

Accelerate Data Center Modernization

FUJITSU Integrated System PRIMEFLEX for VMware vSAN



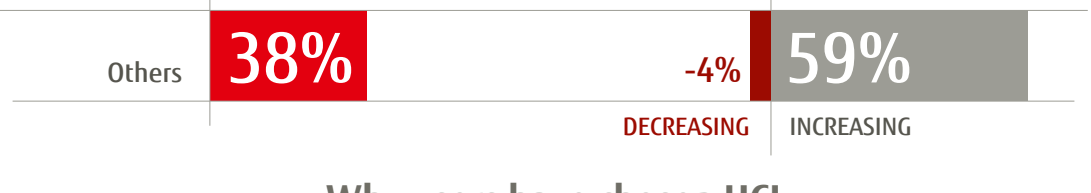
Hyper-Converged Infrastructure (HCI)

A modular, software-centric architecture that tightly integrates compute, storage, networking and virtualization and other technologies in a single x86-based system.

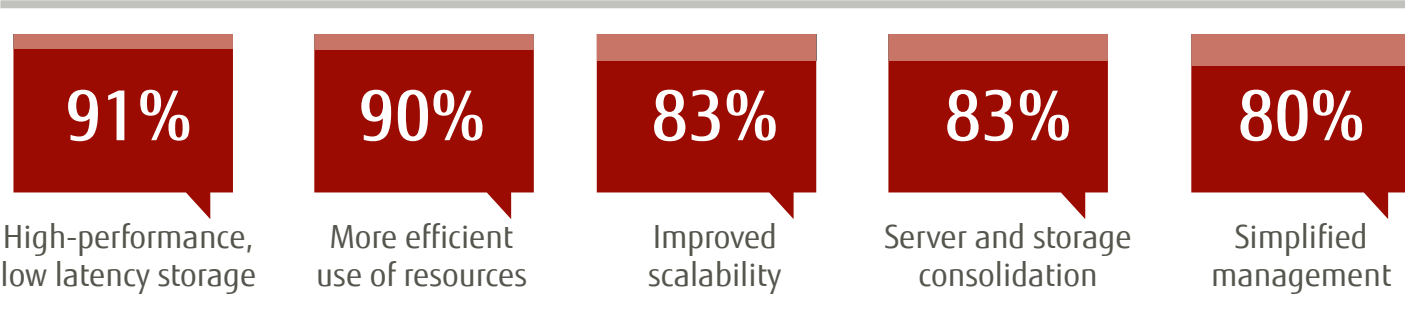
HCI adopters are convinced:

Top performers confirm the link between HCI and superior service delivery. 83% of them are planning to increase investments in HCI over the next two years.

To what degree have you deployed hyper-converged infrastructures? And how do you see this changing over the next two years?



Why users have chosen HCI:

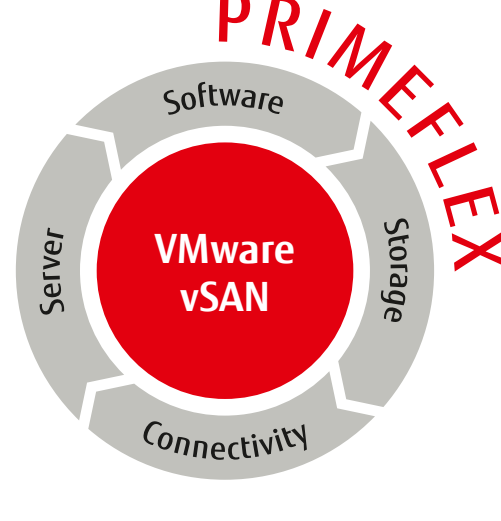


Source: User survey, FreeForm Dynamics, February 2020

Discover FUJITSU Integrated System PRIMEFLEX for VMware vSAN

The VMware HCI appliance from Fujitsu that increases the operational experience of your data center infrastructure

