Be flexible.
With the right foundation.

FUJITSU

Experience Virtualization

Find the fast track to greater flexibility and lower costs with Fujitsu Integrated Systems

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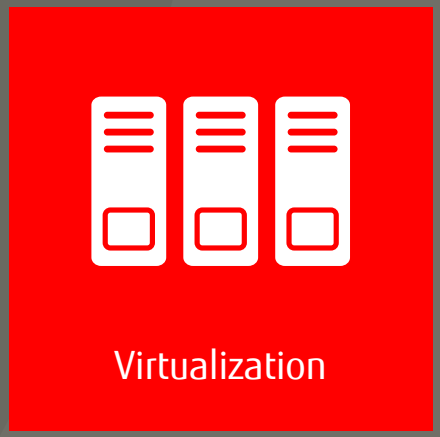
shaping tomorrow with you

As business priorities surge ahead, are you keeping pace?



Today's IT infrastructures must be ultra-agile to meet fast-changing business challenges and opportunities. Planning horizons are shorter, revenue streams are uncertain, and flexibility is required at every turn.

For IT directors and managers, the pressures have never been greater – especially when it comes to server provision and management. While the business wants to drive forward relentlessly, your team is battling to keep the lights on with day-to-day operations. Then there's growing complexity to tackle in your data center, challenges with power and cooling, and a limited amount of staff and resources.

Challenges aren't restricted to the data center. Business teams demand access to their applications, data, and other resources – via thin clients or regular desktops, notebooks, tablets or other devices, including those owned by employees. Rolling out new apps and continually refreshing desktop hardware can be a time-consuming and costly drain on performance and also on IT time and resources.

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Forward-thinkers recognize that change is essential

When these pressures increase, it's like a rope being pulled tighter and tighter – to a point where it's fraying and will soon break. But too often, this reality is only appreciated by forward-thinking IT directors and managers. They recognize that something has to change fast. But it's frustrating if their regular IT partners fail to come up with cost-effective solutions – not just more of the same.

What's needed is a new and sustainable approach, with flexible infrastructures that include servers, networks and storage. The answer is corporate server and desktop virtualization. Organizations can then benefit from improved management – and the ability to exploit technologies and trends to deliver value to business lines without extra costs and risks. That way, resources will be fully aligned to meet business priorities.

Fujitsu enables you to take control

With our help, you can address these fundamental issues with a proven and innovative virtualization strategy. We make it possible for you to deliver outstanding performance, year after year.

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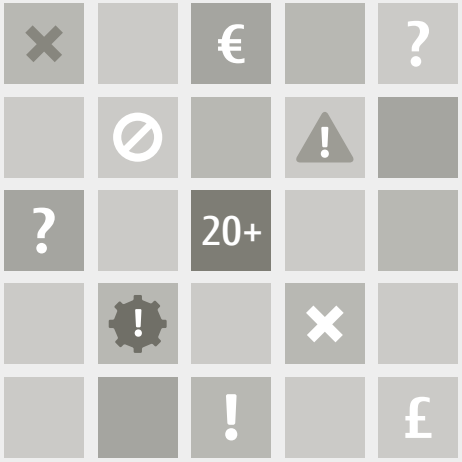
Capitalize on the full benefits of virtualization

Transform your IT infrastructure faster, reduce costs and reap the rewards – without concerns over risk.

Virtualization makes it possible to reduce costs associated with your server infrastructure by a factor of five. At the same time, you can increase your application availability and have a new service ready with just a few clicks.



With virtualization, you can replace 20+ servers with

1 new server.

This gives you massive CAPEX saving and lower OPEX costs from using less energy, space and management resources.

Gain major advantages:

- Increase application availability massively.
- New applications can be deployed rapidly.
- The virtualization layer lets you run old and new operating systems on new, energy efficient, powerful hardware – enabling any virtual machine to run on any physical server.
- Easily move applications from one server to another automatically without disruption.

