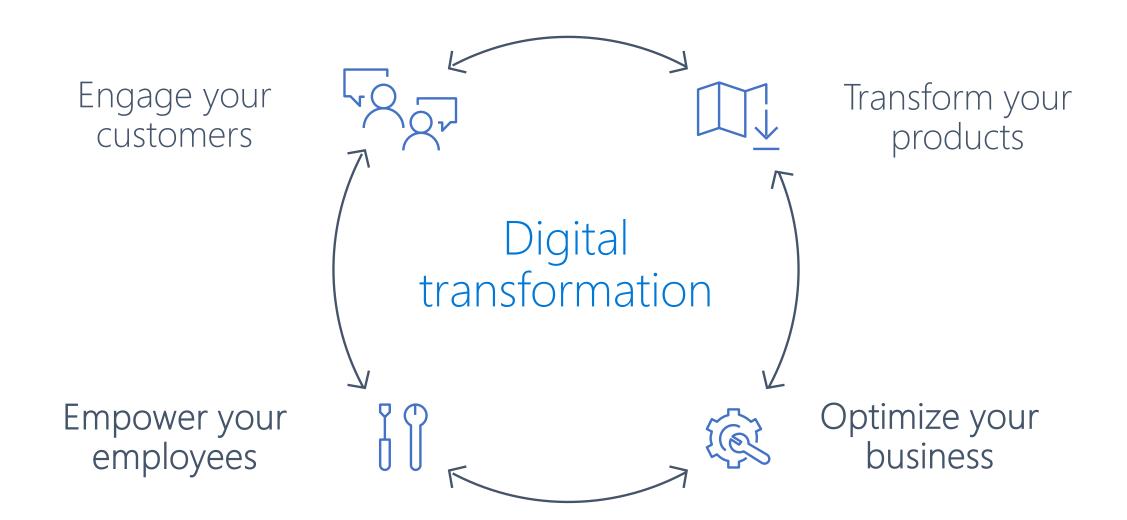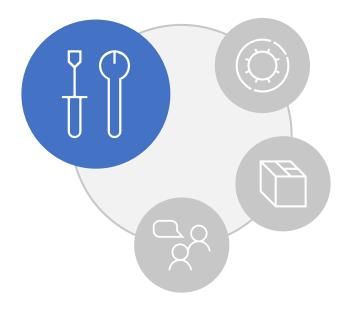
Reinvent productivity
& business processes

Engage your customers

Transform your products

Digital transformation

Empower your employees

Optimize your business

VIDEO

VIDEO

Empower your employees

Introducing

Microsoft 365

A complete, intelligent solution
to empower employees to be creative
and work together, securely.

Office 365
Windows 10
Enterprise Mobility + Security
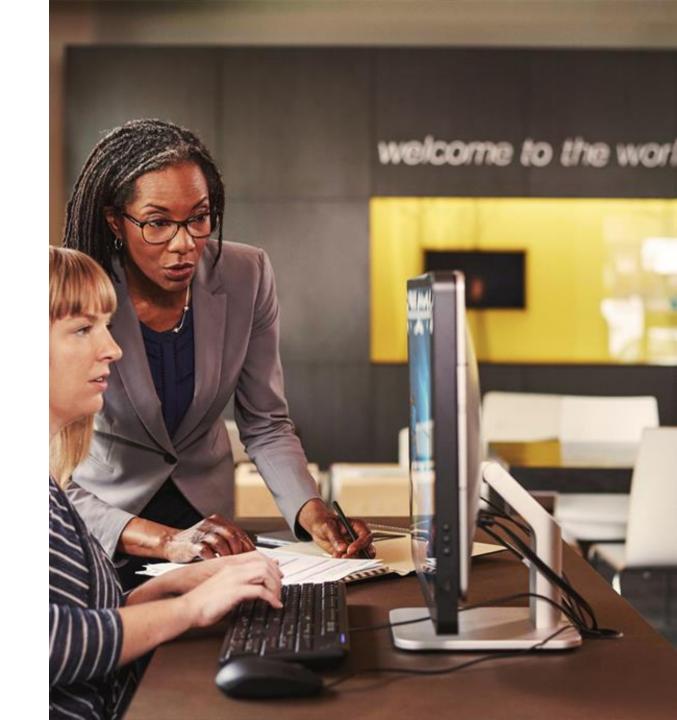
Microsoft 365