- Turnkey expert integrated system delivered ready-to-run
- Tightly integrated VMware and Fujitsu life cycle management
- Single point of contact for support for hardware and software



3 reasons why your HCI needs VMware vSAN:



Evolve without risk: seamlessly extend virtualization to storage



Reduce your TCO: make budgets go further with 50% lower TCO



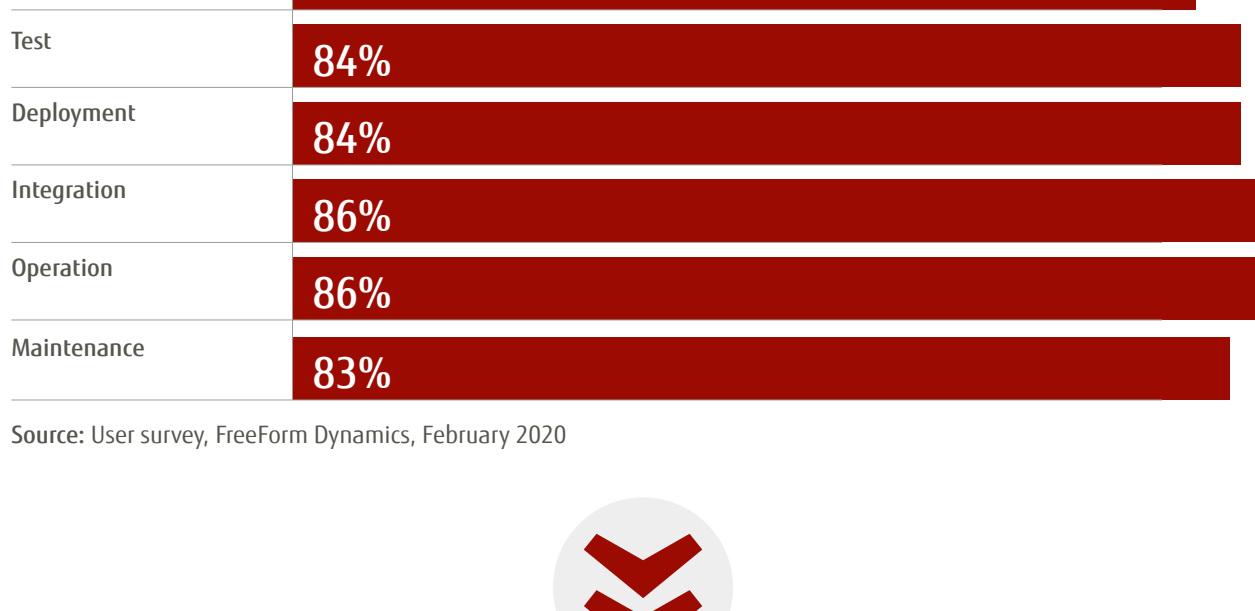
Scale to tomorrow: be ready for future IT needs in cross-cloud era

Why users choose a pre-integrated system:

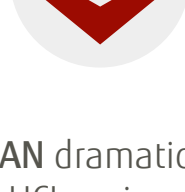
Areas, where users see significant cost, efficiency and risk benefits from the use of Integrated Systems:



Have you seen or would you expect significant cost, efficiency and risk benefits from pre-integration in these areas?



