

# FUJITSU Workstation CELSIUS Long Lifecycle Products



At Fujitsu, we know what challenges IT managers, purchasers and decision makers can be confronted with. business requirements seek for continuity and predictability, especially during transformation requirements driven by digitalization processes.

## Challenges

At Fujitsu, we know what challenges IT managers, purchasers and decision makers can be confronted with:

- On the one hand side, IT infrastructures need to be up-to-date to fulfill all daily tasks in the desired time with high performance and reliability requiring for constant upgrade and replacement of older systems.
- On the other hand side, applications as well as certain business requirements seek for continuity in terms of hardware and firmware platform to operate smoothly on a stable platform and reduce qualification and certification efforts.

To best support our customers with these challenges, Fujitsu is offering “long lifecycle products” within the FUJITSU Workstation CELSIUS portfolio.

## CUSTOMER AND INDUSTRY SOLUTIONS

We see specific customers as well as industries that benefit from long lifecycle products:

Customers & partners:

- Large Enterprises
- System integrators
- Partners – channel partners and resellers

Industries:

- Public Sector
- Security and surveillance
- Healthcare
- Telecommunication
- Energy

## DEFINITION OF PRODUCT LIFECYCLE AND LONG LIFECYCLE

A product life cycle defined by the life expectancy of a product – from the time of availability until the end-of-life and last shipment to customers. The length of the product life cycle varies based on industry and product and is basically a result of phase-in and phase-out of successor products which are based on new key technologies. The standard lifecycle for workstations varies between 15 to 30 months.

Qualifying new hardware can sometimes be an obstacle to purchase new systems and there are various reasons for customers as well as partners requesting longer lifecycles than usual:

- Software requires certain components. Component stability is essential to keep the software stable.
- Operating system or hardware component that might not be supported by the existing software or IT environment in the future
- Long-lasting roll-outs in both, public and private institutions
- Fixed shopping baskets
- Certain SLA agreements
- OEM business with lifecycles exceeding 5 years

For these reasons, Fujitsu offers selected desktop workstation models as a long lifecycle version with a guaranteed minimum availability of 36 months per standard in the roadmap.

## COMPONENTS

Processors: Pre-selection of processors based on Intel's embedded processor roadmap.

Systemboard:

- For more than 25 years, systemboards have been and still are being developed and produced in Augsburg. Fujitsu puts special emphasis on highest product quality, long-term availability and direct technical support by the manufacturer. Systemboards by Fujitsu reliably work in thin clients, workstations, servers and complete system solutions for industrial customers.
- A systemboard and its components are designed for higher MTBF rates (meantime between failure) and 24/7 usage. Therefore only high-end components are used for workstation systemboards like for instance long lifecycle caps.

Workstation products are designed with an intelligent thermal management solution to ensure that all components stay as cool as possible and thus prolong the life of the system.

## BENEFITS

By offering Long Lifecycle products, Fujitsu provides predictability, flexibility and transparency – in the same way as for any other product on the roadmap.

