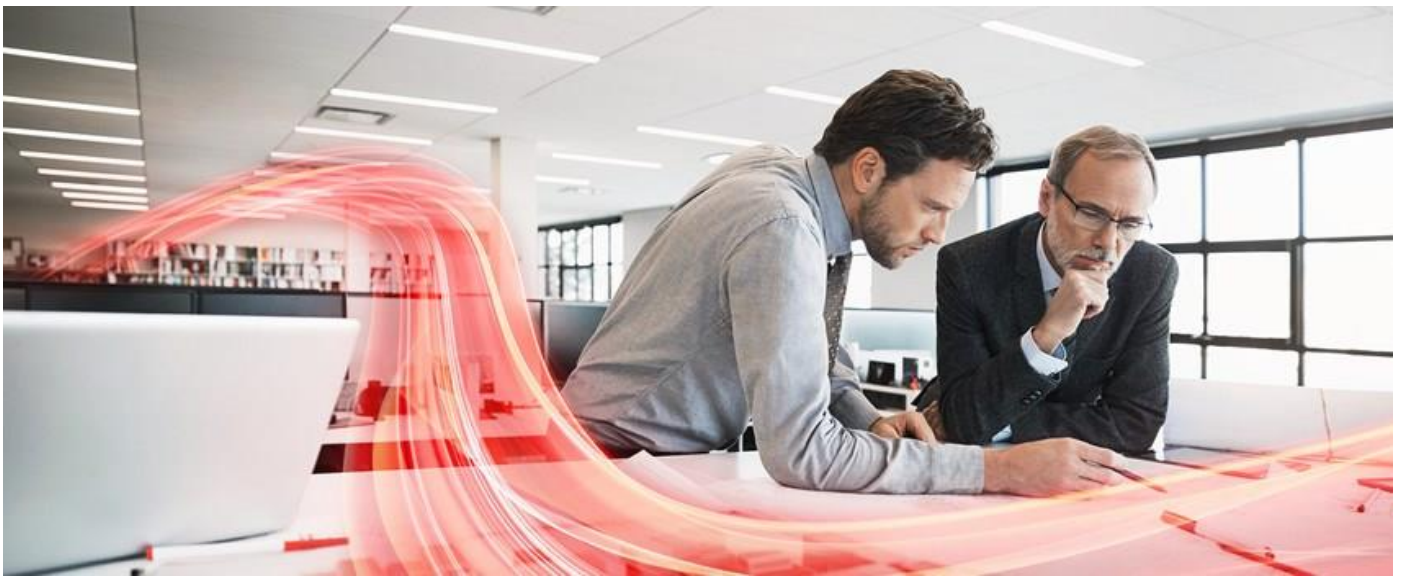


Data Sheet

Fujitsu IBA

Indicator-based-Assessment

Technical Advisory Services



INTRODUCTION

In times of technical upheaval, seeking guidance can prove challenging. Not only the pandemic has shown that agility and flexibility are key to business resilience. Nobody will deny that the digital transformation is disrupting whole industries – creating winners and losers. The secret to success lies in the details, yes, but especially in the right “pacing”. To make the right technical, organizational and investment decisions at just the right time – not too early, not too late.

Today almost all our customers follow a “Cloud first”-strategy, while on the other hand practically no one pursues a “Cloud only”-strategy.

With the advent of on-premise installable, hyper-converged infrastructures, cloud-originating technologies and cloud-economics are more and more being made available to customers of all sizes and branches. After mainframe, Client/Server computing and the cloud, the IT industry is now amidst the fourth wave – the HybridCloud era. With services and data being distributed from edge to core to cloud.

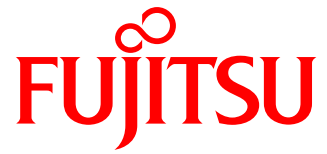
To design and “pace” hybrid cloud projects is therefore the everyday task of our Fujitsu Sales Professionals and PreSales Consultants.

OVERVIEW

The **Fujitsu Indicator-based-Assessment** (short: **IBA**) is an innovative methodology to assist you in the self-reflection of your current situation and to understand which of the most important IT innovations your company needs to introduce to its own organization. This assessment process is supported by an IBA web application, that will produce a written analysis to support your decision making process. This analysis provides clear guidance whether to focus on converged, hyper-converged or hybrid-cloud infrastructure technology in your next IT infrastructure investment.

The IBA Assessment is separated into 3 phases:

- The **Introductory Phase** – where we introduce you to the scope of the assessment, explain the methodology and outline the expected results of the process.
- The **Preparation Phase** – before we meet on the subject in person, we invite you and your team of technical decision makers to give us key data about your company and your current IT. We then process these “Indicators” to prepare us for the third phase:
- The **IBA Assessment** itself – where we will discuss the five most important fields of innovation for the HybridCloud era: Elastic Workloads, Agile Software Development, Agility &



Performance, Simplicity & Consolidation as well as DataCenter Automation.

- After we have **moderated a consensus per topic** on how important this field of innovation would be if you were to adopt it, we will consolidate your feedback in an **index** and then have the underlining database produce a **written IBA analysis**.

BENEFITS

The **Fujitsu Indicator-based-Assessment** helps

- Avoid making wrong infrastructure investment decisions.
- Enable customers to embark on a digital transformation strategy co-created with Fujitsu.
- Deliver a moderated, case-individual self-reflection on the future of the company's IT landscape.
- Creating an insightful base for capacity planning of upcoming new requirements.
- Giving clear recommendations for optimizing the IT infrastructure aligned with the company's current and future requirements.

