

Are you reaping the benefits of virtualization?



The best thing ever for data center infrastructure: a magic wand to cut costs and raise agility? It looks that way...



Performance improvements

- 80% better app performance¹
- 50% better storage performance²



Capex savings

- 75% less costs for server HW³
- 50% less costs for storage HW⁴



Opex savings

- 40% less energy consumption¹
- 40% less maintenance costs⁵



Other improvements

- 4x better storage availability⁶
- Up to 90% resource utilization⁷



So... problem solved? **Not quite.**

Getting a virtualized infrastructure in place ties up huge resources:



Time



People



Skills

FUJITSU Integrated System PRIMEFLEX

Pre-configured, pre-integrated and pre-tested combination of servers, storage, network and software

Bottom-line savings with PRIMEFLEX vs. DIY:

65%

Less staff time in deployment

64%

Less staff time in data center operation

53%

Faster application delivery

35%

Lower IT infrastructure costs

Source: IDC white paper sponsored by Fujitsu and VMware: The Business Value of Integrated Systems: Fujitsu Integrated System PRIMEFLEX for VMware vSAN, May 2016

Integrated systems designed for virtual infrastructures

- Converged and hyper-converged infrastructures
- Scaled and configured to suit
- Small and large
- Based on record-breaking performance of PRIMERGY servers (>100 world records in last 5 years)

	PRIMEFLEX for VMware vSAN	PRIMEFLEX for VMware Cloud Foundation	PRIMEFLEX for Microsoft Storage Spaces Direct	PRIMEFLEX for VMware vSphere	NFLEX
Architecture	Hyper-Converged	Hyper-Converged	Hyper-Converged	Converged	Converged
Server	PRIMERGY RX / CX	PRIMERGY RX	PRIMERGY RX	PRIMERGY RX	PRIMERGY CX
Storage	Local disks	Local disks	Local disks	ETERNUS DX / AF	NetApp FAS / AFF
Networking	Any	Extreme Networks	Any	Extreme Networks, Broadcom (optional)	Extreme Networks
Hypervisor	VMware	VMware	Microsoft	VMware	VMware
Software-defined Networking	No	Yes	Yes	No	No
Infrastructure Management	ISM (optional)	ISM (optional)	ISM (optional)	ISM	ISM
Scalability	2-64 servers	8-240 servers	2-16 servers	2-64 servers	2-64 servers

PRIMEFLEX for VMware vSphere

"Fujitsu has given us a scalable, robust and cost-effective IT platform that safeguards the business for the next five years. It's faster, easier to manage and makes our users extremely productive."

Paulo Espirito Santo
DSO Director, Locarent

PRIMEFLEX for VMware Cloud Foundation

"It quickly became clear that Fujitsu could provide all the technology we need and scale easily to a hybrid cloud solution. Moreover, in terms of cost, Fujitsu delivered the best bang for our buck."

Per Brantsing Karlsson
IT Manager, Akademiska Hus



PRIMEFLEX for VMware vSAN

"Out of the options available, Fujitsu installed machines with the best price/performance ratio, and more importantly, was the only supplier to offer us equipment already natively certified for VMware vSAN."

Renzo Grandi
Head of ICT Services, Multipartner S.p.A.

PRIMEFLEX for Microsoft Storage Spaces Direct

"For us, FUJITSU Integrated System PRIMEFLEX for Microsoft Storage Spaces Direct is around 30 percent more cost effective when compared with normal virtual hardware and traditional storage solutions."

Andreas Furtenbacher
CEO iTAREX GmbH

1 Case study: Locarent
2 Case study: Pete Lien
3 Case study: Make IT
4 Case study: Itarex
5 Case study: Morphy Richards
6 Case study: Multipartner (VMware)
7 Case study: Multipartner (Fujitsu)

