

FUJITSU Financial Solution uSCALE

Growth, with the risk
taken out.

FUJITSU



shaping tomorrow with you

The service provider's dilemma

How do you balance opportunity and risk?

It's a great time to be a service provider. More and more businesses are starting to use cloud and off-premise IT as part of their set-up. Which means you're moving up the value chain.

But you've got a tough balance to strike: seizing the opportunity to grow, and managing the risks that come with it.

For instance, what happens when you get a sudden surge of orders—and you don't have the capacity to handle it? Or when new technology gives you exciting opportunities—but you can't pursue them because you're tied into a long-running contract with your vendor?

What about unplanned downtime? Or changing costs in the marketplace? How do you ensure you've got the right amount of IT for your clients, without paying for more of it than you need?

Growth doesn't have to be this risky. When you use our financial models, we share some of the burden by giving you the flexibility you need. So, you can compete with other providers by giving your customers more services—with less worry.

» Fujitsu...makes us more agile as a company. It has increased our profitability. And we can pour that extra money back into the business to help us grow. «

Dave Ruddle,
Product Development Manager,
Data Continuity Group



FUJITSU uSCALE

Flexibility made easier

uSCALE is an innovative and flexible financing model where you only pay for the capacity you need. So, you can easily scale your resources as the demands on your business change.

Here's how uSCALE can help you grow with less risk—and less expense.

Less disruption

Plan for the future with confidence. Add upgrades when you need them and return resource you don't use—without it getting in the way of your operations.

Faster value

Scaling your capacity is quick and simple. There's no unwieldy procurement and delivery process to go through.

Clear costs

You can easily see what you're using and what you're paying for. So, you can plan ahead and calculate how much you want to invest in your IT.

No lock-in

Things change. We understand that. So, you're not tied into contracts without an exit you can afford. You can switch to new technologies when the time is right.

Consider uSCALE if...

- You want more flexibility if your business doesn't grow the way you planned;
- you rely heavily on one customer;
- you don't want to take risks with your IT;
- you want budgeting and planning to be simpler.

Prepare for growth. Reduce the risks.

Maybe you need extra capacity for the holiday season, when you can't afford to run out for your clients. Or perhaps you don't want to end up with more resource than you need if you have to scale things back.

Whether you're preparing your business for a growth boost or protecting it from increased risk, you can get the flexibility you need with our two uSCALE models. Read on to discover which is right for you.

FUJITSU uSCALE

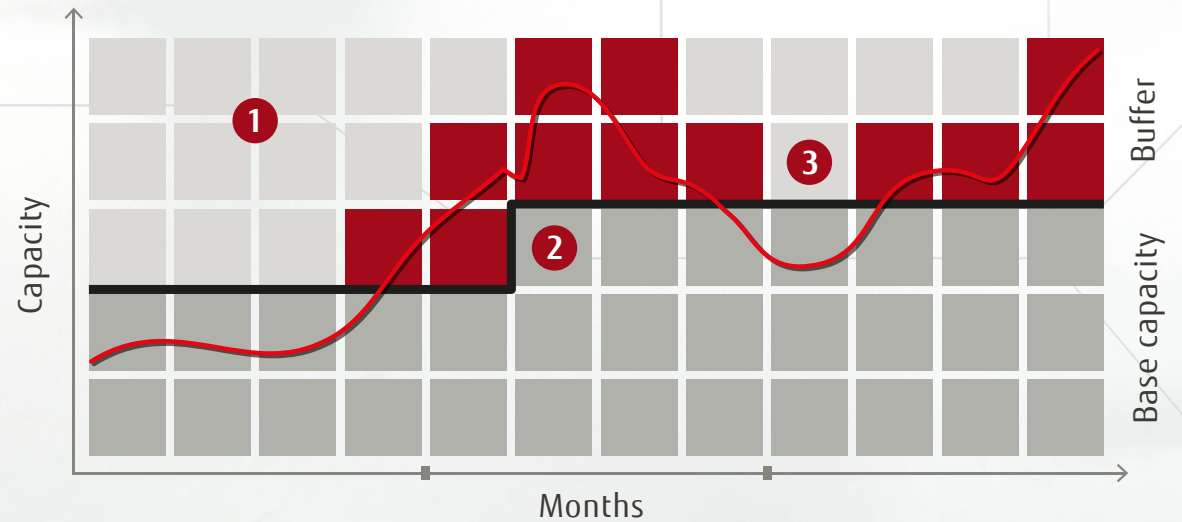


Plan for growth

Capacity on demand with buffer

We agree the capacities with you, including the buffer capacity, and make them available. We bill you monthly for the basic capacity. But we only charge for the buffer capacity if and when you use it.

