

Fujitsu World Tour 2018

May 30, 2018

Expert talks



Life Cycle of Digital Applications

Expert: Sreedhar Kajeepeta, Global Technology Officer, Fujitsu America, Inc.

As the influence of digital transformations on net revenues approaches a staggering 50% across industries, enterprises must quickly respond with 'digital applications' to take on the challenges and seize the opportunities. This 'talk' presents the rationale, criticality, guiding principles, and full life cycle methodology for creating digital applications.



Business Value of Security Services

Expert: Jason Bradlee, Head of ECS Americas, Fujitsu America, Inc.

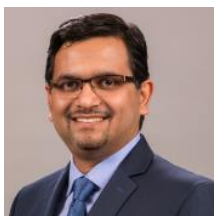
With the growing number of regulations and compliance requirements across multiple business sectors, security is no longer just a cost of doing business but is easily adding value to the business through implementation of proactive solutions, differentiation and quicker response times when challenges arise. Managed security services create peace-of-mind, cost-avoidance and, with the right security solutions, saves the business hard dollars, generating business value.



Social Engineering and Passwords

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

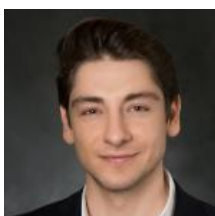
With the continual rise in ransomware, we have an on-going need to build awareness around social engineering and password complexity. Exploring in-place and available tools and processes, and how to take a proactive approach to avoid the growing risks, specifically leveraging Fujitsu's SAMURAI Platform™.



Securing the Digital Journey

Expert: Satya Nanda, VP, ECS Advisory & Technical Consulting, Fujitsu America, Inc.

As we transition to a Digitally enabled Connected society, there are implications to users, service providers & regulators with respect to security & privacy around the data and services. This session highlights the emerging challenges, opportunities and the gaps. Dissecting the Kill Chain and aligning assessments, services and solutions to those gaps helps with: 1) sales conversations; 2) executive awareness; and, 3) the ability to create both short and long-term plans. Plans that helps securing this digital journey and improves business resilience.



Secure DirectClick

Expert: Lev Noryan, ECS Presales Solutions Architect, Fujitsu America, Inc.

Calling a service desk can be time consuming. Secure DirectClick offers an integrated solution that generates efficiency and creates a better customer experience. In this session, we'll explore the Secure DirectClick™ Solution, which offers an encrypted platform for real-time multi-channel communications and data capture – supporting and driving the shift to innovative online customer engagement solutions. Secure DirectClick enables secure, instant communications within any website session and integrates with any Contact Center/Customer Relationship Management (CRM) solution to elevate and manage the customer experience.



Establishing Brand Loyalty with the Connected Customer

Expert: Kevin Kennon, Sr. Client Executive, Fujitsu America, Inc.

Unified Commerce is within your reach. Many executives can relate to operational costs disabling innovation opportunities. How is the Nirvana of Unified Commerce enabled by your strategy? Imagine being able to leap frog past today's destination targeting the next launch point. We all have the goal to be the one disrupting with ever-increasing agility. Let's explore the evolving connected customer and the correlation to building market share, revenue, and margin.



Transition to SAP S/4 HANA- Engine of the Digital Transformation

Expert: Ray Russ, Senior Director, SAP Solutions, Fujitsu America, Inc.

The digital journey with S/4HANA is the opportunity to rethink business innovation and customer engagement. Experience how Fujitsu can help in the SAP S/4HANA transition by delivering its proven methodology to transform to S/4 HANA, supported by a robust, agile hybrid cloud infrastructure which fosters business growth and innovation.



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Hybrid IT - Delivering Digital Transformation at Your Own Pace

Expert: JC Dewaele, Head of Offerings Management – 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.



Hybrid IT - Delivering Digital Transformation at Your Own Pace

Expert: Zeeshan Naseh, Head of Delivery & Operations – Hybrid IT, Fujitsu America, Inc.

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Application Transformation-Enable You to Operate for Today and Change for Tomorrow

Expert: Mohit Agrawal, Sr. Director, Head of Technology & Systems Integration COE/BAS, Fujitsu America, Inc.

In today's world, organizations are being challenged to transform from an organization that uses digital technology, to a digital organization. Application Transformation is at the heart of digital transformation, with the opportunity to become more agile, more market driven and response to changes as customer demands are growing. Join this expert talk to learn how Fujitsu Application Transformation Services can help you drive for agility and innovation, while leveraging exciting developments in technology to embrace new models and opportunities.



Case Management and Digital Transformation at Revenu Quebec

Expert: Joe Hnilo, Vice President, Software Business, Fujitsu America, Inc.

Revenu Quebec has been working to transform their business operations to realize the significant value and benefits from digitalization. Revenu Quebec selected Fujitsu – and the combined expertise of our BAS and Interstage teams – to enhance their operations by implementing an intelligent case management solution to effectively create and manage their business rules, deploy a flexible and responsive user interface and integrate processes with their systems – all leveraging the Interstage Digital Transformation Platform (DXP).



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

Expert: Jeff Cathey, Sr. Software Engineer, Fujitsu America, Inc.

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



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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.



Avoiding Potential Data Center Pitfalls in the Age of Digitalization

Expert: Stephan Labonte, Sr. Solution Architect, Fujitsu America, Inc.

