



SAP SAPPHIRE
NOW 2018

Orlando, June 5-7, 2018

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Human Centric Innovation

Co-creation
for Success



Fujitsu Hybrid
IT – Conduit for
Digital
Transformation

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Fujitsu Hybrid IT – Conduit for Digital Transformation



Paras Vajpai

Director, Hybrid IT
Fujitsu America, Inc.

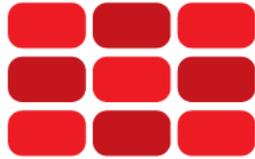
Fujitsu View of Enterprise Cloud Services



Enterprise Cloud is THE growth area



Customers want choice



Results in Complexity



Seamless Experience



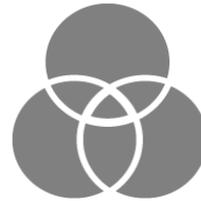
How can we help?



Self Service solutions



Managed Service Solutions



Professional Services

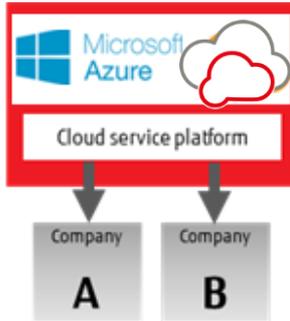
Management Solution

	Service	Supplier	Security	Process
	Technical			
	FCSM / Orchestration Tools / Integration			
Orchestration				
Integration	Transformation Blueprint	Migration / Blueprinting (Infra)	Apps Trans / DevOps	
	Transformation Implement			
Services	Hybrid IT Managed Services			
	Traditional	K5	Azure	AWS
Platforms	K5 PaaS			
	DC & DCMS	Private Cloud	Private Hybrid Cloud	S5 Public

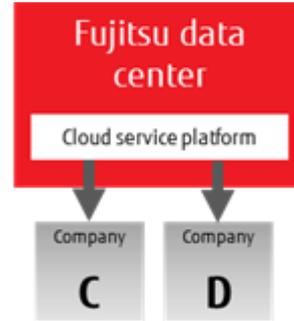
Hosting, IaaS/PaaS, Colocation, Infra Management, Multi-Cloud Management



