

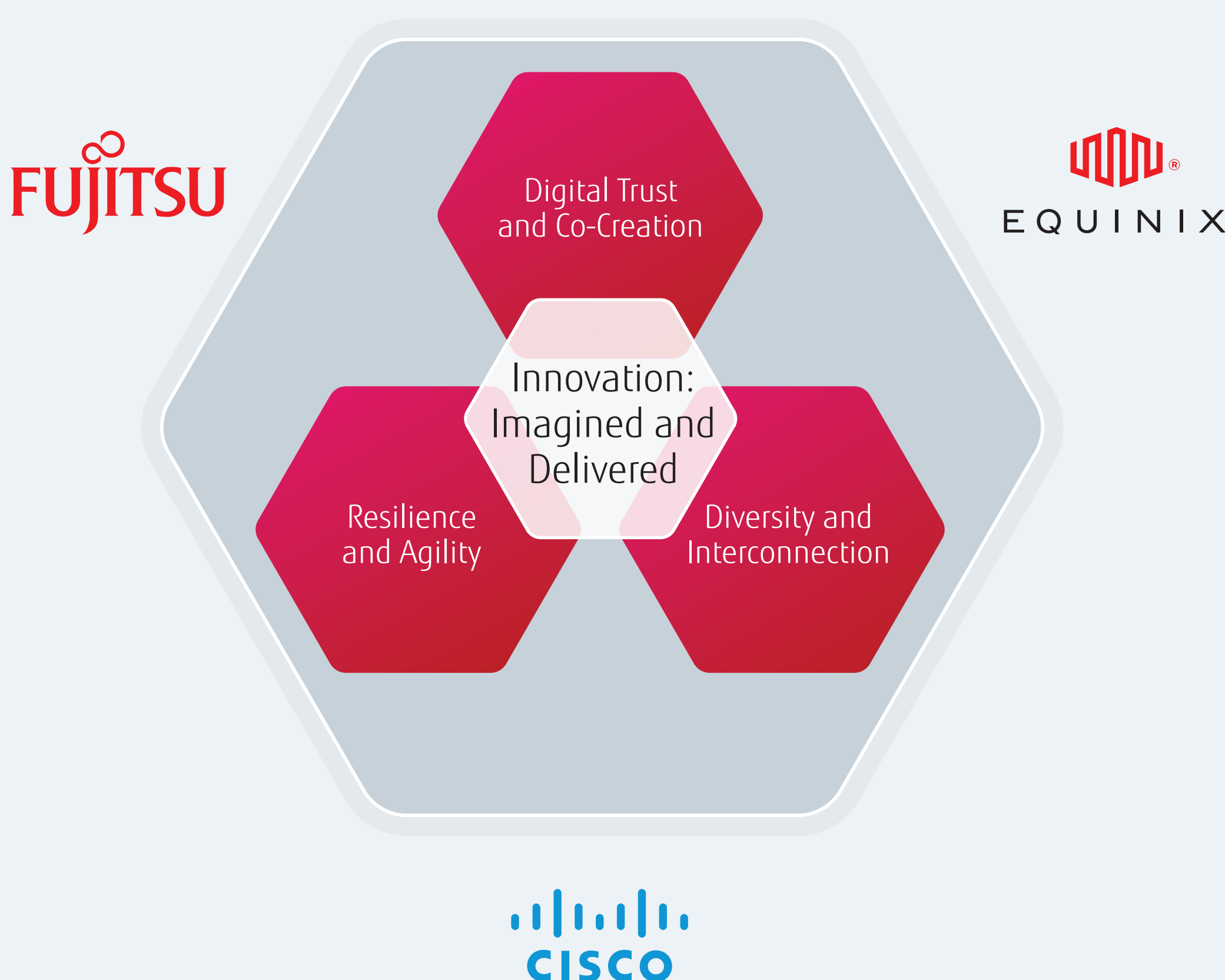
Innovation:
Imagined and
Delivered

Converged Power for Desired Outcomes

Technology changes at a breakneck pace while business try and adapt to an ever-evolving global market. Making the right technology decisions grows harder as options increase and demands grow over time. Understanding these challenges, Fujitsu has come together with Cisco and Equinix, combining the power of three technology leaders to unleash exponential innovation and drive desired outcomes for customers.