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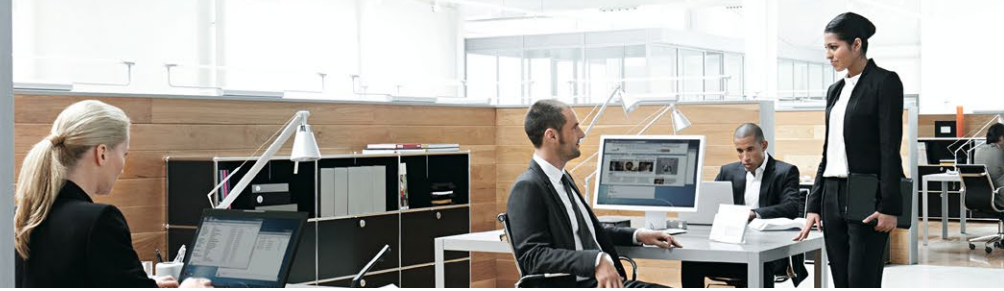
Unleash the power of desktop virtualization



Give users a unified workplace experience from anywhere, on any device.

With Fujitsu, rolling out a flexible virtual desktop infrastructure (VDI) is easy. You can empower users to access their workplace environment from anywhere, on any device. At the same time, you can reduce management complexity and costs, while increasing service quality and security. It's also simple to scale for future growth.

There's no sourcing, testing, and integrating numerous separate technologies from different vendors – just a great user experience. This is because we do all the hard work for you and work closely with the leading players in virtualization software, empowering your users to be more productive, more mobile, more secure, and more effective.

» Read more

Enjoy significant benefits:

- Empower your users to access their workplace from anywhere, on any device
- Simplify desktop management, reduce costs, enhance service quality, and boost security
- Get excellent price/performance from your hardware
- Succeed with a powerful VDI that gives you a competitive advantage
- Flex easily as your needs change

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Do you want a pain-free transition to virtualization?

It's now within reach, because the hard work has been done up-front.

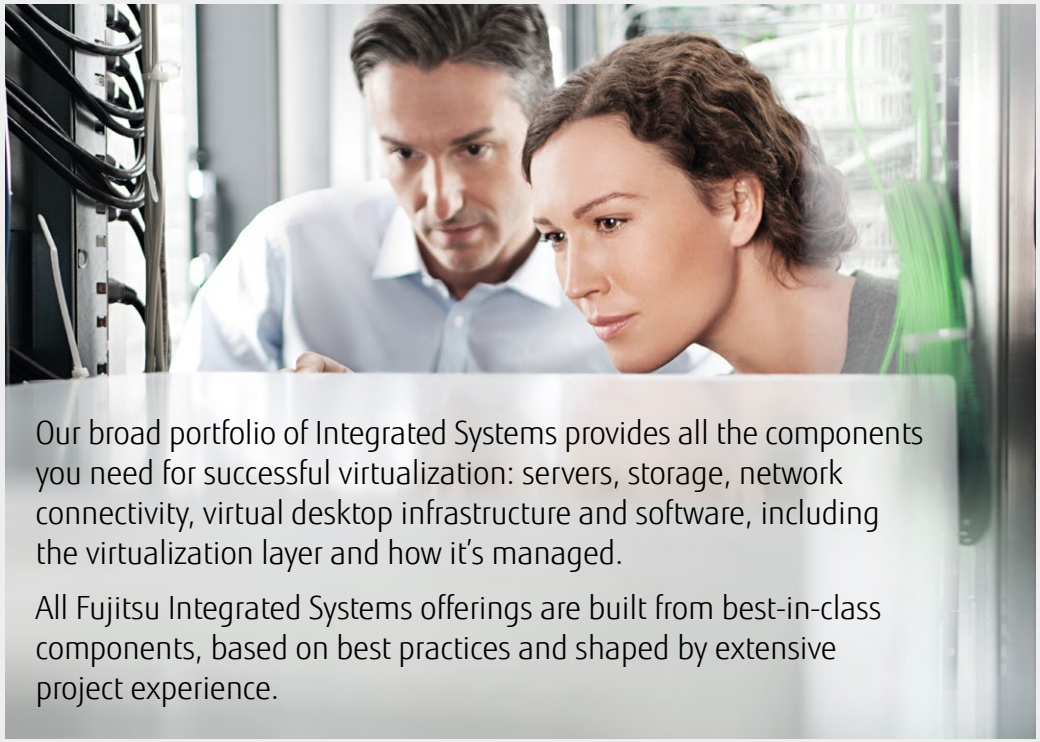
A do-it-yourself approach to virtualization brings a lot of complexity and risk. New servers, storage, networking and desktop infrastructure have to be selected, procured and integrated. Then extensive tests must be conducted, because the compatibility of the individual components is not always guaranteed. This requires time, resources and a deep knowledge of all components and their various interdependencies.

