Fujitsu and Microsoft have teamed up to expand the Windows-based business in the global market. Both companies signed a global alliance contract between head offices and have been promoting alliance activities in end-to-end business (System Integration, Platform, Support), expanding the scope of the initiatives each year. Fujitsu is working at the highest partner level, "Gold Certified Partner", selling and supporting Microsoft products worldwide. Fujitsu can benefit from a portfolio of skills, expertise and a range of first-rate services. Whether it is Services, Platforms, Technologies or the combination of all, experience and obtain the value of Fujitsu solutions. With the Fujitsu-Microsoft alliance, the opportunities, benefits and possibilities are infinite!
The Fujitsu and Microsoft alliance provides customers worldwide with a one-stop source for comprehensive, enterprise-class infrastructure and application solutions, enabling customers to achieve a new level of business agility by integrating new technologies with existing heterogeneous systems across the organization. Fujitsu brings the following strengths to the alliance:

- Global market leadership as the third largest IT service provider.
- Market leadership as the No. 1 IT company in Japan.
- Expertise in business-critical enterprise systems and solutions.
- Strength in platforms, consulting and services - tapping expertise from its affiliates across the globe.

Through this partnership and in conjunction with our worldwide subsidiaries and affiliates, we are able to pool the knowledge and expertise of the Fujitsu Group offering high-quality, locally attuned solutions to customers throughout the world.

Mission and Value

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Industry and Global Strengths

Fujitsu is a leading provider of customer-focused information technology and communications solutions for the global marketplace. Since establishment Fujitsu have maintained a commitment to cutting-edge technological innovation and uncompromising product quality.

Pace-setting technologies, highly reliable computing and telecommunications platforms, and a worldwide corps of systems and services experts uniquely position Fujitsu to deliver comprehensive solutions that open up infinite possibilities for its customers’ success. The strength of both Fujitsu and Microsoft allow us to meet rapidly changing customer needs in today’s connected and convergent global marketplace.

Under the recently expanded global alliance, Fujitsu and Microsoft will combine Fujitsu’s mission critical system expertise and systems with Microsoft’s latest Windows Server 2003 and Microsoft®️ .NET software to enable customers to implement flexible, trustworthy enterprise infrastructure and applications that support business objectives and processes in a highly efficient and effective way. The latest expansion sees Fujitsu and Microsoft collaborating in the areas of System Integration, Platform and Support.
In June 2002, Fujitsu and Microsoft announced an expansion of their global alliance, which was initially formed in September 2000, to deliver integrated mission-critical solutions using Fujitsu’s hardware, software and services and Microsoft’s Windows 2003 Server and .NET Enterprise Server products.

The recently expanded alliance focused on:
- Infrastructure Services
- System Integration Services
- Application Services

Key alliance initiatives have been developed in conjunction with Microsoft through an expanded group wide alliance that leverages Fujitsu’s principal IT platform and consulting and services units, as well as its affiliates.

Fujitsu has been building and expanding the service capability to deliver mission critical .NET based enterprise applications and infrastructure environments. Fujitsu has 60,000 engineers worldwide including IT consultants, IT professionals and developers who provide various levels of Microsoft technology readiness to serve enterprise customers. The expertise to transform legacy systems to the next generation of Microsoft .NET based web services proves to be cost effective given the ever changing economic environment.

System Integration Collaboration

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Fujitsu-Microsoft Global Alliance Profile

Services Focus Business Areas

In conjunction with the pace-setting technologies, highly reliable platforms, and the Fujitsu-Microsoft collaborations, the service expertise of Fujitsu allows delivery of comprehensive Microsoft solutions that open up infinite possibilities for its customers’ success. Such services include:

- Infrastructure Services
- Outsourcing Services
- System Integration/Application Services
- Application Services for .NET
- Enterprise Mobility Services
- NT4/Exchange Migration Services
- Joint Solution Business with partner ISVs
- TransMigration Services

To assist in providing infinite possibilities, Fujitsu and Microsoft have created centers of excellence. Together, these centers provide enterprise customer satisfaction and deliver a new level of business agility and value to businesses worldwide through rapid solution and services delivery. These service centers include: Fujitsu Windows Platform Center in Tokyo; Microsoft Technology Lab in Manchester; and Fujitsu .NET Solution Centre in Sydney.

Some of Fujitsu and Microsoft’s proven successes

State of Washington Department of Licensing Selects NetCOBOL for .NET

The State of Washington Department of Licensing (WADOL) had a mature set of applications running on a Unisys 2200 mainframe. WADOL decided that the time had come to make the move from the Unisys mainframe to standard-based hardware in the form of Windows-supporting computers. Fujitsu Consulting’s winning solution met the customer’s criteria in a way that minimized the migration risk while helping staff build new skills.

Utilizing the architectural similarities between the Unisys transaction processing system (DFS 2200), CICS and ASP.NET, Fujitsu proposed to transform the various parts of the applications into corresponding entities using a combination of NetCOBOL for .NET, SQL Server, and ASP.NET. The key advantage of the Fujitsu approach was minimizing source code changes (COBOL to COBOL).

