

Bigger
business.
Shared risks.

The safer way to grow.

Introducing new services and evolving your business doesn't need to involve financial risk. That's because Fujitsu will stand with you, partnering to de-risk your technology investments. So, you get the peace of mind you need to focus on growth whenever you introduce new services.

Sharing the burden with you

There's a sudden surge of orders. Your biggest customer moves away. Your business grows faster than you planned. New technology arrives—but you're tied into an unbreakable contract.

Life can be uncertain for service providers. You spend ages calculating the right amount of IT for your clients. But there's always the chance you'll end up with more than you need—or less than you want.

Our two FUJITSU Financial Solution uSCALE models mean you don't need to spend your life living on a knife-edge. With these cloud-like sourcing offerings, we stand with you and take on part of the risk.

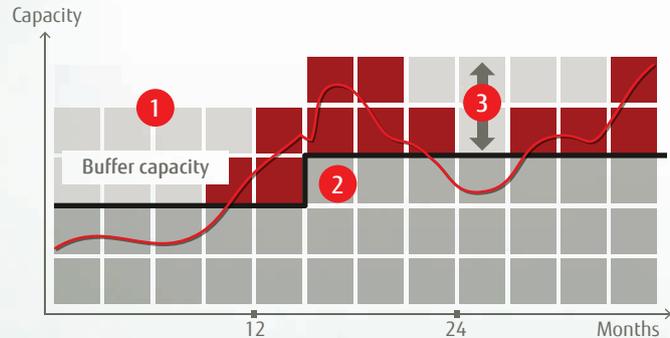
Plan for growth

uSCALE capacity on demand with buffer

We agree the storage or compute capacities with you, including the buffer capacity, and make them available. We bill you monthly for the basic capacity, but only charge you for the buffer capacity when you use it. So, if you grow, the capacity's there to use. If you don't, you won't lose out.

Grow safely with capacity on demand:

- When you grow, the capacity's already there.
- You can plan for the future more confidently.
- Add upgrades when you want.
- Pay only for what you use.



- 1 The buffer capacity is delivered with the base capacity, without extra charges, and is available from the very first day
- 2 Additional capacity can be installed without difficulty
- 3 If the buffer capacity is not used, no charges are billed

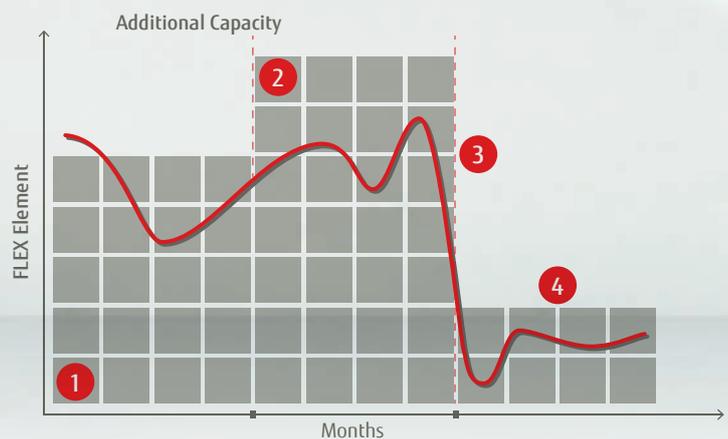
Plan for change

uSCALE rental with premature exit option

Simply work out what you'll definitely need to use over the next three years. Then add on what you may use (we call this the uSCALE part). 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 uSCALE part to us. You don't pay a penny more for it after that, and we cover the difference in cost ourselves.

Change confidently with FUJITSU uSCALE:

- It's a more flexible way to use your IT.
- If things change, you're not tied into contracts without an exit you can afford.
- Switch out the uSCALE capacity after two years if you need to.
- You get the freedom to switch to new technologies when the time is right.
- You can plan for the future more confidently.



- 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



Step away from the edge

Get in touch with your account manager and we'll show you how sharing the risk could work for you.