It would be challenging – even with limitless resources. But Fujitsu provides a better and more cost-effective solution to virtualization.

We've delivered successful solutions for organizations of all types, the world over. And we've used this know-how to create ways to fast track virtualization. With our help, you don't have to experience all the pain, cost, and risk that normally comes with integration. Instead, you can gain the rewards faster.

Our solutions are pre-defined, pre-integrated and pre-tested

...with Fujitsu, you're virtually there already



Our broad portfolio of Integrated Systems provides all the components you need for successful virtualization: servers, storage, network connectivity, virtual desktop infrastructure and software, including the virtualization layer and how it's managed.

All Fujitsu Integrated Systems offerings are built from best-in-class components, based on best practices and shaped by extensive project experience.

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Fujitsu Integrated Systems for virtualization come in two flavors:

Ready-to-run systems

Ready-to-run systems are built and tested in exactly the same manner as traditional infrastructure products, achieving the same quality level you expect from a product. They are pre-designed, pre-integrated, pre-tested and even pre-installed. Procurement is very easy. There is no design effort at all, you are freed from any potential risk, and have chosen the fastest way to operation.

Reference architectures

Reference architectures are pre-tested, validated design blueprints based on a proof-of-concept. Customers and partners get the flexibility to easily adapt configurations to specific customer needs, while infrastructure design is accelerated, project times are shortened, and implementation risk is reduced. On demand, Fujitsu will deliver adapted configurations ready-to-run.

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Which virtualization offering is right for you?

	PRIMEFLEX for VMware vSphere	PRIMEFLEX for VMware vSAN	PRIMEFLEX for VMware Cloud Foundation	PRIMEFLEX for Microsoft Azure Stack HCI	PRIMEFLEX for Nutanix Enterprise Cloud
Architecture	CI	HCI	HCI	HCI	HCI
Server	PRIMERGY RX	PRIMERGY RX / CX	PRIMERGY RX	PRIMERGY RX	PRIMERGY RX
Storage	ETERNUS DX / AF NetApp FAS / AFF	Local disks	Local disks	Local disks	Local disks
Networking	Extreme, Broadcom	Any	Extreme, Cisco (optional)	Any	Extreme, Fujitsu, any
Hypervisor	VMware	VMware	VMware	Microsoft	Nutanix / VMware
SDN	No	No	Yes	Yes	Yes
Infrastructure management	ISM	ISM	ISM	ISM (optional)	ISM (optional)
Scalability	2-64 servers	2-64 servers	4-240 servers	2-16 servers	Any # servers

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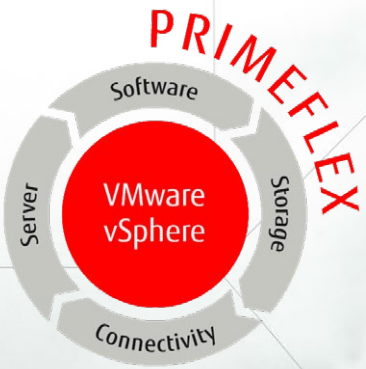
PRIMEFLEX for VMware vSphere

Fast track to your converged IT infrastructure.

Powered by Intel® Xeon® processors, PRIMEFLEX for VMware vSphere is an integrated system that helps customers to reduce complexity and risk when deploying a traditional converged infrastructure with external storage from Fujitsu and NetApp.

PRIMEFLEX for VMware vSphere comes in multiple configurations varying in size from 2 up to 64 servers. It includes PRIMERGY RX servers, Fujitsu ETERNUS DX/AF or NetApp FAS/AFF storage systems. Plus networking switches from Extreme Networks and virtualization technology from VMware. The integrated Fujitsu Infrastructure Manager (ISM) provides converged management across server, storage and networking devices, enabling simplified IT operations. By default, PRIMEFLEX for VMware vSphere is handed over ready-to-run to the customer.