GDPR compliant since all recorded customer individual data will be deleted/anonymized after the analysis has been produced.

FUJITSU

Fujitsu will be able to provide you with valuable services in this task with its manufacturer knowledge.

We know the roadmaps of our technology partners, component suppliers and international standardization committees.

We ourselves invest more than 1 billion euros annually in our research and development to make our vision of the "Human Centric Intelligent Society" ([>>](#)) come true.

We are in constant **exchange with analysts and market researchers** and we combine this expertise with the many years of experience of our Professional Service organization.

Fujitsu can also be a particularly suitable advisor for you because we map the technological transition by offering all available delivery models:

Fujitsu is not only a **hardware manufacturer** for mainframe

and x86 Systems, we are also a **software vendor** and **managed service provider**. Whatever you want to do: we have the right experts and solutions for you.

DELIVERABLES

- A purpose-built IBA web application to ensure a lean, time-efficient assessment.
- Experience our special IBA moderation methodology aiming at informing you about HybridCloud innovations and creating consensus about their level of importance for you.
- A comprehensive, commented IBA analysis report handed over to you directly at the end of the assessment.

PRE-REQUISITES

The customer agrees to the following conditions as pursuant to the delivery of the service defined and provides:

- Make available necessary personnel with authority and associated skills to support technical investment decisions for IT infrastructures.
- Willingness and openness to provide as many indicators during the preparation phase and the assessment as possible.

Sales and Operations

As typical with packaged services, they can be conveniently purchased in the desired quantity depending on the individual requirements. **The service is performed by default utilizing the IBA web application and via Microsoft Skype or comparable Unified Communication (UC) platforms.** If the customer and Fujitsu collectively decide to perform the IBA in a face-to-face meeting, travel expenses must additionally be negotiated separately.

Order Information: Technical Advisory Services	
FSP:G-PC21300PRSER	SP Sol Con Ind based Assessment

This is valid to order the described deliverables.

Any concern, or uncertainty can be overcome by reaching out to our support mail box iba@ts.fujitsu.com

Service Applicability

The Indicator-based-assessment is applicable to existing Fujitsu customers as well as new Fujitsu opportunities.

Besides this offering, Fujitsu can provide numerous other consultative, co-creation workshops. Please contact your local sales representatives for further details.

LEGAL INFORMATION / GENERAL TERMS AND CONDITIONS

The product, delivery and service features described above include a final list of the features of the subject of the contract and do not represent a guaranteed quality or declaration thereof in the eyes of the law.

In addition to this fact sheet, the following general business terms and conditions of Fujitsu Technology Solutions in the respective local version apply (see <http://www.fujitsu.com/fts/support-local-terms>):

- "General Terms and Conditions for IT Implementation Services, IMAC/D Services and other works and services subject to acceptance"

For any other legal aspects refer to the country specific terms & conditions of Fujitsu which are part of the customer contract.

More information

Fujitsu products, solutions & services

Products

www.fujitsu.com/global/products/

In addition to the Fujitsu Support services, Fujitsu offers a full portfolio of other computing products.

Computing products

- Storage systems: ETERNUS®
- Server: PRIMERGY®, PRIMEQUEST®, Fujitsu SPARC® M10, BS2000®/OSD Mainframe
- Client Computing Devices: LIFEBOOK®, STYLISTIC®, ESPRIMO®, FUTRO®, CELSIUS®
- Peripherals: Fujitsu Displays, Accessories
- Software
- Network

Product Support Services with different service levels agreements are recommended to safeguard each product and ensure smooth IT operation.

Solutions

<http://www.fujitsu.com/global/solutions>

The Fujitsu solutions combine reliable Fujitsu products with the best in services, know-how and worldwide partnerships. Fujitsu's Solutions include parts of one or more activity groups (e.g., planning, implementation, support, management, and training services) and are designed to solve a specific business need.

Infrastructure Solutions are customer offerings created by bringing Fujitsu's best products, services and technologies together with those from partners to deliver benefit to our customers' businesses.

Industry Solutions are tailored to meet the needs of specific verticals.

Business and Technology Solutions provide a variety of technologies developed to tackle specific business issues such as security and sustainability, across many verticals.

Services

www.fujitsu.com/global/services/

Several customizable Fujitsu Service offerings ensure that IT makes a real difference and delivers true business value. We do this by leveraging our extensive experience in managing large, complex, transformational IT programs to help clients in planning, delivering and operating IT services in a challenging and changing business environment.

Application Services support the development, integration, testing, deployment and on-going management of both custom developed and packaged applications. The services focus on delivering business and productivity improvements for organizations.

Business Services respond to the challenge of planning, delivering and operating IT in a complex and changing IT environment.

Managed Infrastructure Services enable customers to deliver the optimal IT environment to meet their needs; achieving high levels of IT service quality and performance for data centre and end user environments.

Fujitsu green policy innovation

www.fujitsu.com/global/about/environment/

Fujitsu Green Policy Innovation is our worldwide project for reducing burdens on the environment. Using our global knowhow, we aim to resolve issues of environmental energy efficiency through IT.



More Information

Learn more about Fujitsu, please contact your Fujitsu sales representative, Fujitsu business partner, or visit our website <http://www.fujitsu.com/fts/services/support/>

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