

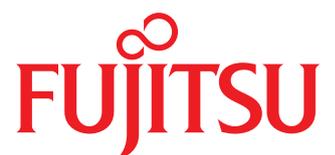


FUJITSU Financial Services

Dynamic Capacity Solutions

Payment Options

shaping tomorrow with you



“Dynamism” is the key word in Fujitsu’s Dynamic Infrastructures portfolio

Funding the acquisition and usage of such Dynamic Infrastructures is fundamental to Fujitsu Financial Services. No more a trend of the future, more and more companies are moving to usage-based payment models for their datacenter. In an attempt to protect CAPEX (capital expenditure) and improve OPEX (operational expenditure), customers are now asking more than ever to “pay as they use”.

Funding ever-changing business requirements can involve significant investments in IT. Dynamic Capacity solutions provide your business with the option of overcoming obstacles to growth while simultaneously reducing datacenter costs, improving business agility, and remaining ahead of your competition.

Unexpected peak loads, expansive growth plans, and a regular need for additional server or storage capacity can now be managed without large-scale capital investments – thanks to the unique, innovative offers from Fujitsu Financial Services. The benefit for you: you pay only for the server or storage capacity which you actually use.

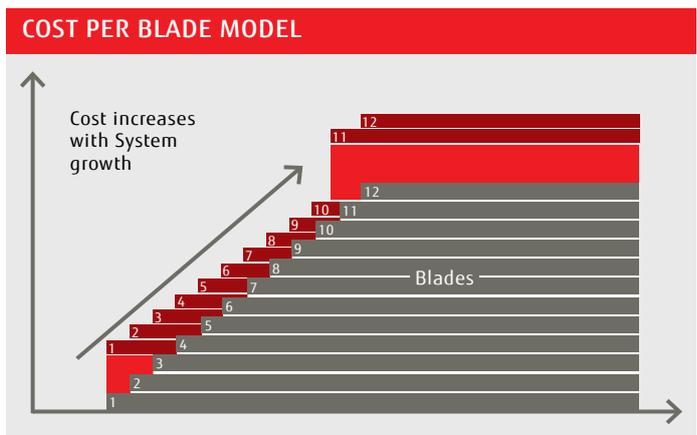
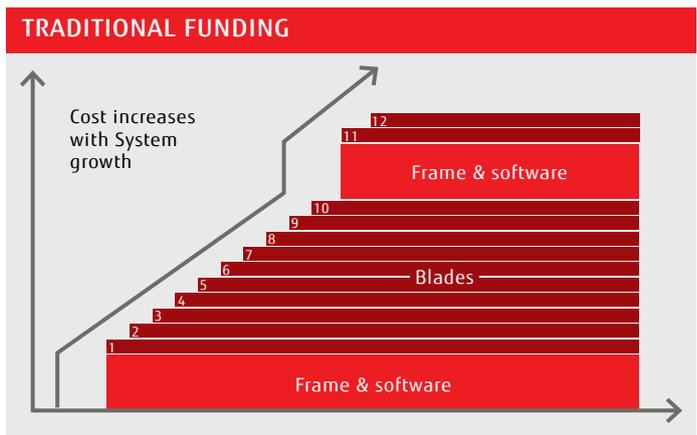
Dynamic Capacity is recommended for businesses when:

- business growth plans will significantly impact the existing infrastructure
- there is limited financial scope and additional capacity is needed
- workload fluctuations require capacity on a periodic basis
- flexibility for fast expansion is required
- the business requires a major replacement of technology to remain competitive
- the principle ‘pay for what you use’ is interesting per se.

Price-Per-Blade Solution

For PRIMERGY blade products

Blade chassis are finite in capacity. Investing in a blade system using cash or traditional funding methods result in high upfront costs for the initial chassis and first couple of blades. After this initial lump cost, incremental increases in capacity reflect only the blade costs and therefore do not correctly cover the true cost of this capacity. The Price-Per-Blade solution provides the capability for progressive growth by equalizing the costs, no matter if it is the last blade in your first chassis, or the first blade in your last chassis. For your datacenter this means extensive flexibility, increased cost transparency, and a predictable cost of ownership.



