

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 performance<sup>1</sup>
- 50% better storage performance<sup>2</sup>



**Capex savings**

- 75% less costs for server HW<sup>3</sup>
- 50% less costs for storage HW<sup>4</sup>



**Opex savings**

- 40% less energy consumption<sup>1</sup>
- 40% less maintenance costs<sup>5</sup>



**Other improvements**

- 4x better storage availability<sup>6</sup>
- Up to 90% resource utilization<sup>7</sup>



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

Getting a virtualized infrastructure in place ties up huge resources:



**Time**



**People**



**Skills**

**FUJITSU Integrated System PRIMEFLEX**

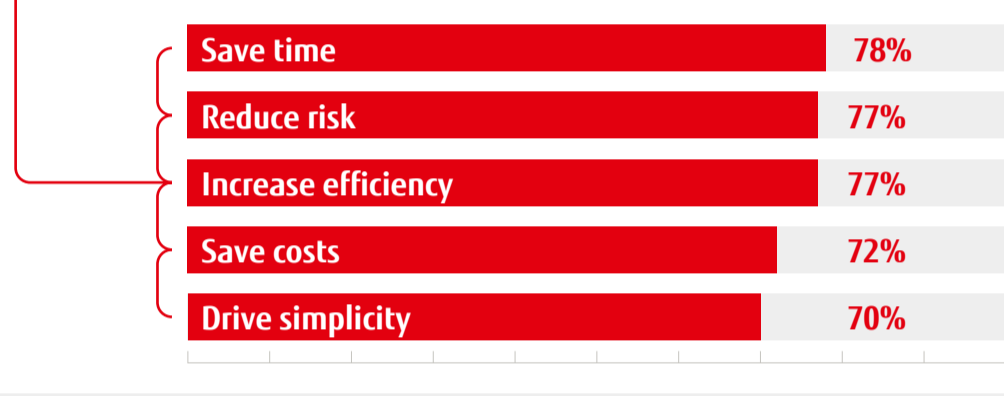
Pre-configured, pre-integrated and pre-tested combination of servers, storage, network and software

**Bottom-line savings with PRIMEFLEX vs. DIY:**

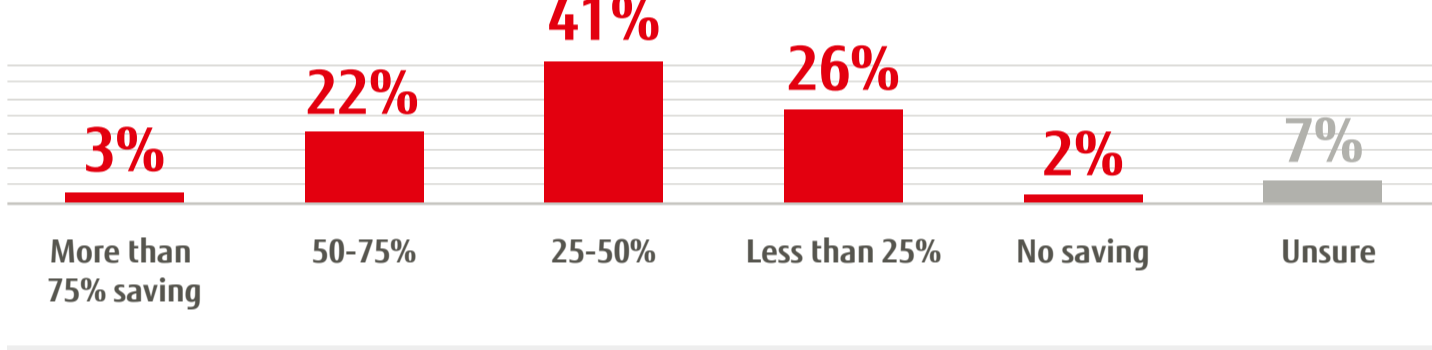
**FACT**  
With traditional infrastructures, organizations spend almost 25% of staff time & resources on pre-deployment.

