



Bringing the cloud into the data center

How the Fujitsu Test Drives and consumption-based IT facilitates digital transformation



At Fujitsu, we have a mission: to help our customers generate added value from data. During the digital transformation, customers repeatedly have to decide whether IT services are better sourced from the cloud or on-premise from their own data center. Consumption-based IT services such as Fujitsu uSCALE give organizations additional options to better meet their requirements for flexibility, scalability, security, cost and compliance. But where to start? In order to find the right starting point for AI, data transformation of containerization projects, the Test Drives of the DX Innovation Platform are ideal.

For whom the topic is of interest:

- Businesses faced with the decision to source IT services from the cloud or on-premise
- Data scientists and IT departments, looking for the platform to test, develop and design their ideas

Benefits of uSCALE and the DX Innovation Platform:

- Try, adjust, re-test and design your AI and data transformation projects – leveraging free, consultancy-led test drives
- Cloud-like consumption models for your on-premise infrastructure scale resources flexibly at any time – and you only pay for what you use
- Launch new initiatives faster than ever – while saving costs in the up to double-digit percentage range

Fujitsu uSCALE brings the real benefits of the cloud to your data center. By using IT infrastructures as a service, you gain the agility of the cloud, avoid investments, save costs and create optimal conditions for dynamic growth and faster value creation.

Fujitsu uSCALE is the smart alternative if you are looking for operating models other than the cloud for performance, latency, cost, compliance, regulatory or security reasons, for example. Basically, you can deploy everything in your data center according to the as-a-service model - servers, storage systems, integrated systems, virtual machines or even SAP environments.

Fujitsu uSCALE takes the headache out of IT planning. This applies, for example, when the future demand for storage capacity is unpredictable, as is the case in healthcare due to the increased use of medical imaging. The same is true if, as a service provider, you want to respond flexibly to fluctuations in customer demand. Seasonal peaks – for example, in travel bookings, ticket purchases or even annual financial statements – are also typical scenarios where uSCALE proves its worth.

Agile foundation for successful digital transformation

IT planning is particularly challenging for new tasks, such as AI, data crunching or adoption of container technology. Here, not only are the investment risks high, but also the risks for innovative initiatives to fail. At first glance, the cloud offers simple, cost-effective solutions for this. However, whether this is true for the specific business case is another matter. This is because the pricing models of hyperscalers often contain numerous variable cost components or even multiple pricing. One example are separate prices for storage (data-in-rest), transmission (data-in-motion) and data processing (data-in-use).

That is why Fujitsu partnered with industry-leading technology partners like Intel and SUSE, and many others to help organizations to implement AI, data, and containerization projects. Part of the DX Innovation Platform is the AI Test Drive, which gives organizations direct access to the technology they need to validate their theories and models around AI. The AI Test Drive provides a state-of-the-art

infrastructure and consultancy support to help organizations understand complex requirements, as well as validate and evaluate the data to build the business case and select the right AI infrastructure.

After designing the required infrastructure, Fujitsu uSCALE ensures remarkably low basic costs for on-premise IT: rent up to 70% of your resources as “reserve” capacity, for which you pay nothing as long as it is not used. The monthly billing models ensure a transparent price structure, so you always have a full overview of your expenses.

[Navigate to the Fujitsu uSCALE Price Estimator](#)

Why Fujitsu? – Where to start? – How to stay flexible?

Fujitsu uSCALE delivers flexible, on-premises IT infrastructures “as-a-service” solutions via monthly consumption-based billing based on actual usage. Benefit from an IT solution that precisely focuses on your specific requirements, saves investment costs, enables dynamic growth, and faster value creation.

Fujitsu uSCALE underpins our portfolio for digital transformation helping customers to minimize investment risks in technologies such as AI, data crunching or containers.

But where to start? Building a business case for innovative projects can be challenging if you don't have the IT resources available, to determine the specific requirements of the project. The Fujitsu DX Innovation Platform provides the unique opportunity to overcome this challenge – free of charge.

Make your IT more agile:

- **Start** with the **DX Innovation Platform** to explore the power of innovative technologies for AI and complex data projects, test your specific business case and leverage our expertise to co-create your solutions
- **Benefit** from the **Fujitsu Partner Ecosystem** for additional expertise when you need it: e.g. access to 500 subject matter experts in the ecosystem with the required expertise for AI within 24 hours
- **Stay flexible** with consumption based IT services: **Fujitsu uSCALE** delivers flexible, on-premise IT infrastructures “as-a-service” solutions via monthly consumption-based billing based on actual usage

Learn more about our innovative solutions and the DX Innovation Platform:

www.fujitsu.com/global/products/data-transformation/