Benefits at a glance

- CAPEX and OPEX savings through server consolidation
- Reduced server sprawl, data center footprint, energy consumption and cooling requirements
- Accelerated resource provisioning
- Improved workload mobility
- Affordable high-availability solutions

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» Fujitsu has given us a scalable, robust and cost-effective IT platform that safeguards the business for the next five years. It's faster, easier to manage and makes our users extremely productive.«

Paulo Espirito Santo
DSO Director, Locarent

» Read the **Locarent** case study

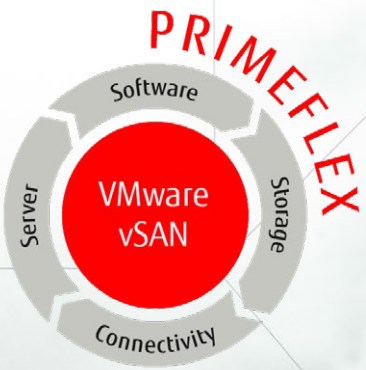
Virtualization

PRIMEFLEX for VMware vSAN

Maximize operational experience of your VMware HCI environment.

Powered by Intel® Xeon® processors, PRIMEFLEX for VMware vSAN is a hyper-converged system based on the VMware HCI software stack providing IT organizations with the easiest way to deploy a hyper-converged infrastructure based on VMware vSAN.

The system supports up to 64 server nodes and is available ready-to-run and as a validated reference architecture. The ready-to-run delivery option features a tight integration of VMware management tools with Fujitsu Infrastructure Manager (ISM) software to simplify the complete life cycle of a VMware-based hyper-converged IT infrastructure – from deployment, to operation, to scalability and maintenance. The reference architecture approach offers a broad range of certified vSAN ReadyNodes™ for those customers, who prefer highest flexibility of choice for building a VMware HCI environment. PRIMEFLEX for VMware vSAN supports any HCI use case, including general-purpose virtualization, VDI, big data and analytics, remote and branch office, edge and has been certified for mission-critical workloads like SAP HANA.



Benefits at a glance

- Get high-performance, low latency storage
- Simplify HCI life cycle management
- Grow as you go with linear and non-disruptive scalability
- Gain TCO savings from server and storage consolidation
- Simplify path to Hybrid IT

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» We embarked upon a process of technological innovation, the final stage of which is the adoption of virtual servers and thin clients. These technologies, used by students and lecturers, have provided major advantages in terms of efficiency, maintenance, security, ease of use, and energy conservation.«

Vincenzo Lezzi
Chief Information Officer, Libera Università Maria Santissima Assunta

» Read the **LUMSA** case study

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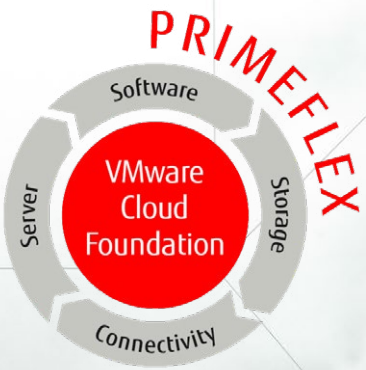
PRIMEFLEX for VMware Cloud Foundation

Fast track to your VMware Software Defined Data Center.

PRIMEFLEX for VMware Cloud Foundation, powered by Intel® Xeon® processors, is an integrated system that helps customers to reduce complexity and risk in deploying a completely software-defined data center infrastructure based on the VMware Cloud Foundation software stack.

The system is available in various configurations from 8 to 240 servers. It is based on VMware vSphere, vSAN and NSX for virtualizing compute, storage and network resources. The additional SDDC Manager acts as an automation engine for provisioning, monitoring and lifecycle management, taking care of virtual and physical resources. VMware vRealize is an optional add-on that turns PRIMEFLEX for VMware Cloud Foundation into a full private cloud infrastructure. A further option is VMware Horizon which makes the platform usable as a virtual desktop infrastructure. As the Integrated System is delivered ready-to-run, it is also ready-to-operate within a couple of hours after arrival on-premises.



