

# Empowering IT service providers

Unveiling the strategic advantages of hyper-converged infrastructures with PRIMEFLEX Integrated Systems



**In the dynamic landscape of information technology, IT service providers grapple with distinctive challenges arising from limited resources, scalability concerns, price pressure, and an unrelenting demand for innovation. To navigate these obstacles successfully, the adoption of cloud-like architectures, such as hyper-converged infrastructures (HCI), becomes a strategic imperative. This technological shift empowers IT service providers to not only stay competitive but also to deliver high-quality services in an increasingly tough market.**

Customer orientation and support stand as the guiding principles for IT service providers. To distinguish themselves in the market, they must leverage their inherent agility, personalized service offerings, and niche expertise. The primary objective is to maximize the allocation of IT-skilled resources towards delivering customer value rather than maintaining internal systems. This requires a highly automated IT infrastructure that offers simplified management, cost-efficiency, easy scalability, and enhanced security.

Hyper-converged infrastructures (HCI) rise to meet these demands by presenting a next-generation on-premises infrastructure with operations and economics reminiscent of the cloud. PRIMEFLEX Integrated Systems from Fsas Technologies, built on leading hyper-converged technologies from VMware by Broadcom, Nutanix, or Microsoft, furnish IT service providers with a reliable, scalable,

and cost-effective IT infrastructure that seamlessly integrates into hybrid cloud environments, serving as a robust foundation to continually differentiate their service offerings and evolve into genuine partners for their customers.

## Benefits at a glance



Efficient management for enhanced IT support



Flexible deployment of future client Workloads



Operational resilience and security



Space, power, and cooling optimization



Prepared for seamless hybrid integration



Supports cloud-like pay-per-use model for on-premises infrastructure

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## Transform with confidence to HCI

Pre-configured and rigorously tested in advance, PRIMEFLEX Integrated Systems offer smaller service providers a seamless solution for deploying hyper-converged infrastructures. With a standardized implementation and accompanying infrastructure support service, PRIMEFLEX Integrated Systems significantly enhance the user experience across the entire life cycle of a hyper-converged IT infrastructure – from initial deployment to ongoing operation and maintenance.



### Streamline management for enhanced IT support

Boost operational efficiency and reduce routine management efforts through centralized management and automation capabilities, freeing up IT skills to focus on expanding IT services.



### Facilitate flexible deployment of future client workloads

Establish a highly scalable platform that supports cloud like provisioning, ensuring swift adaptation to future demands of the business.



### Ensure operational resilience and security

Create a robust on-premises platform with 24/7 availability and heightened security standards.



### Optimize space, power, and cooling resources

Minimize your infrastructure footprint and decrease power and cooling expenses with a space-efficient IT architecture that eliminates the need for external storage systems and LAN switches.



### Prepare for hybrid integration

Seamlessly connect to public cloud services, extending your on-premises infrastructure into a hybrid cloud environment for enhanced flexibility and scalability.



### Adopt a cloud-like pay-per-use model for on-premises infrastructure

Realize over 25% improved total cost of ownership (TCO) compared to traditional capital expenditure approaches with uSCALE consumption-based billing from Fsas Technologies.

## What our customers say

“The combination of Nutanix and Fujitsu enables us to deploy infrastructure resources in our data center and consume like the public cloud.”

Nick Barron, Chief Technology Officer,  
Harbor Solutions

“ We value Fujitsu as a strong solution partner who provided us with professional and expert support in our migration to a hyper-converged system based on Nutanix software and PRIMERGY server technology.”

Dietmar Hensch, Head of IT Services,  
Kramer & Crew

Learn more about PRIMEFLEX from Fsas Technologies: [eu.fsastech.com/eu/primeflex](https://eu.fsastech.com/eu/primeflex)