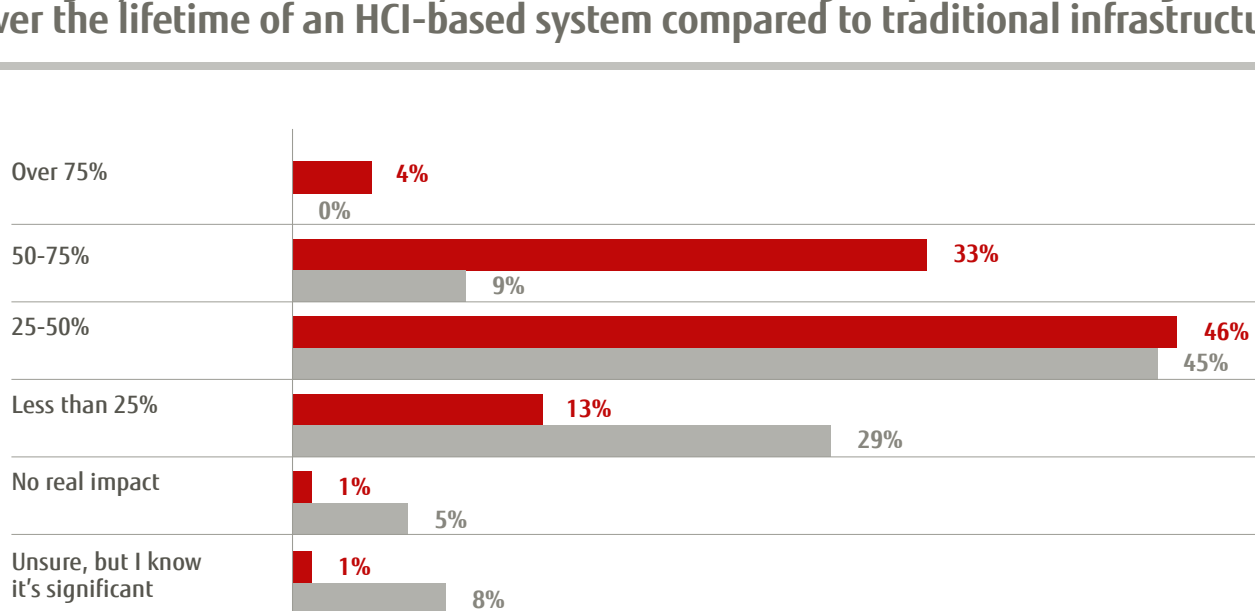
Source: User survey, FreeForm Dynamics, February 2020



PRIMEFLEX for VMware vSAN dramatically simplifies the complete life-cycle of your VMware HCI environment – from design, to test, deployment, integration, operation, and maintenance

Savings over the lifetime of an HCI-based system compared to traditional infrastructure

Roughly how much would you estimate the savings or potential savings to be over the lifetime of an HCI-based system compared to traditional infrastructure?



