



Fujitsu Signs \$80 Million 5 Year Managed Infrastructure Services Contract with Link Group

News facts: Link Group expects to realise significant IT cost savings across its businesses. New 5 year contract for cross-functional platform provided by the Fujitsu Global Delivery Centre. All entities managed via single, cost effective service for risk reduction and high availability. Sydney, 1 October 2015. Fujitsu today announced it has signed an AU\$80 million Managed Infrastructure Services contract with Link Group, a market-leading global financial services company whose customers include some of Australia's largest superannuation funds and the world's largest corporations. As part of the recent acquisition of Superpartners, Link Group will migrate Superpartners client funds from the legacy Superpartners system to the Link Group system known as aaspire by December 2016. At the same time, Link Group is optimising IT spend across all entities to minimise risk and obtain cost efficiencies.

Under the new contract, Link Group's existing Western Australian business and Superpartners will be migrated to Fujitsu's delivery model currently in place for Link Group (Eastern States). The delivery model under the new arrangement will include service desk, service delivery management, end-user services, network management, infrastructure support, data centre and project services. These services will be delivered via a combined onsite, onshore and offshore model utilising the Fujitsu Global Delivery Centre as well as local resources.

Link Group expects to realise significant annual savings in IT spending across the Group under the new five year agreement with Fujitsu. Technology innovation, utilising Fujitsu's broad capability is a key component for driving value from Link Group's current IT infrastructure and future investment program.

Link Group is growing strongly, via both organic growth and through acquisitions, with the aim of realising benefits from economies of scale as it maintains excellence in customer service and information security. It has acquired over 35 local and international companies since 2004 and the recent acquisition of Superpartners almost doubled the size of the business.

John McMurtrie, Managing Director Link Group, said: "We are driving growth, end user productivity and shareholder value while holding sensitive company and financial information as a trusted, cost-effective service provider. By continuing our proven relationship with Fujitsu we know we'll receive the best value for our IT spend over the next five years. In addition, we will continue to work with Fujitsu to ensure the highest standards relative to the security of data. With the assurance of predictable IT costs delivered by this new services agreement, Link Group can better plan over the medium term."

Mike Foster, Chief Executive Officer of Fujitsu Australia and New Zealand, said: "Fujitsu and the Link Group have developed a deep understanding over our 10-year shared history. We are committed to our expanded role and to creating value for Link through innovation, reduction of risk and continuous improvement aligned with the Fujitsu Technology and Service Vision."

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About Fujitsu

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