Benefits at a glance

- Fast time to production of new infrastructure through automated bring-up
- Radically simplified day-to-day operations through integrated management of physical and virtual resources
- Reduced maintenance efforts through automated life-cycle management

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Virtualization

» It quickly became clear that Fujitsu could provide all the technology we need and scale easily to a hybrid cloud solution. Moreover, in terms of cost, Fujitsu delivered the best bang for our buck.«

Per Brantsing Karlsson
IT Manager, Akademiska Hus

» Read the **Akademiska Hus** case study

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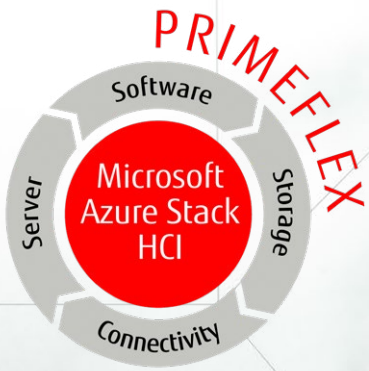
PRIMEFLEX for Microsoft Azure Stack HCI

Fast track to your Microsoft hyper-converged IT infrastructure.

PRIMEFLEX for Microsoft Azure Stack HCI, powered by Intel® Xeon® processors, is an integrated system that helps customers to reduce complexity and risk in deploying a Microsoft hyper-converged infrastructure based on software-defined storage technology (Storage Spaces Direct) integrated in Windows Server Datacenter.

The system supports up to 16 server nodes. There are various configurations for a broad range of use cases, covering mixed workloads as well as workloads requiring very high I/O performance. Configuration options include hard disks, solid-state disks and high-speed NVMe disks that allow the user to set up a two-tier and three-tier storage infrastructure. The reference architecture approach allows flexible adjustments of the pre-defined configurations.



Benefits at a glance

- Simple operations through single pane of glass server and storage management
- High performance, low latency storage
- Linear and non-disruptive scalability of compute and storage resources
- Cost savings through consolidation of compute and storage resources
- Choice of 2-tier and 3-tier storage deployment options

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» The people of Fujitsu are really transparent and feel really trustworthy. So it's fun to work with them because it's also a partnership. Fujitsu in a word? Co-creation! «

Stephan Van den Eynde
CEO Habpit

» Read the **Habit** case study

Virtualization

PRIMEFLEX for Nutanix Enterprise Cloud

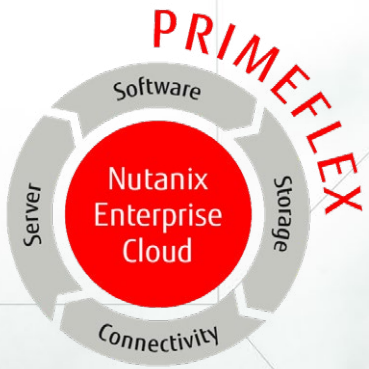
Fast track to your Nutanix hyper-converged IT infrastructure.

PRIMEFLEX for Nutanix Enterprise Cloud, powered by Intel® Xeon® processors, is an integrated system that helps customers to reduce complexity and risk in deploying a hyper-converged infrastructure based on the Nutanix Enterprise Cloud software stack.

The multi-hypervisor system **(Nutanix AHV and VMware vSphere)** supports various configurations covering a broad range of use cases with any number of nodes.

Nutanix Prism lets you manage your infrastructure from one simple, central platform. You can use it to keep track of all your data center operations.

Nutanix Calm orchestration software makes it easier than ever to manage multi-cloud operations. It delivers simple, repeatable and automated management of application creation, consumption and governance across Nutanix environments and public clouds.



Benefits at a glance

- Pay as you grow
- Deploy in just minutes
- Manage everything, easily, with a single pane of glass view
- Scale on demand, in increments, and with zero downtime
- Get one-stop support for your complete infrastructure

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» The whole business wouldn't have been possible without Fujitsu, which has been actively involved in our growth and has provided amazing post-sales aftercare. «

Jamie Bailey
Sales and Marketing Director Aessenta

» Read the **Aessenta** case study

Virtualization

Turn your virtual IT into cloud

Fujitsu Software Enterprise Service Catalog Manager.

