



Fujitsu to Deliver Managed Chromebook Services to Enterprise Customers in Australia/NZ

News facts: Fujitsu Virtual Workplace managed service delivers flexibility, simplicity, secure application access. Fujitsu's proven Managed Services and Systems Integration capabilities will deliver an enterprise desktop service via Google's robust Chromebooks. Fujitsu to enable low-cost Chromebooks for enterprise. Fujitsu enterprise-ready Chromebook service offers gains in speed, efficiency, security, significant savings. Sydney, 7 July 2015. Fujitsu will work with Google to deliver an enterprise-grade managed service offering in Australia and New Zealand that leverages the flexibility, simplicity and security of the Chrome platform (Chromebooks and Chromeboxes). The Fujitsu Managed Chromebook Service equips organisations with a flexible, scalable and cost effective solution to employee mobility, all comprehensively controlled by Fujitsu's managed services. The Managed Chromebook Service takes advantage of these robust, lightweight machines with their exceptionally fast boot time, long battery life and built-in platform and data protection. Built on a popular and familiar consumer platform, they also deliver a better user experience.

The Fujitsu Managed Chromebook Service enables customers to select the Chromebook of their choice. When combined with a Citrix virtual desktop or application environment, the Fujitsu Managed Chromebook Service provides a versatile, highly secure and well managed client computing solution with seamless access to both Windows and Web based applications for the enterprise. Fujitsu then undertakes all user management; device configuration and management; provisioning of corporate approved applications from the Google Store; listing of sites that devices and users can access; environment look and feel; controlled OS updates; OS and hardware support; and hard installation. Its enterprise-enabled services also include hosted virtual desktops and options such as optimised print and file management.

Organisations will be empowered to manage and monitor thousands of devices remotely from one central location. They can be confident they have complete control over their Chromebooks environment. And the platform will deliver an easy to share and consistent user experience from every device. The Google admin console allows over 200 certified policies to be set for devices.

The Managed Chromebook Service is closely aligned with Fujitsu's Virtual Workplace Solution, which will allow Chromebook users to access their traditional applications and data via virtual desktop technology. Fujitsu partners with Citrix to deliver this service.

Phil Dean-Jones, Senior Director of Channel Sales and Partner Development, APAC, at Citrix, said, "As more and more Citrix customers move to cloud-based delivery of Windows Desktops and Applications, Fujitsu is a key Service Provider with a track record for hosting Citrix and managing these migrations across Australia and the world. Momentum for Chromebooks has been building and the cost benefits are clear, however the first question asked by customers is 'what about my Windows applications?' which is why Citrix released our Receiver for Chromebook in 2013. We see the new Fujitsu Managed Chromebook Service as the next step for these devices, as the Chromebook gains mainstream business attention, now backed in Australia by a Tier 1 Citrix Service Provider in Fujitsu."

The dramatically reduced Total Cost of Ownership is driven by the high quality, low cost hardware in combination with the scalable environment's zero-touch deployment and minimal operational downtime. It's an agile platform with access to a wealth of web applications that is complemented by fast, easy app development.

Google and Fujitsu are looking forward to bringing the benefits of this joint offering to businesses across Australia and NZ. In particular, retailers can now equip stores with ultra-low cost kiosks and remotely manage hundreds of stores from head office. And financial institutions will be able to provide remote workers anywhere, anytime access to the resources they need.

Kevin Ackhurst, Director, Google for Work Asia Pacific, said: "Businesses around the world have found that Chromebooks provide them with a more secure and simple way of working. They're fast, easy to share and easy to manage, and we're delighted to be working with Fujitsu to bring these benefits to more businesses across Australia and New Zealand."

Mike Foster, Chief Executive Officer of Fujitsu Australia and New Zealand, said: "We know from our discussions with our customers that there is a growing interest in the Chromebook as an enterprise platform, We are proud of our new partnership with Google and our ability to continue pushing innovation boundaries. We are the first SI to offer managed services to enterprises for Chromebooks as part of our vision of 'Workplace Anywhere'."

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