The impact of Digitalization on data center infrastructures can be daunting, error-prone and time consuming. Stephan will discuss our best in class solutions in the areas of covered systems, server and storage to help overcome these issues. His deep knowledge of all components involved and an understanding of their various dependencies will help us guide you toward the right solution for your business needs.



How 2-in-1 Devices Can Enable Your Workforce

Expert: Jennifer Juwono, Senior Product Manager, Fujitsu America, Inc.

The last five years have seen unprecedented change in end user expectations and this pace of change shows no signs of slowing. How do organizations prepare to meet and exceed business demand and user expectations? Jennifer will discuss how Fujitsu's innovative 2-in-1 devices, convertibles and detachable hybrids, are used in a variety of different industries and applications and how you can utilize these same solutions in your organization.



Fujitsu Education Offerings – Driving Your Digital Agenda in Education

Expert: Nick Agnew, Industry Principal and Education Business Development Manager, Fujitsu America, Inc.

Driving a Digital Agenda in Education is often daunting. Meet Nick Agnew, who can help you on everything from implementing and sustaining a successful professional development program for faculty; Student Led Technical Support and Help Desks; to appropriate use of Mobile Devices, including Tablets/Pen and Touch, across the curriculum, including the STEAM/STREAM areas.



Channel First: New Investments, Programs, and Opportunities for Our Partners in 2018

Expert: Donn Bullock, Head of Channel Sales, Fujitsu America, Inc.

Channel first. Many companies say it, but few actually accomplish it. At Fujitsu, we know that the best company is one built on partnership and the power and scale of the channel. Come hear from our head of channel sales what new and exciting opportunities will be available in 2018 to our channel partners. Welcome to the new Fujitsu!



Fujitsu Digital Workforce – Digital Labor a New Resource for Your Business

Expert: George Q. Gakuru, Automation COE Lead, Fujitsu America, Inc.

Hear how Fujitsu Digital Workforce is digitizing the work and the worker and is transforming the workplace. Digital Workers from Fujitsu plug right into the existing environment –no tools, systems, integration, coding or big change programs to deploy – and automate routine interactions quickly and easily. Learn about the capabilities of the Digital Workers and how they can be leveraged to enhance your teams.



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Overcoming the Challenges of Application Delivery with Hybrid Cloud

Expert: Jeff Cathey, Sr. Software Engineer, Fujitsu America, Inc.

As businesses continue on their journey of digital transformation, they are challenged with how to deliver applications in a Hybrid Cloud ecosystem. In this expert talk, we will present Fujitsu Uforge AppCenter, and how it enables enterprises to model, deploy and migrate applications in Hybrid Cloud environments.



Converged End-to-End Wireless and Wireline Solutions (4G to 5G)

Expert: Dr. Olufemi Adeyemi, Lead Solution Architect, Fujitsu Network Communications

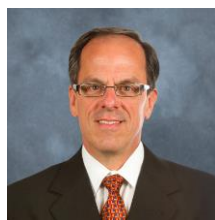
There are many considerations for the evolution of your wireless network. Many 5G services will demand an unique integration of end-to-end connectivity through a combination of wireless and wireline technologies. Whether you are looking to move to 5G or wish to discuss how LTE or small-cell technologies can meet your business needs, reserve some time to discuss with a leading industry expert.



Adding Intelligence and Functionality to the Network with Micro-Services & Applications

Expert: Man Wing Fong, Lead Solution Architect, Fujitsu Network Communications

Networks have evolved from static to semi-automated; the next development will be to intelligent networking. With machine learning, AI and micro-services you can enhance your network with intelligent applications and automation. Come talk to us on how we help you make your infrastructure more adaptable and easier to keep pace with your business needs.



Beat Network Deployment Challenges Using Supply Chain as a Service

Expert: Barrie Hall, Senior Vice-President Fulfillment-Operations, Fujitsu Network Communications

Supply Chain aaS – Network deployment presents several possible obstacles that can be alleviated or prevented with an effective, efficient supply chain, and strong vendor management capabilities. If you have outgrown your supply chain operation, or are planning a complex deployment or migration project, book time to speak with our experts. We can reduce unexpected problems and measurably improve your outcome.



Transform your Operation with Augmented Reality Technology

Expert: Yuji Nakajima, Software Engineer, Fujitsu Laboratories of America

Manufacturing companies adopting Industry 4.0 digitization and automation of production gain flexibility and shorter lead-times, but face productivity and quality challenges due to the increased demand. Fujitsu solution utilizes AR technology to provide intelligent work stations that can handle multiple products and configurations. During integration in large manufacturing shop floor, the technology greatly reduced operation and training times. If you are facing the same challenges, please book time to speak with our experts to discuss the co-creation of the solution.



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Increase Customer Experience by Empowering Channel Sales

Expert: Cheryl Morrison, GLOVIA OM Solution Architect, Fujitsu America, Inc.

GLOVIA OM solution enables organizations to accelerate the creation of their customized experiences for multiple personas that drive customer experience. With functionality to host deeper channel engagements and present self-service capabilities on any device at any time, this solution empowers organizations to create visibility into channel inventory, increase sales through channels and improve their customer experience.



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