3ⁿ

Fujitsu + Equinix + Cisco
to the Power of **Innovation**



Delivering a unified technology vision in a global market is a complex mix of connectivity, security, compliance, governance, hybrid cloud options, as well as data accessibility. This complexity is amplified by the requirements for Work From Home (WFH) and blended remote work environments. These challenges must then be addressed in a way that meets business continuity objectives without creating unnecessary lock-in to any single architecture that would negate future adaptation.

Fujitsu brings a 'co-creation' approach to addressing Data-Driven Services. Working alongside customer teams, Fujitsu works to understand the business and technical objectives aligning Fujitsu's deep technology and vertical expertise to the specifics of your people, process, and business objectives. This collaborative approach ensures you are not simply adopting general 'best practices', you're adopting the right solution for your organizations individual needs.

This collaborative approach ensures you're not simply adopting general 'best practices', you're adopting the right solution for your organizations individual needs.

Leveraging the advanced technology solutions brought forward by Equinix, Fujitsu builds a foundation for private, hybrid, and multi-cloud solutions. Solutions that seamlessly connect you to your network service providers, and cloud service providers, global resources, and clients through robust on-ramps. These Equinix services can be enhanced through available industry vertical solutions tailored to the automotive, healthcare, manufacturing, payments, and transportation industries.

Fujitsu then layers in Cisco's vast portfolio of innovative technology to deliver those resources out to your compute edge, customers, and global teams securely. By combining the right multi-cloud, collaboration, and security tools Fujitsu empowers your team in the office, working from home, or both. This 3-way co-creation process ensures that the solution delivers the desired outcomes for your customers, users, and business.