So, if you grow, the capacity's there to use. If you don't, you won't lose out.

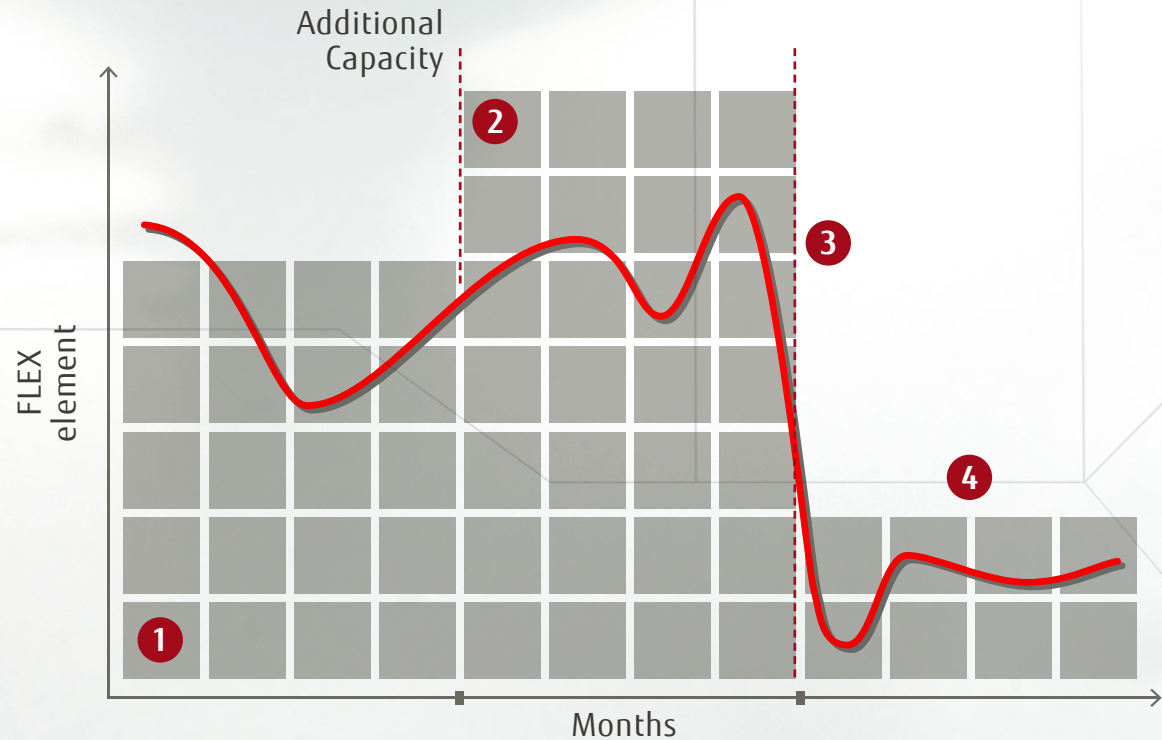


- 1 You get the buffer capacity with the base capacity, with no extra charges, from day one.
- 2 You can install extra capacity with no hassle.
- 3 If you don't use the buffer capacity, you don't get charged for it.

Plan to minimize risk

Rental with premature exit option

Simply work out what you'll definitely need to use over the next three years. After two years, if your business changes—for example, if one of your clients overestimates its needs or a major customer changes its mind—simply return the flexible (uSCALE) part to us. You don't pay any more for it after that.



- 1 FLEX element of rental model
- 2 Additional capacity can be extended on request
- 3 Drop in Demand
- 4 Opportunity to return the uSCALE part and to stop your uSCALE payments

uSCALE models at a glance

	uSCALE buffer capacity on demand	uSCALE rental with premature exit option
Change capacity and services without interrupting operations.	✓	✓
Get more capacity instantly.	✓	
Only pay for what you use.	✓	
Add upgrades when you want.	✓	
No vendor lock-in risk.	✓	✓
Return flexible element after two years.		✓
No procurement and delivery hassle.	✓	
Stay ahead of market/customer/competitive landscape changes.	✓	✓
Prevents tying up capital in IT and protects liquidity.	✓	✓

Get in touch

To learn more about how we can share your risk and help you grow with uSCALE, get in touch with your account manager.



For full terms and conditions, please visit www.fujitsu.com/service-providers

uSCALE is available in the following countries:
UK, Germany, France, Netherlands, Belgium, Spain and Finland.

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