

# Definitions

## Fujitsu Remarketing

### Fujitsu Remarketing Green In-Life™ Solutions

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#### Allowance

A value offered to the customer for the return of an older system against the purchase of a new Fujitsu system; usually directly related to the second hand market value of the older system.

#### Asset Management

Understanding the customer's complete environment, and planning the selection and timing of system upgrade, replacement, consolidation, etc., to provide higher system utilisation, efficiency, and reduced cost.

#### Buy Back

The outright purchase of a system by Fujitsu, or its agents, of the customer's system that may be financed, or is being depreciated from CapEx, which may, or may not, be related to the purchase of a new system by the customer.

#### Consolidation

Reducing a larger number of customers' servers to a smaller quantity of new systems to provide lower management and support costs.

#### Deconsolidation

Providing a migration solution for the customer to move applications from a single large system to a quantity of smaller servers.

#### Migration

Moving the customers' applications from an old, or competitor system, to a new Fujitsu system. This can be on a like-for-like basis, a one-for-one basis, or consolidation. Migration would normally indicate that the proposal includes additional services, such as application or data migration.

#### Technology Refresh

Technology Refresh enables the customer to upgrade, add, or exchange a percentage of their system without necessarily increasing their level of revenue expenditure.

#### Trade-In

All or part of the customers' system can be traded in for an allowance (see 'Allowance' above). A customer returns an old system against a new purchase with an agreed deduction in the invoice; or, the provision of additional products or services to the same value.

#### Upgrade

All or part of the customers' system can be enhanced at any time. For example a mid-term refresh of CPUs or memory, or a full system upgrade from an older product to a new version.

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