A complete, intelligent, secure solution to empower employees

Unlocks creativity	Built for teamwork	Integrated for simplicity	Intelligent security
Content with Applications	Email & calendar with Exchange	Minimize TCO	Identity & access management
Ink, voice, and touch	SharePoint - Connecting	PC, Mac, iOS, & Android platforms	Information protection
Visualizing in new ways	Skype and Microsoft Teams		Threat protection
Connect devices		Management of your entire workforce	

Windows 10 devices

Mobility and security with Fujitsu PCs and Windows 10 Pro.

LIFEBOOK P728
with Windows 10 Pro in S mode

LIFEBOOK U938

Packed with some of the latest features and technology.

Office 365
Productivity on the go.

Windows Hello
Biometric authentication.

Cortana
The most personal digital assistant.

PalmSecure

Microsoft

Azure

Your vision. Your cloud.

VIDEO

Azure is the world's computer
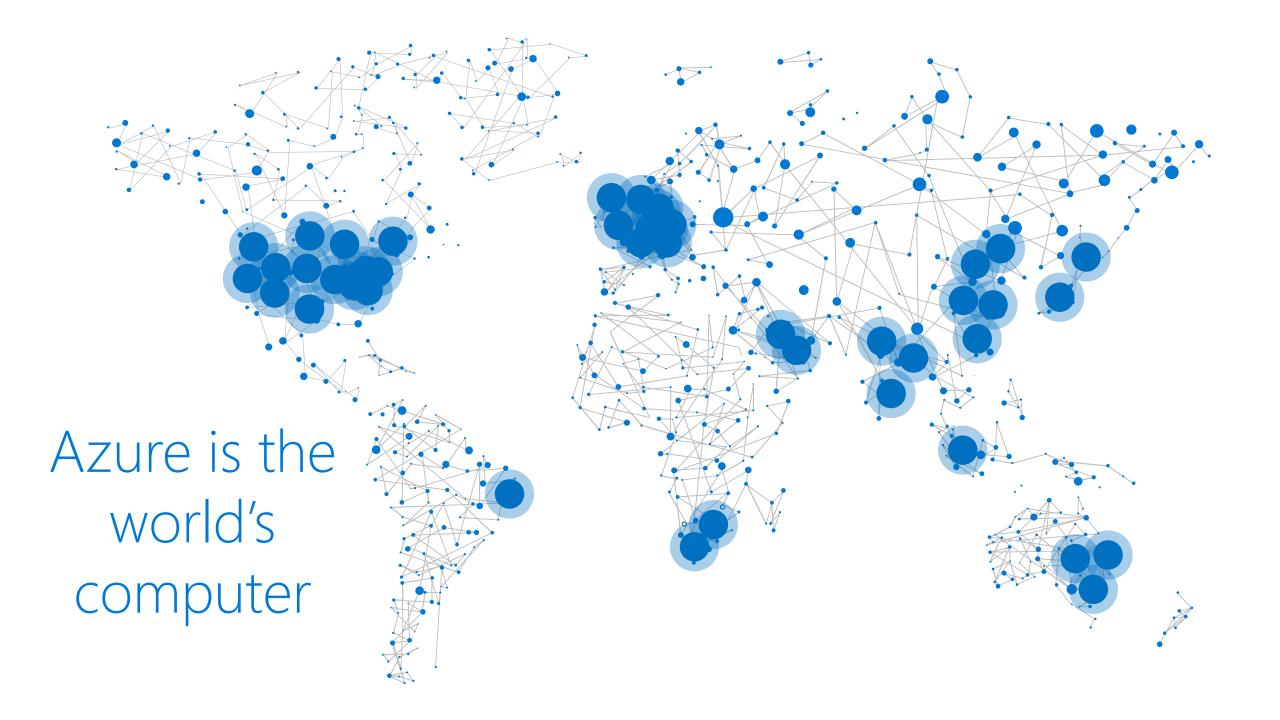
Azure – Cloud for All