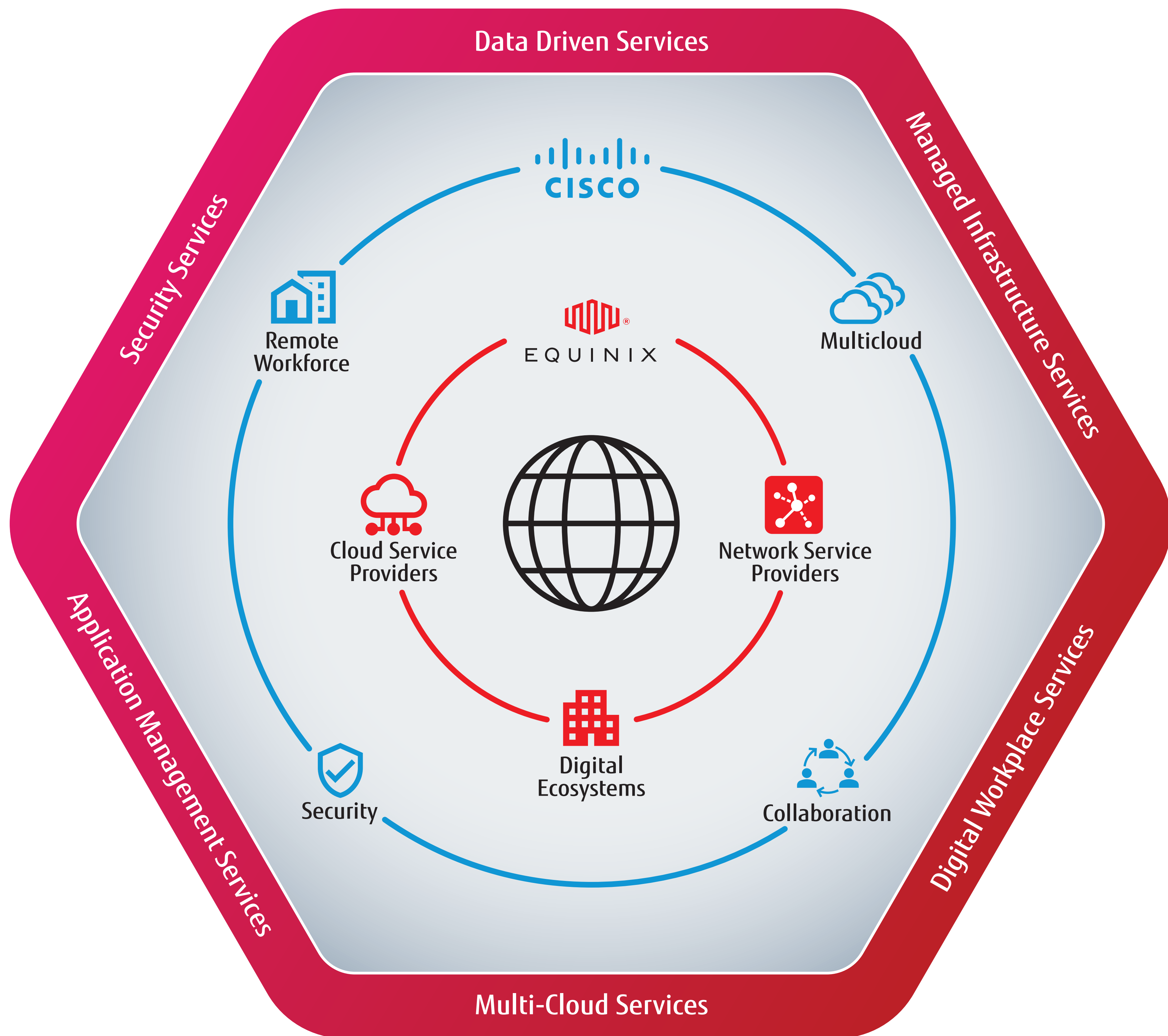
This application-out approach helps alleviate artificial lock-in and data gravity issues by removing restrictions on where data and applications must run. Leveraging a globally connected fabric Fujitsu can work with your team to decide the right location for an application based on its requirements instead of the location being dictated by technical limitations. Utilizing Fujitsu's Application Management Services combined with vertical solutions from Cisco and Equinix you'll know your applications are receiving the right mix of cost, performance and availability wherever they reside. This platform provides the necessary flexibility to adapt to the ever-changing markets.

That core platform is delivered outward, securely. Leveraging Fujitsu Security Services Cisco's connectivity and security solutions are integrated to provide global access to any user who has been properly identified and secured. From the users end-point to the application running on- and off-premise, Fujitsu's team applies the latest defense-in-depth and zero trust practices to identity and access across a globally distributed network.

With a globally distributed platform in place, the last mile becomes delivery to your users. Working with your team Fujitsu will help identify user requirements and design collaboration solutions that meet the needs of individual groups. Customized collaboration packages are designed using Fujitsu Digital Workplace Services and delivered jointly through Cisco and Equinix solutions. These solutions are tailored toward your remote work goals.

Fujitsu's co-creation process goes beyond the technology itself to address the people and process changes required to effectively adopt new technology. Fujitsu's deep experience and broad expertise reduces the risk of major transformation by addressing a holistic approach to technology adoption. This process can be offloaded further via Fujitsu's Managed Infrastructure and Application services. Through strategic managed services, clients free operational teams to focus on driving additional value for the business.

FUJITSU



Proven Solutions



Unlocked Creativity



Shared Knowledge



Delivered Outcomes

By joining forces, Fujitsu, Equinix and Cisco successfully combine the experience, expertise and trust you need to co-create, evolve and deliver desired outcomes via technology. Fujitsu has long been a trusted partner for transformation, now with Cisco and Equinix - the digital possibilities are endless.