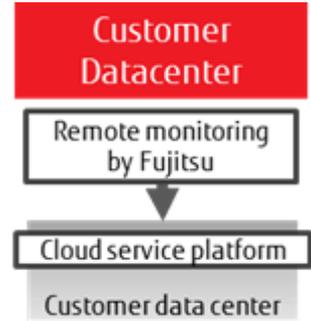
Public Cloud



Private Cloud

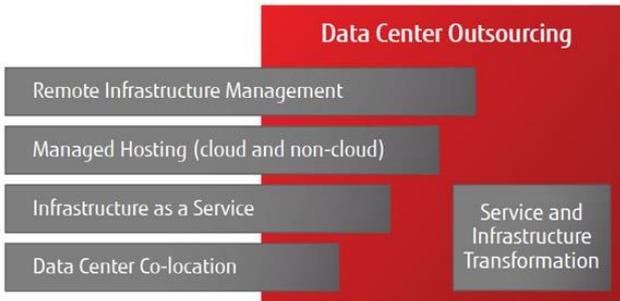


On premise



Small – Mid - Large Size Enterprise Applications

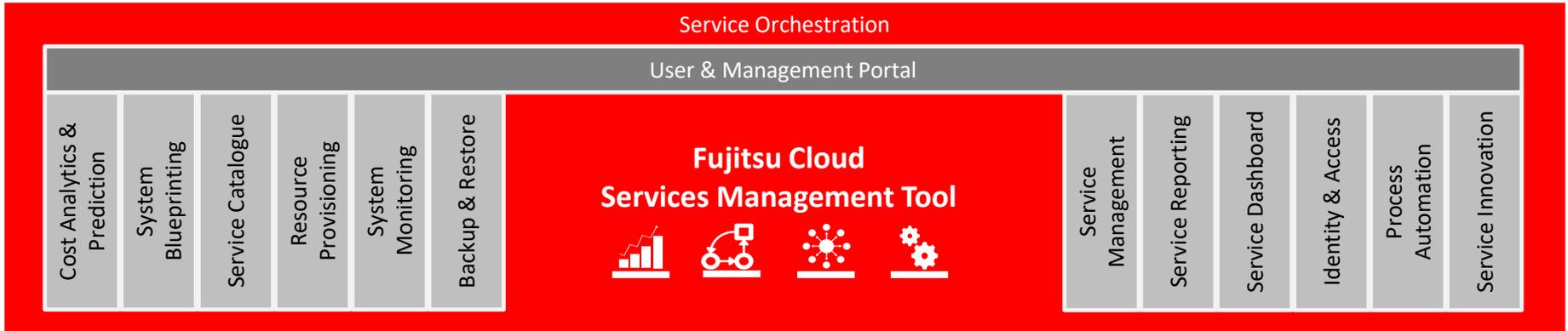
Hybrid Cloud Services



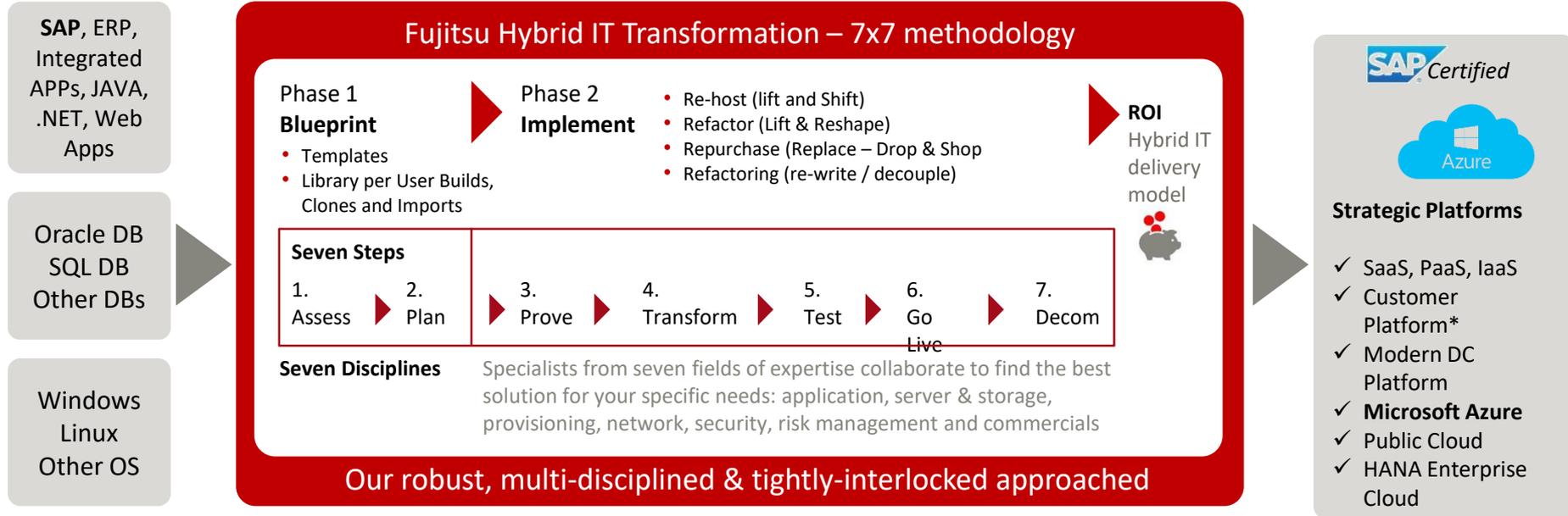
Managing all Platforms with FCSM (Fujitsu Cloud Service Management)



Customer Business Users



Cloud Transformation Methodology – Assess, Plan and Implement



Rules for Orchestration, Automation, Blueprints, Monitoring, Backup, DR, Reporting and SLAs

- » Ensures an end-to-end approach that is ROI driven
- » Our experts define the right mix of environments for your specific needs
- » Develops a solid business case for change
- » Transformation changes delivered in as risk free and non-disruptive a way as possible
- » Blueprint phase can be selected independently



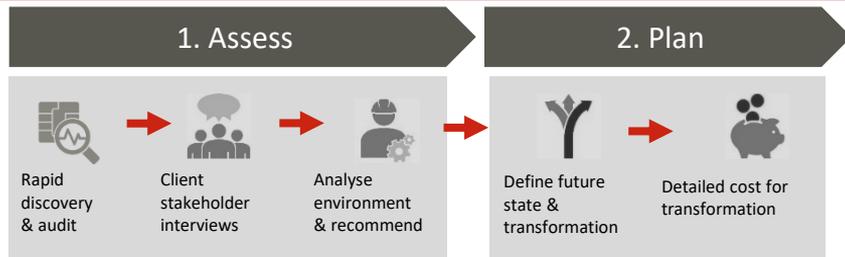
- » Fully funded, 6 week assessment service, analyzing the customer Applications' Landscape
- » Goal is to create the customer a business case for Cloud Migration