Enterprise Service Catalog Manager (ESCM) is a self-service portal to centrally manage service delivery, life-cycle operations and user access for all IT services in a hybrid IT environment. IT organizations can introduce new services quickly, keep control of service usage, and report and charge service consumption. Business users have access through an intuitive self-service portal on which they can easily find and consume services that are managed on or off-premise.

For IT organizations that need to improve service levels for their business, Enterprise Service Catalog Manager is an easy way to transfer existing local virtualized data center infrastructure to the cloud. You can transform from a pure technology provider to a cloud service broker for the full portfolio of internal and external services. With Enterprise Service Catalog Manager, you can move up the value chain and focus more on digital transformation and business outcomes rather than just technical competence.

» Watch the ESCM video

» Learn more

ESCM
Enterprise Service Catalog Manager

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Virtualization

You're free to get the best solutions available

We're not limited to any partner.

Fujitsu's close cooperation with all market leaders in virtualization enables us to provide you with the best possible advice. We team with a range of different partners so we can have an appropriate solution for any customer requirement.

Fujitsu Professional Services

We're here if you need some extra help.

Although our integrated systems offerings are pre-defined in so many ways, sometimes extra help is useful, before, during, or after deployments. If you wish, we can provide services on-demand or as part of any package you select.

Our services can include:

- Consulting
- Configuration and Sizing
- Assessments
- Integration

Services are either delivered by local consultants from Fujitsu or our partners, while our global delivery centers provide remote infrastructure and applications management.

For many years, we've provided attractive financing options for organizations that want to implement Integrated Systems on a tight budget. This help is available through **Fujitsu Financial Services.**

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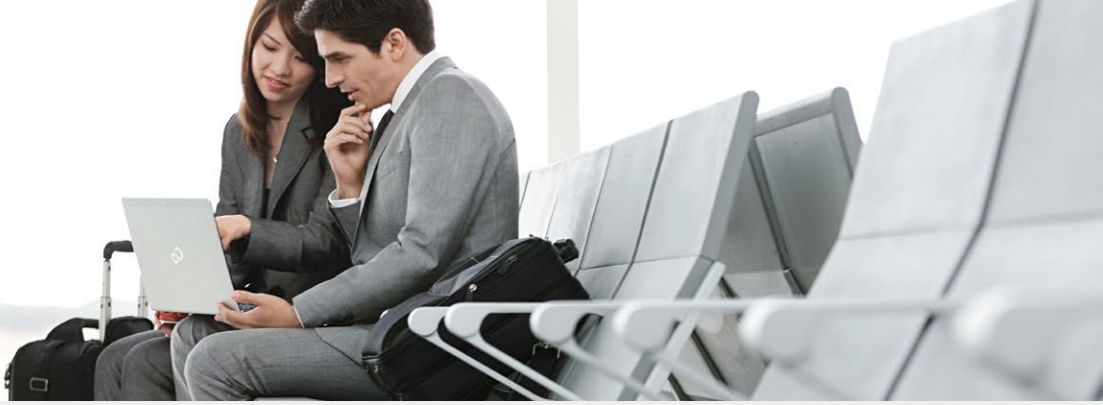
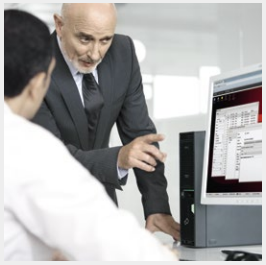
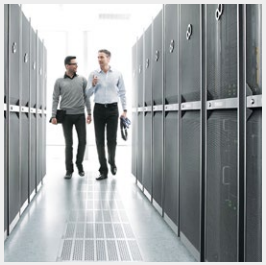
Once you're up and running, additional help is available:





- **Fujitsu Solution Support** is available via a single point of contact for all support matters related to your Integrated System. We serve customers worldwide with all levels of expertise, products, and service. Our follow-the-sun service desks support more than 30 languages.

- **Fujitsu Lifecycle Management** ensures continuous component compatibility while providing all relevant updates, patches, security fixes, and component replacements.



- **Fujitsu Data Center Services** are an option if you ever want Fujitsu to take over the operation of your data center infrastructure on your premises, or in any of our own data centers. We're experts and operate more than 150 data centers in over 20 countries.

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For more information, contact us at
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