



Global Financial Services Price-Per-Seat Solution All-inclusive Workplaces

shaping tomorrow with you

FUJITSU

Your employees are the lifeblood of your organization

Price-Per-Seat:

The IT workplace at a fixed monthly cost

Your employees are the lifeblood of your organization, and you must ensure that they are able to work with the latest technologies in a productive and stress-free manner. In order to achieve this, your IT department must acquire and manage this new equipment in a seamless and flexible manner. However, increasingly shorter product lifecycles, frozen CAPEX budgets, tighter OPEX budgets, and increased credit and regulatory pressures, due to Basel II, require much better cost control and transparency. The Price-Per-Seat Solution is designed to meet such objectives and covers all aspects of an IT workplace: hardware, software, services, financing and lifecycle management.

All-inclusive service throughout the entire lifecycle

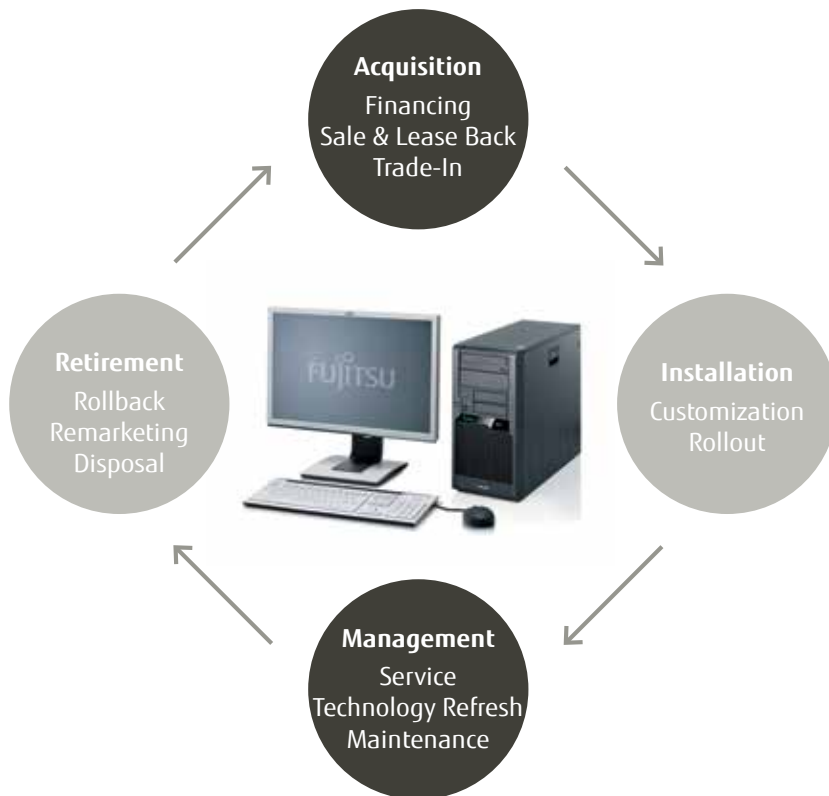
Price-Per-Seat solution is used to mirror the entire lifecycle of a PC workstation over a defined period:

Workplace Acquisition: Hardware, software, service, warranty extension, financing, trade-ins, etc.

Workplace Installation: Rollout, OS imaging, data migration, network integration, customization, etc.

Workplace Management: Helpdesk, service, troubleshoot, maintenance, upgrades, etc.

Workplace Retirement: Rollback, de-installation, data cleansing, remarketing, WEEE compliant disposal, etc.



Simplicity

Innovative IT financing from Fujitsu reduces TCO

The correct allocation of all IT costs is normally extremely complex. This is due to the large number of suppliers, a range of different hardware and software platforms, as well as several different service contracts. Price-Per-Seat, the flexible IT financing solution, gives you full cost transparency for each IT workplace. All your IT workplace requirements are covered by a fixed monthly cost.

The basis:

A flexible lease contract

The basis of the Price-Per-Seat solution is a lease contract which can be completely or partially cancelled after a minimum contract term. Individual IT components can be exchanged or upgraded, thereby keeping your technology up-to-date and the costs calculable.

The option:

Tech Refresh – the latest technology for the same cost

A consistent upgrade or refresh of the IT workplace means that you can benefit immediately from new technology. Outdated IT equipment can be replaced with new technologies at regular intervals – and at a monthly cost which remains constant. This protects your IT equipment from becoming obsolete without paying a premium for it.

The opportunity:

Sale & Lease Back – changing is possible at any time

Even if you have just purchased some new hardware, you can still convert immediately to Price-Per-Seat. With Sale & Lease Back, you sell us your existing equipment at a predefined price and lease it back, complete with existing services, warranties, etc., on a Price-Per-Seat basis. You can therefore combine the advantages of Price-Per-Seat with the leasing advantages of Sale & Lease Back. This provides increased liquidity, relieves your balance sheet, and protects your credit lines.



Simplicity

With Price-Per-Seat, you can safely calculate and modify your technology in a flexible manner. The solution enables the planning, transitioning, acquiring, managing, and retiring of your dynamic IT workplace, all for a fixed low monthly payment.

The Benefits of Price-Per-Seat

- The Total Cost of Ownership (TCO) per workplace is a reliable calculation basis for IT costs
- Simplified administration and intelligent lifecycle management considerably reduces TCO
- Advocates “responsibility accounting” by enabling an improved and transparent IT chargeback system
- Regular replacement of workplace technology leads to more productive employees and increased competitiveness
- Flexible financing, in line with individual requirements and strategic targets.
- Leasing enables better ratings according to Basel II
- Fixed lease payments helps your budget planning
- Lease payments are treated as an operating expense and are fully tax-deductible
- Liquidity is increased and your balance sheet optimized
- Financing from a single source, independent of your bank

Please feel free to contact us if you would like to find out more about Global Financial Services.

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