

Responsibility

Fujitsu takes its responsibilities regarding the correct handling of waste IT material seriously. Any damaged returned products, or waste created through repair or refurbishment processes, are disposed of and recycled in accordance with prevailing local legislation (such as WEEE in the European Union countries), either within our own facilities or those of our independently accredited specialist partners.

Flexible Financing Options

Products and solutions from Remarketing are now even easier to acquire.

As part of the Financial Services organization at Fujitsu, Remarketing can provide used and refurbished equipment through a range of flexible financing options, from short term rentals through to longer term leasing. You can choose a solution to fit your particular business needs – giving you the all-important flexibility for challenging economic times.

Leasing and financing options from Fujitsu Financial Services enable you to acquire business-critical IT when flexibility, transparency and affordability matter most. Fujitsu Financial Services can transition fixed costs into variable costs, allowing you to conserve capital, help create budget where none existed, change upfront capital expenditure into a schedule of affordable payments, protect against technological obsolescence and disperse financial risk.

We give you financial peace of mind, so you can concentrate on your core business.



Please contact us to find out more about Financial Services.

Web: ts.fujitsu.com/financialservices

Email: financialservices@ts.fujitsu.com

If you have any questions or would like to know more about Fujitsu Remarketing, please contact us:

Web: ts.fujitsu.com/remarketing

Email: remarketing@ts.fujitsu.com

Limitation

Not all options within the range of Fujitsu Remarketing's products and services are available in all countries or regions, due to the limitations of geographical access, commercial viability, or local legal, tax, or political constraints. At its discretion Fujitsu Remarketing may deliver products and services either direct or via partners or agents.

Use.
Reuse.
That's Value.

Fujitsu Remarketing
Green In-Life™ Solutions

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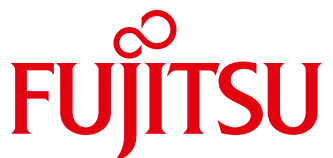
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REMARKETING

shaping tomorrow with you



Creating Sustainable Value

Over 20 years of experience and expertise



Responsibility and Sustainability
 Fujitsu is committed to delivering Green IT at all stages of the Design, Manufacture, Use and Recycling lifecycle. The 'Use' and 'Reuse' stages are, where existing equipment is brought back to a standard that enables it to fulfil a second or even third productive lifecycle. Extending the lifespans of products makes a valuable contribution to sustainability. With many raw materials being in finite supply, we need to ensure we are unlocking their full value. Additionally, bringing an older product back into use will ultimately consume far less energy and resources and emit far less CO₂, than manufacturing a brand-new product.

Stretch your investment
 In challenging economic times, IT users require flexibility and even more creative solutions to meet their business needs. The demands on both capital and capacity are sometimes difficult to reconcile. Refurbished products or rentals can be a valuable part of the solution.

Previous generation technology delivers more than just cost savings on purchase price; it also offers cost efficiency in support: by deploying the same technology you already have in place, you are ensuring a common platform for support and maintenance and can avoid the higher cost of supporting a wider range.

Remarketing from Fujitsu
 Remarketing was established by Fujitsu Technology Solutions to add value for its customers by delivering competitive commercial solutions and acting as a responsible contributor to raw materials sustainability.

Remarketing provides a wide portfolio of customer solutions and services around Used and Rental equipment. Based in Germany, Remarketing has its own combined refurbishment and recycling plant and a central multi-lingual Sales Centre. As a corporate resource for Fujitsu Technology Solutions, Remarketing is responsible for the resale of returned goods and the disposal of assets.

- Customized products and services – worldwide**
- Product re-purchasing (trade-in against new Fujitsu product or independent buy-back)
 - Product refurbishment and reconditioning
 - Sales of refurbished warrantied used Fujitsu equipment, including unopened returns and overstock
 - Short-term rentals of both new and used equipment
 - End-of-term services, both on-site and off-site, including secure data handling

Remarketing can provide most solutions in the major trading countries around the world – direct via our own resources, online, or in conjunction with our specialist partners.

Release Value

Trade-ins
 Trading-in can release value back into stretched budgets. This offsets the investment step to the latest technology, and can help reduce migration costs and support warranty upgrades. Remarketing can repurchase your used IT equipment - anything that is marketable and a main brand - as part of a new investment in Fujitsu IT equipment. Pricing is based upon fair open market trade value.

Buy-backs
 Remarketing can also repurchase your marketable used IT equipment without a new Fujitsu purchase. So you can unlock value ahead of making a new investment, or turn surplus inventory into liquid assets. This can be useful for companies that are down-sizing operations or bringing a major project to a close.

Refresh Investment Rent Equipment

Refurbished or Remarketed product sales
 Remarketing is the official sales channel within Fujitsu Technology Solutions for the sales of the following types of equipment:

- Opened and unopened customer returns
- DOA and warranty repairs
- Ex loan/demo/campaign product
- Ex rental products
- Manufacturing overstock and excess inventory
- Fujitsu owned assets
- Product used at fairs & trade shows
- Refurbished products from trade-ins and buy-backs

As well as immediate availability from refurbished stock, we can also rebuild to your exact specifications. Tested in your chosen configuration, and backed by a fresh warranty from Remarketing, this capability is unmatched elsewhere in the market.

New and Remarketed products
 Rental is the risk-free inventory solution for short-term capacity needs, providing flexibility to return products without penalty. Rental periods can be extended to a maximum of 12 months, and we offer competitive buy-out options at any point during or at the end of the rental.

Remarketing provides short-term rentals from one week up to 12 months for both brand new and refurbished Fujitsu products. These are delivered direct from Remarketing or via our strategic rental partners.

Renewed product for a renewable economy

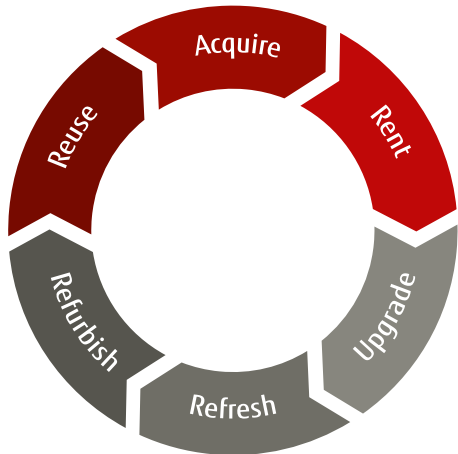
Services

EoT Services
 In conjunction with either a trade-in or buy-back, we can provide equipment decommissioning from site, including packing and palletising, collection and transport, and data erasure either on-site or off-site. These services are available in most major markets worldwide through a network of strategic partners.

Warranty
 All of our remarketed product sales, unless specified, are sold with a new 12-month return-to-base warranty on parts from Remarketing, or the balance of the original standard Fujitsu warranty.

Recycling and certificated data destruction
 Through our own registered waste treatment sites in Germany and the UK, we can offer recycling services for our clients that include certified data erasure or destruction. In other countries these services are performed by strategic partners in compliance with applicable local legislation.

At a glance



- Unlock value in your older equipment as you refresh to newer technology
- Great performance with competitive pricing from Refurbished equipment
- Risk-free provisioning with short-term Rentals of New or Refurbished equipment
- Product reuse promotes environmental sustainability by leveraging the use of raw materials
- Green In-Life Solutions™ complete the Fujitsu Green Value Chain, from Green Design and Manufacture to Green Recycling