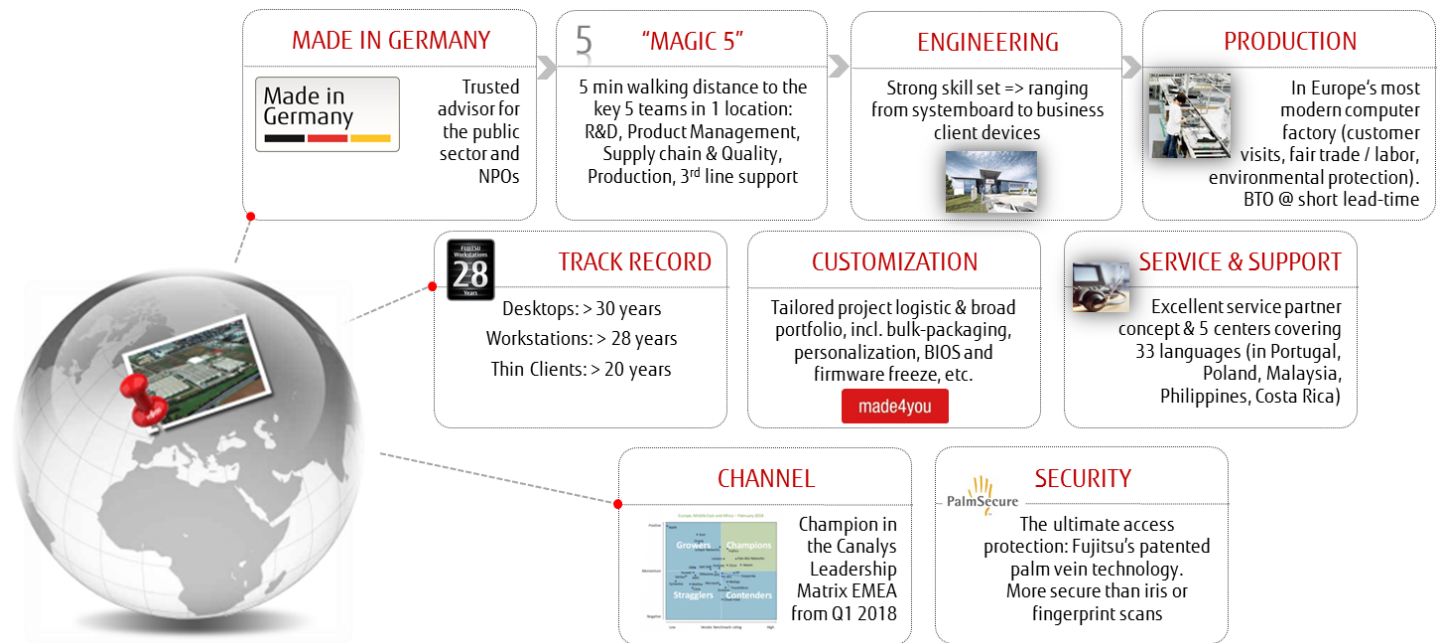
- Standard product planning and supply
- Lifecycle closer to customer requirements and needs
- Confidence in investment at no financial risk
- Spare part availability extension: starts after the EOL of a Long Lifecycle product
- No certification rework at the customer/partner
- No integration costs at the customer/partner
- No separate project stock
- Production – Made in Germany

## WHY FUJITSU?

Fujitsu is the only IT vendor in control of the entire end-to-end value chain:

- Product Development (Hardware & BIOS design, systemboard design for desktop workstations)
- Product Management
- Supply Chain & Quality (Product Quality, Product Compliance Center)
- Production
- Support (3rd line)
- Made4You – customizing on customer specific requests
- Spare parts

Fujitsu is the only IT corporation that manufactures in Europe. Its facility in the Bavarian city of Augsburg is considered to be the most modern computer factory on the European continent. Here, world-class engineering meets the highest quality standards that Germany and Japan can deliver. Numerous awards, such as the recent Bavarian Quality Award (Bayerische Qualitätspreis) provide proof of this claim. Computers, servers, storage systems and mainboards are the primary products produced here. Depending on incoming orders, up to 13,000 systems and 8,000 system boards are produced to meet individual customer specifications in Augsburg every day, and approximately 2,500 new configurations and modifications are implemented every week.



**PRE-DEFINED LONG LIFECYCLE PRODUCTS:**

Fujitsu offers currently three long lifecycle products in the desktop workstation category. The minimum availability of these products is guaranteed for a 36 months. Spare part availability will be granted for 5 years after the end of the lifecycle. Note that – although not marked as a long lifecycle product – the CELSIUS C740 rack workstation supports also a lifecycle span of more than five years.

Long Lifecycle products	
■ CELSIUS W520power Long Lifecycle	May 04, 2012 – Oct 31, 2016 (53 months or 4 years and 5 months)
■ CELSIUS W550power Long Lifecycle	* available since Nov 13, 2015
■ CELSIUS M740 Long Lifecycle	* available since June 07, 2016
■ CELSIUS J550/2 Long Lifecycle	* available since, April 20, 2017

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