



Fujitsu Enables CIOs to Master Hybrid IT

News facts: Fujitsu helps CIOs to deliver Hybrid IT environments without compromising compliance, data security and increasing risk. Provides business users with greater agility while ensuring sophisticated operational management control and governance for new cloud-based services. Extends standardised managed services and cloud platform capacity. Sydney, September 25, 2015 – Fujitsu is placing a strategic focus on enabling CIOs to master increasingly Hybrid IT landscapes – helping them get the balance right between leveraging powerful, cloud-based innovation while robustly managing risks, costs and benefits.

The emergence of Hybrid IT drives the requirement to support business processes delivered by a mixture of internal and external cloud systems. With its ability to deliver managed services for Hybrid IT environments that integrate, optimize and orchestrate cloud-powered IT with existing on-premise IT, Fujitsu enables greater freedom of access to new services. Business users get the speed, scalability and flexibility they need, while Fujitsu at the same time delivers to CIOs the IT operational management mechanisms required to ensure the fundamentals of security, operational management and cost control as well as appropriate governance.

Joel O'Halloran, Senior Vice President, Head of Managed Infrastructure Services and Digital Business Platform, Global Delivery at Fujitsu says: "Hybrid IT is the new reality across many organisations' IT estates as cloud services become an increasingly important element of overall IT services. CIOs of course recognise the enormous potential that cloud-based services have to offer – but to fully recognise the benefits they need to be properly integrated and managed as part of the wider IT services. Therefore Fujitsu supports its customers by integrating and orchestrating these services with traditional IT so that they can gain sustainable competitive advantage."

As Fujitsu focuses on empowering CIOs in the Hybrid IT era, the company is extending the range of standardized managed services provided from its Global Delivery Centers and is continuing to invest in cloud platforms. This follows investment over the last two years which has seen Fujitsu grow its global year-on-year revenues for Infrastructure as a Service (IaaS) by 49 percent last year, with a corresponding 91 percent growth in its virtual cloud IaaS business¹. This expansion in the virtual private cloud area reflects customer demand to exploit cloud services that deliver higher levels of control and customization – especially important when enterprises are modernizing their core IT services.

New functionality extends Hybrid IT management tools

As part of its commitment to managing Hybrid IT environments, Fujitsu is also introducing new multi-cloud integrated management capabilities. Fujitsu Cloud Services Management is available as a cloud service and builds on the previously announced Fujitsu Cloud Integration Platform enabling unified management of the many different cloud environments spread across different departments within an organisation.

Fujitsu Cloud Services Management provides new functions and a portal for the unified management of usage status, contracts, and costs across an entire company, thereby helping to enhance company-wide IT governance as well as to optimize IT costs and operations. Global rollout – scheduled to begin later this year – will start in Europe.

This approach to managing Hybrid IT can help customers make significant savings on IT operational management costs, regardless of whether services are centrally deployed by the IT department or initiated by individual business units, according to Fujitsu's estimates. Such an approach to the aggregation, integration and management of Hybrid IT is also helping reconcile a point of contention in many organisations today.

Fujitsu's capability to support customers' Hybrid IT landscapes has been evaluated by independent research firm Gartner. The recently published Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, Europe² and Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, Asia/Pacific³ both name Fujitsu among the market leaders. Fujitsu also continues to make headway in North America and has recently been named as a Visionary in the Gartner Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, North America⁴.

Notes to editors

¹ Growth figures refer to the 2014/15 fiscal year in comparison to 2013/14

2 Gartner, Inc. 'Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, Europe' by Claudio Da Rold, Gianluca Tramacere, Gregor Petri, DD Mishra, published July 13, 2015

3 Gartner, Inc. 'Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, Asia/Pacific' by DD Mishra, Fred Ng, Arup Roy, published September 9, 2015

4 Gartner, Inc. 'Magic Quadrant for Data Center Outsourcing and Infrastructure Utility Services, North America, by William Maurer, David Edward Ackerman, Christine Tenneson, published July 28, 2015

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Media contacts

Collin Duff-Tytler

Marketing Programs and Communications Manager

Fujitsu Australia and New Zealand

Tel: +61 2 9113 9346

Mobile: +61 409 953 349

Email: collin.duff-tytler@au.fujitsu.com

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