Dynamism

Capacity on Demand Classic

For eligible Fujitsu and Partner server and storage products

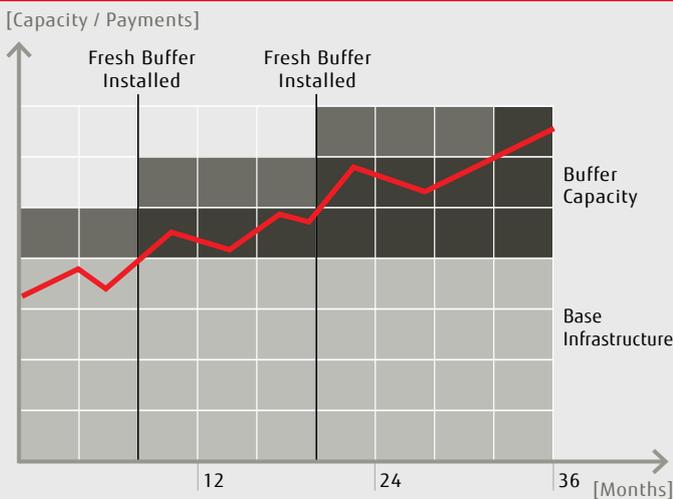
It's a very simple principle: you receive additional Buffer Capacity delivered and installed with your Base Infrastructure, and only start paying for it when you utilize it. Your costs only change when your requirements for computing performance increase, for example, when you rollout an application after its pilot phase, or you implement more stringent data retention policies. Payments for the Buffer Capacity only begin when it is switched on – at this point, fresh Buffer is installed thereby enabling your organization to remain flexible to future business needs.

Capacity on Demand Variable

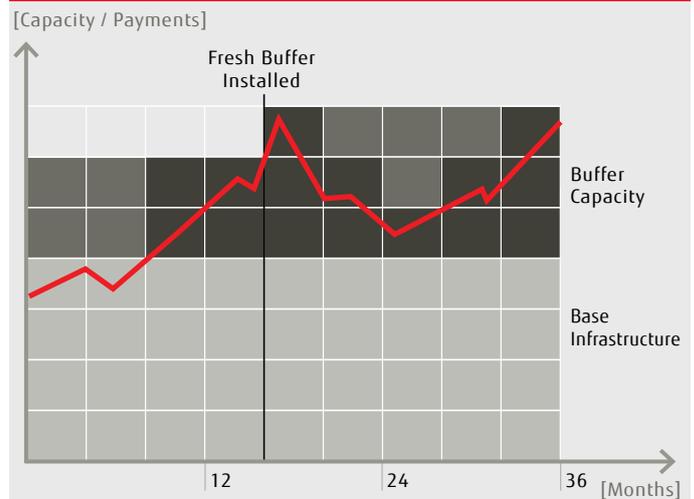
For eligible Fujitsu and Partner server and storage products

Offering more dynamism and flexibility than the Classic Plan, this plan offers the ability to switch on and off your Buffer Capacity partially or entirely. When utilizing the Buffer, you pay an additional usage fee for the incremental increase in capacity, billed in processor-days or Gigabytes of storage. These additional fees can be assessed as one-time charges, or calculated into your monthly payments, so you can "smooth out" the billing for peak capacity to a more manageable payment structure.

CAPACITY ON DEMAND (CLASSIC)



CAPACITY ON DEMAND (VARIABLE)



Dynamism

Tech Refresh

For all Fujitsu products

An option to all our standard lease offerings, Tech Refresh provides regular upgrade, add-on, and exchange allowances within your lease term. You may exercise your Tech Refresh option at the end of the term, thereby refreshing virtually your entire lease portfolio to next generation technology while maintaining constant or even lower payments. Or you may choose to refresh a portion of your lease portfolio during the term, thereby enjoying all of the performance and capacity benefits of a higher-capacity system, for just a modest increase to your monthly payments.

Stepped Rentals

For all Fujitsu products

If you know exactly how much additional capacity you need and when you need it, Fujitsu Financial Services can deliver and install the entire system at once. The extra capacity will be switched-on at a defined future date and paid for with increased rentals from that date onwards. This way you avoid the hassle of multiple orders, potential delivery delays, and a second wave of installations.

Dynamic Capacity - the advantages at a glance

- IT infrastructure closely aligned with your business requirements
- Capacity and services adapt to business developments without interrupting operations
- Increased flexibility with instant access to capacity reserves
- Perfect synthesis of benefit and outlay – ‘pay as you use’
- Clear planning and calculation basis for your IT investments
- Prevents tying up capital in IT and protects your liquidity
- Reduces the risk of technical obsolescence
- Converts fixed costs into variable costs with expenditure linked to usage

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