Source: User survey, FreeForm Dynamics, February 2020

PRIMEFLEX for VMware vSAN supports your Hybrid IT journey

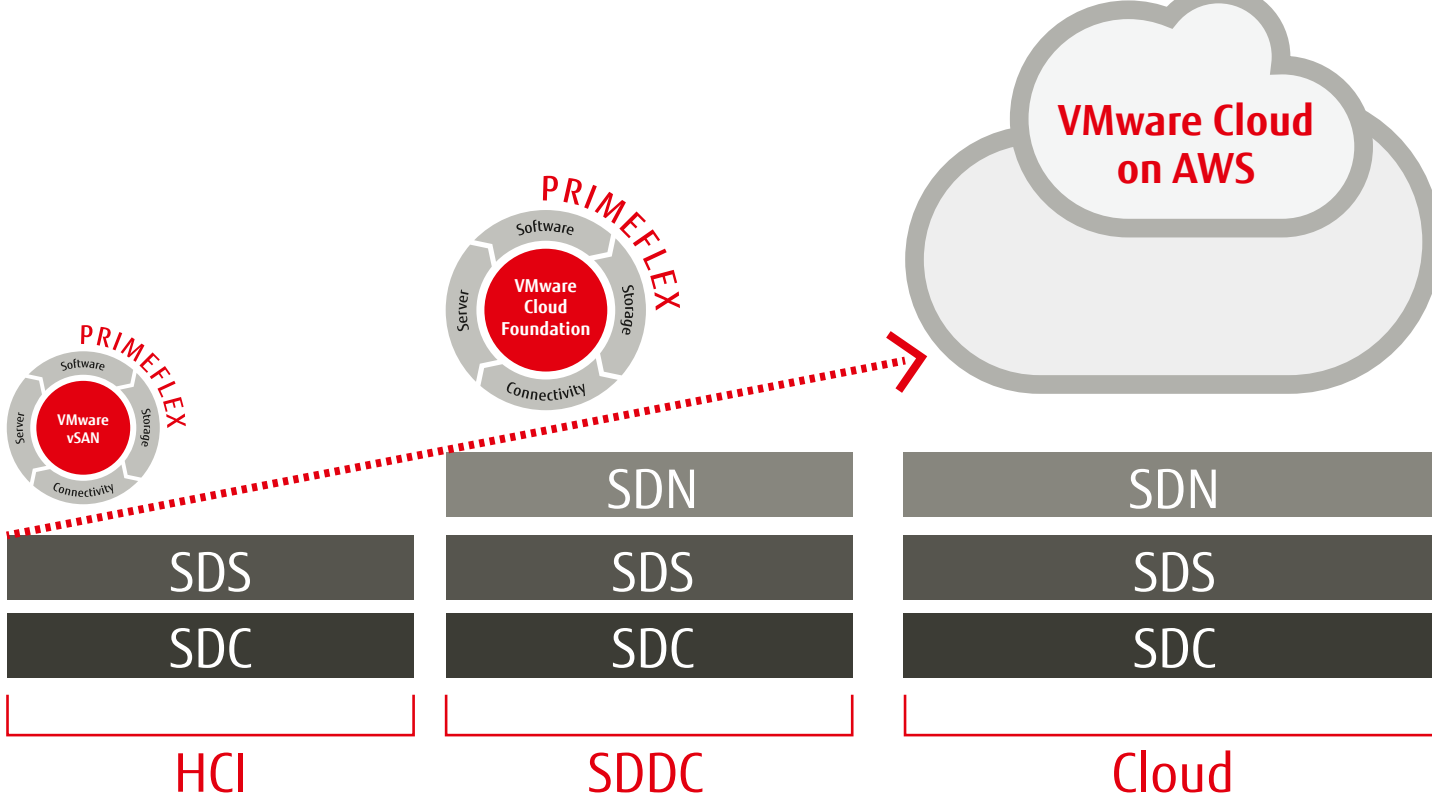
87% of the top performing IT organizations agree that hyper-converged infrastructures provide an ideal foundation for Hybrid IT



Source: User survey, FreeForm Dynamics, February 2020

Take advantage of full SDDC and Cloud

Scale to full SDDC and Cloud with FUJITSU Integrated System PRIMEFLEX for VMware Cloud Foundation



SDC: Software-Defined Computing SDN: Software-Defined Networking SDDC: Software-Defined Data Center
 SDS: Software-Defined Storage HCI: Hyper-Converged Infrastructure

6 reasons to invest in PRIMEFLEX for VMware vSAN

- Best VMware virtualization platform**
Fujitsu x86 servers have been #1 in 70% of all VMmark 2.x benchmark categories and continue to lead in VMmark 3
- Simplified life-cycle management**
Fujitsu Infrastructure Manager (ISM) provides HCI-compliant firmware updates and advanced monitoring for all critical HW components in a VMware vSAN cluster
- First class support**
Fujitsu provides a single point of contact for support for the complete hardware and software stack
- Choice of delivery options**
In addition to the appliance approach, Fujitsu offers also validated reference architectures based on a broad range of certified vSAN ReadyNodes™ for those customers, who prefer highest flexibility of choice for building a VMware HCI environment.
- VMware experience**
Strategic partnership with VMware, one-stop shop for entire VMware portfolio, hundreds of certified VMware professionals across the globe
- Seamless path to Hybrid IT**
PRIMEFLEX for VMware vSAN simplifies the path to hybrid IT by delivering a common platform for on-premises and off-premises deployments

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