



OPTIMIZATION Services

Individual IT consulting at a fixed project price

In-depth analysis of your situation and requirements
Pragmatic decision support

Fast and convincing results
Available for data centers, IT workplaces and software
as well as server, storage and network infrastructures

shaping tomorrow with you

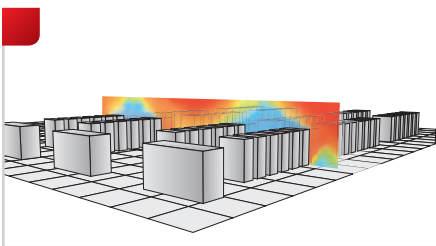
The Fujitsu logo, consisting of the word "FUJITSU" in a bold, red, sans-serif font. Above the letter "J" is a red infinity symbol.

General market figures provide helpful information. However, our analysis is focused on your individual situation and the specific goals you want to achieve.

Fujitsu OPTIMIZATION Services pave the way leading to project success

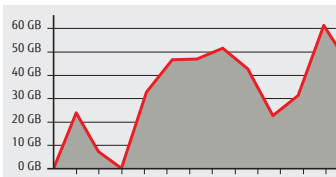
- **Realistic:** Fujitsu OPTIMIZATION Services offer you first-class consulting and analysis packages that quickly deliver specific information and recommendations for improving your situation and fulfilling your requirements.
- **Transparent:** Fujitsu OPTIMIZATION Services consulting packages are available at a fixed project price. This offering was made possible due to a systematic analysis of our successfully implemented consulting projects. The applied methods were standardized and combined with the product and solutions competence of the Fujitsu Group.
- **Decisive:** Fujitsu OPTIMIZATION Services can speed up your IT decision-making to ensure that your enterprise has the competitive edge to stay ahead of the curve.

Do you know ...



... if your data center is ready to meet future IT requirements?

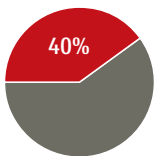
- More than 80% of all data center operators are trying to strike the right balance between space, energy and cooling requirements.
- Traditionally equipped data centers are confronted with an energy density that is continually increasing due to new IT systems.
- The risk of failures due to heat in IT equipment is on the rise.



... how high the current bandwidth used within your network is?

- Up to 90% of WAN traffic consists of redundant data. If the redundant traffic is eliminated, the WAN capacity can be increased by a factor ranging from 10 to 20.

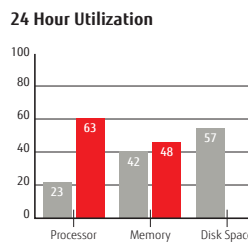
(Source: BlueCoast Survey, 1,300 IT managers in 40 countries)



... how high the costs of running your IT workplaces are?

- 80% of all PC costs are related to workplace system operations.
- 40% of these operating costs can be saved through effective PC management.

(Source: various studies)



... how high the current utilization of your servers is?

- The average workload utilization level for Windows and Linux servers is 25%.

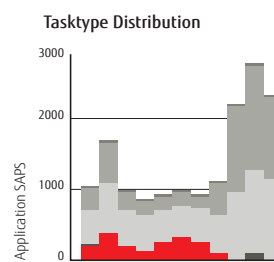
(Source: DC)



... if your storage and backup system is adequately dimensioned?

- Required storage capacities will increase by a factor of five by 2015.

(Source: Cisco)



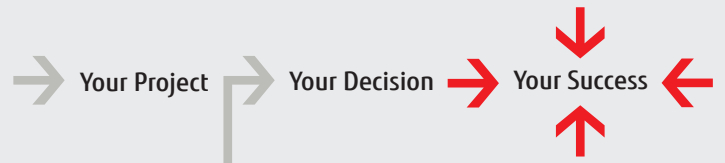
... what the current load profile of your SAP system looks like?

- 58% of all SAP infrastructures are not correctly dimensioned.

(Source: SAP Competence Center Walldorf)

Your benefits:

- OPTIMIZATION Services offer you support when implementing important optimization measures for your specific infrastructure requirements.
- The individual consulting focuses exclusively on your particular situation and your goals.
- You receive qualified information and recommendations based on a precise analysis of your specific situation.
- The services can be combined in ways that meet your concrete needs.
- This can all be achieved with only a minimum of effort on your part.



Fujitsu offers professional analyses and recommendations for ...

... your data center

Does your infrastructure fulfill the requirements of your IT operations? An efficiency analysis of your data center can be conducted to clearly identify all the factors that affect the security, reliability and energy efficiency of your IT operations so that qualified recommendations for optimization can be made. In addition this service also takes the efficiency of the recommendations into account to ensure maximum cost-effectiveness for your operations.

... your network

From the data center to remote users, customers and partners: No enterprise today can do business successfully without a highly efficient IT network that functions perfectly. However, networks are not always efficient – especially when new services are added. And often troubleshooting is not only time consuming, it is also expensive. Fujitsu offers you fast and comprehensive network analyses so that you can be sure that your network is functioning securely and optimally – both now and in the future.

... your IT workplaces

Finding the right strategy for your IT workplaces is an enormous challenge due to the tremendous number of various technologies now available. That is why you should trust the proven services from Fujitsu when it comes to your IT workplaces. We provide you with efficient analyses and concrete recommendations that enable you to maximize the productivity of your IT workplace infrastructure.

... your server infrastructure

Most enterprises want to consolidate their server infrastructures and use virtualization technologies. However, there are quite a few options available for doing this. Fujitsu can contribute to your optimization project with independent software consulting, detailed evaluations and overall support for planning and realizing your solution.

... your storage and backup environment

In light of the extremely rapid growth of data volumes encountered in daily business transactions, how can you ensure that you have immediate access to your business data, as well as maximum protection? Fujitsu offers you in-depth analyses of your existing data and the volumes to be expected in the future so that you can optimize your current storage and backup infrastructure based on well-planned investments in data storage and data protection.

... your software

How can you increase the performance of your SAP, Oracle and Microsoft applications? And, despite growing complexity, how can you improve software licensing and control the use of your software? Fujitsu can help you achieve the transparency you need with Software Asset Management Consulting Services.

What customers are saying about Fujitsu OPTIMIZATION Services:

- »... Conducting an analysis of our planned virtualization project in advance was without question the right decision. Following the analysis we had a precise plan for realizing our virtualization strategy ...«
- »... Thanks to the analysis – which required little effort on our part – we were able to prove that storage consolidation at several sites would lead to more savings and much better utilization ...«
- »... The savings forecast helped us reduce operating costs and speed up important projects that had been delayed – we now expect to complete these projects in the current fiscal year ...«
- »... The analysis showed that the costs of migration to a new technology platform would be offset within 18 months by the cost reductions achieved in our annual maintenance costs ...«

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