

Fujitsu Remarketing

FUJITSU

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Overview

Green In-Life Solutions

Fujitsu Remarketing

■ **Extended Manufacturer Responsibility**

- another Fujitsu contribution towards IT sustainability
- giving IT equipment and components a second lifecycle
- supporting the reduction of CO² through refurbishment of existing systems
- optimising the original materials, resources and energy from first manufacture

■ **The complete end-to-end Green value chain**

- Fujitsu is a market leader in Green design & manufacture (start-of-life)
- Fujitsu responsibly recycles waste product compliant with legislation (end-of-life)
- Fujitsu now has Green In-Life solutions to complete the Green value chain

■ **“Renewed Product for a Renewable Economy”**

- re-use is the ultimate form of recycling, now being demanded by the market
- recycled products are increasingly being used in all areas of business
- regenerated IT product to match existing installations helps reduce costs
 - maintaining similar equipment, and a standard platform for applications

■ Product trade-ins and buy-backs

- a transaction that can be independent of a new Fujitsu purchase
 - this can support consolidation environments or equipment surpluses

■ Flexibility – no limits on quantity or values

- any type of main brand IT equipment can be traded-in
 - does not have to be like-for-like (trade-in old PCs for new servers, etc)
- any amount of used equipment of any type can be traded-in
 - no limit on the amount of value created by the trade-in

■ Choice – turning the old product into New Value

- trade-in can be provided to the customer as they see as Best Value
 - cash rebates, additional products, higher configurations, services, warranty upgrades

■ Care

- complete service provision including collection, data security, audits
 - any waste products recycled to raw materials compliant with legislation



■ Remarketed refurbished Fujitsu IT product

- previous-generation technology at competitive prices, ideal for :
 - “Good Enough Computing” requirements, or confined budgets
 - capacity - where you just need more of what you already have
 - cost containment – maintaining a consistent environment to support
 - stability – a standardised platform for applications
- PCs, laptops, Intel based servers, enterprise UNIX servers, storage
 - plus monitors, accessories and peripherals
- nearly-new returns, product from loans / demos / rentals / fairs
 - backed by a new 12-month warranty, or balance of original warranty
- refurbished as required at the Fujitsu plant (plus build-to-order for servers)
- we can also provide remarketed products on short to medium term rentals

■ Supporting the growing demand for Green products

- helping the reduction of CO₂ by re-use of existing systems
- optimising the original materials, resources and energy from first manufacture

■ Fujitsu equipment rentals

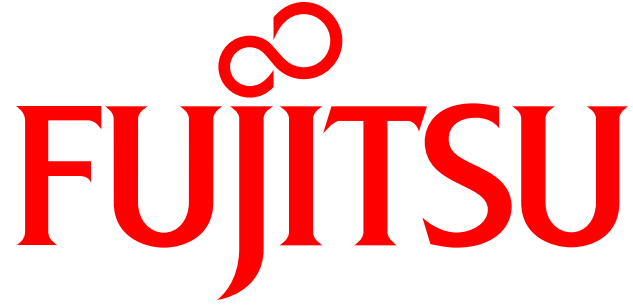
- for short to medium term requirements (one week to six months)
 - longer rental periods by individual negotiation
- can be New equipment or Remarketed equipment from our stock
- provided by Fujitsu Remarketing, or our strategic EMEA rental partner

■ The easy way to access additional technology

- no balance sheet impact
- product can be handed back at the end of the rental without further risk
- ideal for short term projects, seasonal business, proof-of-concept needs

■ Flexibility to match to changing business needs

- at the end of the rental term you can either hand back the equipment or :
 - extend the same product to a further rental period (usually at a lower rental rate)
 - upgrade to the newest equivalent systems on a new rental
 - purchase the products outright (at a competitive value based on the rental so far)
 - migrate to a longer payment plan such as a lease from Fujitsu Financial Services



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