Desktop improvement project

BMI - British Midland is UK’s second largest full service airline. Fujitsu is working with BMI on a project focused on delivering improvements to the BMI email, file and print server platforms. The consultancy from Fujitsu includes a review of all applications running on the existing NetWare servers with a view of consolidating these on to the Microsoft Platform. Completing the migration project will deliver both tangible and intangible benefits including: reduced support overhead, IT services will be more able to support the business, users productivity should increase as their perception and satisfaction of the services provided by the IT department is increased and the amount of time lost on IT related issues is reduced and Support can be streamlined.
Platform Collaboration

Building from the strong SI Collaboration, Fujitsu and Microsoft further expanded the relationship in 2004, announcing the collaboration for the development of an IPF (Intelligent Platform Family) based server for Windows Server 2003 and the next-generation Windows Server Longhorn.

Hardware collaboration

The next-generation IPF-based server is a strategic product for Fujitsu. Fujitsu is cooperating with Microsoft in order to achieve the mainframe-class RAS (Reliability Availability Serviceability) capabilities of the Mainframe. Both companies will conduct performance benchmark testing and verification of the hardware, aiming to achieve the top-class IPF-based high-end IA server for MC systems for you, the customer.

Next-generation IPF based server

The next-generation Intel Itanium-based server will have Intel Itanium2 processors, having the reliability of the mainframe class, working with Windows Server.

TROLE and .NET Integration

To help customers establish a flexible IT environment that aligns with and supports mission-critical business processes, Fujitsu in collaboration with Microsoft has been developing TROLE templates, functional building blocks to speed the construction of highly reliable infrastructures and solutions based on Windows Server 2003, the .NET Framework and SQL Server 2000. TROLE is Fujitsu’s strategy for the optimized design, development and deployment of highly reliable and adaptive mission-critical IT infrastructure in heterogeneous environments. The companies will intensify their focus on helping customers develop applications in Microsoft .NET environments using Fujitsu’s Pi template design, consulting and system integration services. In addition, Fujitsu and Microsoft will jointly establish a proof-of-concept center at the Fujitsu IA Solution Center in Japan, offering customers system validation, performance benchmark testing and other services for mission-critical systems.

Middleware collaboration

In the system management area, Fujitsu and Microsoft will assign technical resources to improve the interoperability between Microsoft Operations Manager (MOM) and Fujitsu’s Systemwalker family of products to enhance management functionality for mission-critical operations. Fujitsu and Microsoft will collaborate to evolve and enhance Fujitsu’s software products - such as NetCOBOL for .NET and Interstage Business Application Manager for .NET - to help customers migrate and reform traditional enterprise applications to next-generation, Web services-based environments on the Microsoft Windows and .NET platform.

Support Collaboration

Bringing a New Level of Support and Service into System Design for Enterprise

The Global Alliance leverages the implementation of the Microsoft Windows platform in large-scale enterprise systems, especially where high availability is required, as in Internet and mission-critical applications. The Global Alliance also brings together the highly-regarded system integration and support services of these two world-class companies. In this effort, Fujitsu and Microsoft have trained more than 10,000 Fujitsu engineers in the latest Microsoft technology. Engineers are designing and testing systems built with Fujitsu hardware/software and the Windows servers and other enterprise software products of Microsoft, supporting enterprises from system design through system operation.

To reinforce support for customers running Fujitsu and Microsoft solutions and to reduce the resolution time of Mission-Critical (MC) related troubles, both companies have established a joint team in the Global Escalation Center located in the Microsoft head office (Redmond). Fujitsu and Microsoft Corporation will establish a joint engineering support team, within this center, consisting of engineers from both companies. This team will support the mission critical customers from Fujitsu. This is the first case for an IT company, which has their head office located outside the U.S. With the cooperation of Fujitsu and Microsoft and improvements in problem analysis tools, support of Windows in MC systems is greatly strengthened.

Other Recent Customer Successes

Large-scale Web system created using "NET" + "Interstage" achieves superior development productivity and system reliability

In order to develop a new Data Storage Service for its affiliated accounting offices, TKC Corporation has constructed a large-scale system for storing other recent customer successes.

Fujitsu expertise helps Linfox enhance operational efficiency and cut IT management costs.

Linfox is one of Australia’s largest privately owned companies with around 9,000 personnel providing supply chain management solutions to organisations in Australia and South East Asia. A comprehensive infrastructure upgrade has enabled Linfox to significantly reduce IT management costs and achieve dramatic improvements in productivity and operational processes. The solution, designed and implemented by Fujitsu Australia, has allowed the company to leverage new technology to build a corporate portal, develop a content management system and establish a tight workflow system for critical business documents. These innovations have transformed Linfox into a more dynamic and integrated organisation with the ability to quickly respond to opportunities. In collaboration with Linfox, Fujitsu designed and implemented a corporate portal based on Microsoft SharePoint Portal Server 2001. Fujitsu integrated the Linfox corporate directory with Microsoft Active Directory to provide a single view of organisational information.

A Recent Proven Success

Hero relies on STYLISTIC Tablet PCs with the mySAP CRM Mobile Sales-Solution

Hero is Europe’s market leader in marmalades and jams. Whether it is marmalade, juices or baking ingredients from the House of Hero: The STYLISTIC Tablet PC from Fujitsu Siemens Computers is making things more appetizing for the food manufacturer’s customers - and filling up the order books.

With its bright display the digital assistant ensures that in the sales talk with customers the freshness of the Hero products is shown especially to advantage. At the same time the STYLISTIC Tablet PC allows for an open, comfortable atmosphere for discussion, without a distracting display lid to stand in the way of the presentation and the taking of orders. The Tablet PC’s use the mySAP CRM Mobile Sales from the leading European ISV as a software solution. The tablet PC’s run the Microsoft® Windows® XP operating system. Microsoft SQL Server is running as the back-end database.

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