**Reap the benefits of pre-integration**

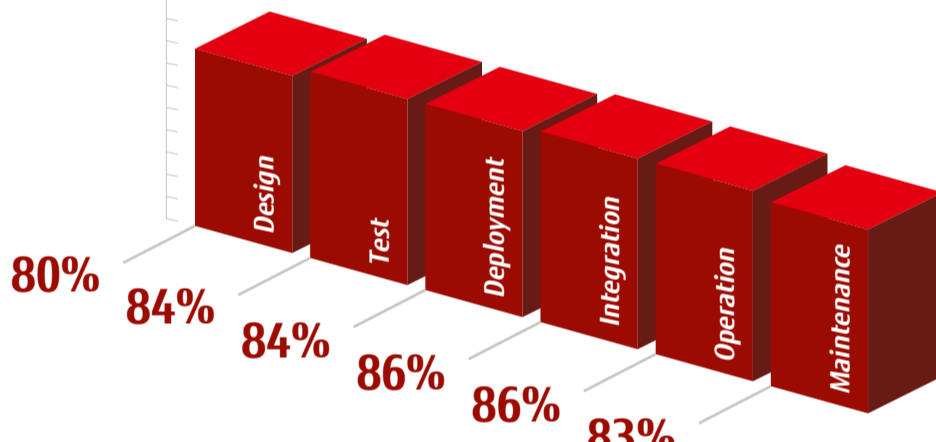
**TOP BENEFITS** of integrated systems seen by users over the DIY approach:



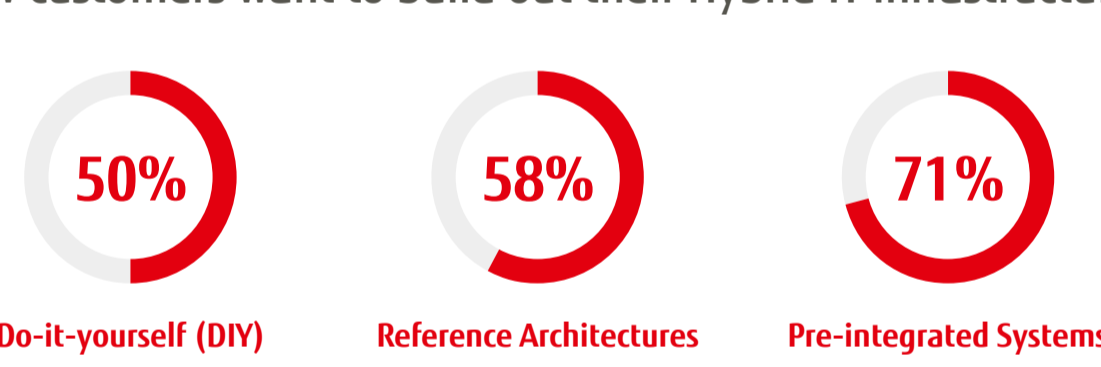
**Estimated cost savings or efficiency improvements from acquiring pre-integrated systems vs the DIY approach:**



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



**How customers want to build out their Hybrid IT infrastructure:**



**Integrated Systems are seen as an ideal foundation for Hybrid IT use cases**

Source: User survey on Hybrid IT, FreeForm Dynamics, March 2020

**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 vSphere	PRIMEFLEX for VMware vSAN	PRIMEFLEX for VMware Cloud Foundation	PRIMEFLEX for Microsoft Azure Stack HCI	PRIMEFLEX for Nutanix Enterprise Cloud
Architecture	Converged	Hyper-Converged	Hyper-Converged	Hyper-Converged	Hyper-Converged
Server	PRIMERGY RX	PRIMERGY RX / CX	PRIMERGY RX	PRIMERGY RX	PRIMERGY RX
Storage	ETERNUS DX / AF / NetApp FAS / AFF	Local disks	Local disks	Local disks	Local disks
Networking	Extreme Networks, Broadcom	Any	Extreme Networks, Cisco (optional)	Any	Extreme Networks, Fujitsu, any
Hypervisor	VMware	VMware	VMware	Microsoft	Nutanix / VMware
Software-defined Networking	No	No	Yes	Yes	Yes
Infrastructure Management	ISM	ISM	ISM	ISM (optional)	ISM (optional)
Scalability	2-64 servers	2-64 servers	4-240 servers	2-16 servers	Any # 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 Nutanix Enterprise Cloud**  
"Thanks to unified management interfaces and the simplification that has been achieved, we have managed to reduce our operating costs by 50% in five years."  
**Raffaele Penna**  
CISO, Diennea



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)

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Intel® Xeon® Platinum processor

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