Productive   **Hybrid**   Intelligent   **Trusted**

Azure Stack—an extension of Azure

Productive

Hybrid

Intelligent

Trusted

At the edge
and disconnected

Meet every regulatory
requirement

Cloud application
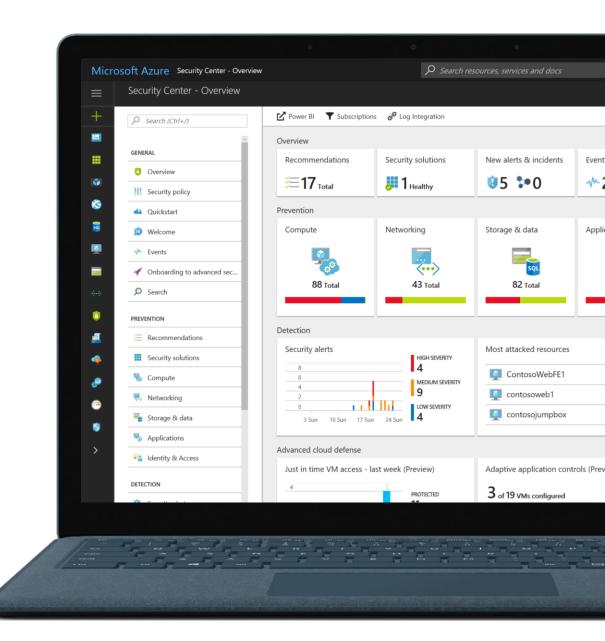model on–premises

Productive

Hybrid

Intelligent

Trusted

Azure
security center

Protection through best practices

Detect threats and attacks

Remediate issues

Fujitsu – Microsoft Historical Partnership

FUJITSU

- 30+ years partnership
- Leading ICT by engaging on new area

2018
Artificial Intelligence

2017
Digital Transformation

2016
Workstyle Innovation (Cloud)

2015
IoT Collaboration In Manufacturing

2013–2014
Workstyle Innovation (On Premise)

2010
Azure Collaboration

2004
Mission-Critical Collaboration

2002
Global Alliances

AI Partnership Security

Digital Innovation

Workstyle Innovation

Cloud Hybrid

Enterprise & Mission Critical
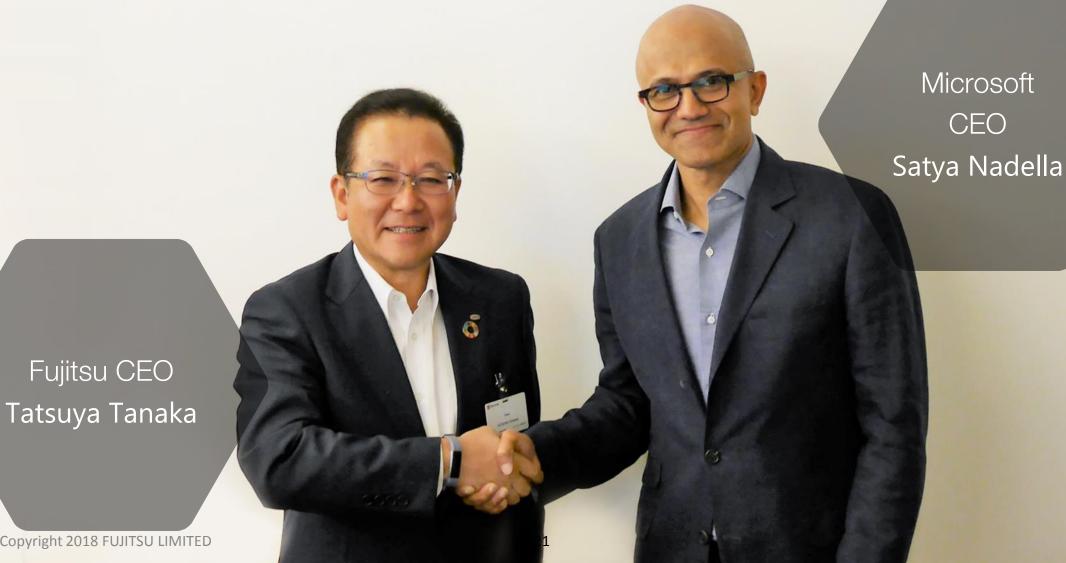
Fujitsu – Microsoft Partnership

Microsoft
CEO
Satya Nadella

Fujitsu CEO
Tatsuya Tanaka

21

Transform with Confidence

Bhusan Chand

Head of Application Development Services
Digital Technology Services, Fujitsu America Inc.