Planning – critical first step to Azure



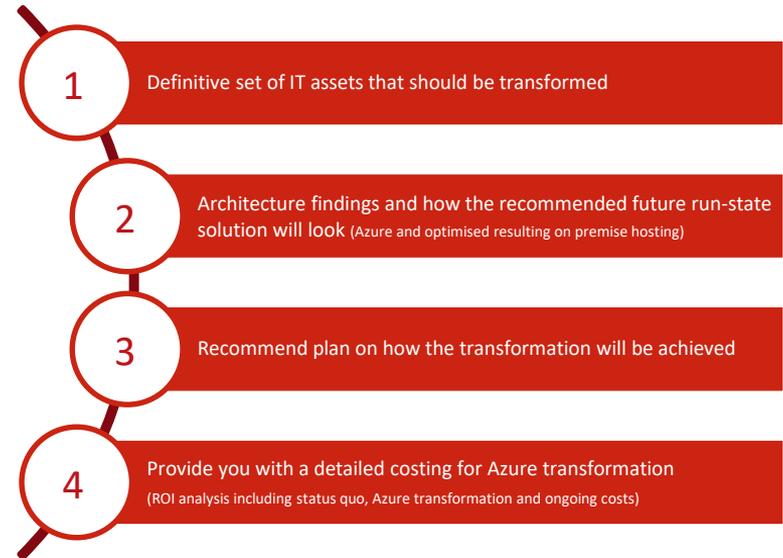
- » Rapid analysis of your data centre based IT systems
- » Looking at systems from multiple points of view
- » Creates a set of actionable deliverables to enable Azure transformation journey
- » Assessment takes on average 6 weeks for standard environments
- » Pre-determined customer involvement

How do we do it?



Planning deliverables

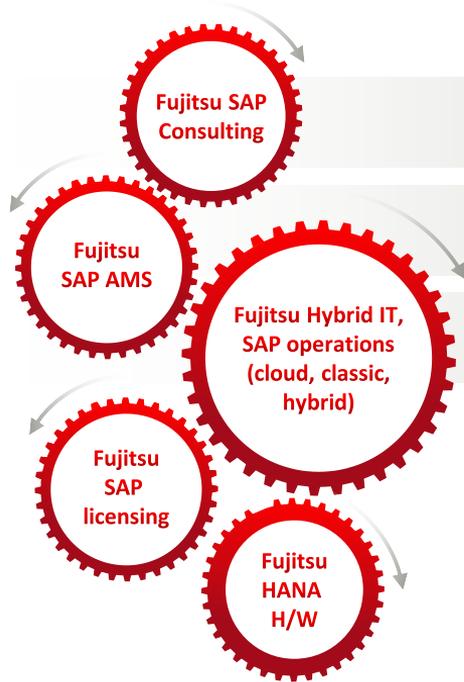
Actionable deliverables to enable hybrid IT journey



Fujitsu “one stop-shop” approach for SAP services



Fujitsu SAP partnerships Worldwide	
	SAP Global Services Partner
	SAP Global Technology Partner
	SAP Global Hosting Partner
	SAP Global HANA Partner
	SAP Global Cloud Partner



Digital Transformation

Globalization

Cloud SAP Services and new Technologies

Fujitsu is the excellent partner for our customers' SAP services!



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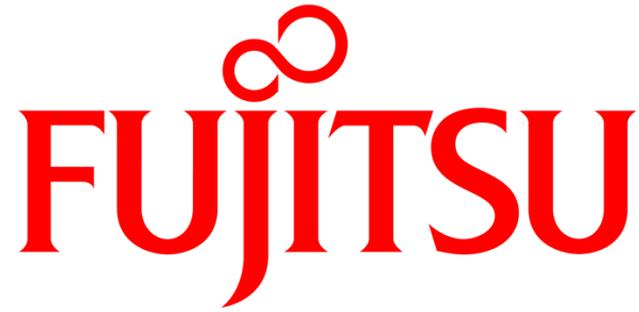
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Web: <http://www.fujitsu.com>



Questions?
Interest? Project?
See me here at the
Fujitsu booth!



The logo features a red infinity symbol positioned above the word "FUJITSU". The word "FUJITSU" is rendered in a bold, red, serif typeface. The letter "J" is notably stylized with a long, sweeping tail that extends downwards and to the left.

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