From Solution Selling to Co-Creation

Product > Solution > Connected Services & Market Co-creation

"Think big, start small; learn fast and scale quickly"

The concept of Co-creation, working with partners and competitors together is one of the biggest shifts of this industrial revolution. The digital business platform is the enabler to unlocking people's creativity and building new business models when exploited to its fullest potential.

Simplify
Minimize the sprawl of disparate IT systems and maximize the value of your IT spend

Modernize
Make the most of your existing strategic applications and migrate to cloud enabled technologies

Digitalize
Implement solutions to make business global, mobile and social

Operationalize
Transform your business processes to make operations more efficient

Microsoft Solutions and Services

Microsoft Azure Assessment Program

FUJITSU

Microsoft has selected Fujitsu as a certified partner to help their customers move current on premise workload to Azure by conducting an initial assessment to establish the best Transformation Roadmap.

Azure Total Economic Assessment ….at NO CHARGE

- 6 weeks assessment based on key customer readiness criteria
- Utilizes the Movere tool to gather infrastructure data and usage
- Assessment designed to help organizations assess where they are on the maturity scale to move to

- the cloud & evaluate their environment
- Business case to help customers decide if moving to the cloud is right for them
- Define how your future run-state solution will look
- Recommend how the transformation could be achieved

25

Legacy to Cloud Ready – Modernization

Fujitsu assessed the JURIS application to replace, retire, modernize and rewrite the legacy application / components

Legacy environment included IBM mainframe application, legacy screens, COBOL programs, batch jobs, VSAM files, reports, users and data

Modernized and migrated all JURIS applications to a cloud-ready Microsoft platform

Reduced over 50% of operational costs

" *We struck gold when we chose Fujitsu...they are a partner, not a vendor.* "
Sam Georges, CIO, District Attorney's Office, County of San Diego

Collaboration Modernization – Office 365

Situation

» Our client needed to migrate employees from a high cost, fragmented messaging and collaboration environment to a strategic agile integrated platform accessible anytime anywhere

» 5,000+ SharePoint sites, 700+ Notes database, and 3+ terabytes of data

Response

» Fujitsu was chosen to transition over 20,000 emails (including Lotus notes) and SharePoint users to Office 365

» Given the complexity of the environment Fujitsu employed its proven "V-Factory" migration approach which combines automated tools, repeatable processes, migration specialists, best practices and a well-defined methodology

Outcomes

» Reduced cost by **$17 million**

» Simplified IT deployment, configuration, and administration

» Improved ability to collaborate with external partners and vendors

» Disaster recovery and business continuity capabilities built-into cloud services for messaging and collaboration

SAP on Azure – Our Story

Jacqueline Grunwald
Senior IT Director

AdvanSix is a leading, integrated manufacturer of nylon 6 resin, chemical intermediates and ammonium sulfate fertilizer. It operates primarily through its integrated manufacturing sites in Frankford and Pottsville, Pennsylvania; Hopewell, Virginia; and Chesterfield, Virginia

SAP on Azure - Cloud Migration

Opportunity

AdvanSix, spun off of Honeywell in 2016, is a publicly traded enterprise and proven industry leader. Spinoff necessitated migration of applications, creating the opportunity to futureproof and modernize the IT landscape

90+% applications run on-premise; 300+ Application landscape is diverse; SAP environment aged

Re-design IT landscape with *cloud first* and application *fit for purpose* strategy to maximize *return on investment*

SAP on Azure - Cloud Migration

Solution

Design and build hybrid cloud environment

SAP systems integration for complex environment: 50+ interfaces

Modernize legacy applications

End user support after migration, leveraging competitive onshore / offshore model

Project delivered on time and on budget while minimizing business disruption

SAP on Azure - Cloud Migration

Business Value

Effective: Available, Secure

Agile and Flexible

Efficiency: Infrastructure as a Utility