



Computacenter and Fujitsu

Together, Computacenter and Fujitsu Computers recommend, install and support Fujitsu's technology, looking beyond the products to provide customers with tailored technology solutions to suit their individual business needs.

Business Challenges:

Today's businesses rely on a reliable IT infrastructure that can accommodate change without impact on the day-today running of the organisation. Are you:

- Concerned you lack the skills in-house to make an effective decision on IT infrastructure and Services?
- Worried that you aren't achieving the best price, in the best commercial conditions without compromising on quality?
- Seeking guidance on the implementation of a flexible working strategy?
- Looking to reduce costs and increase efficiency and adaptability in your datacenter whilst maintaining business continuity?
- Confident that your products are fully compatible to embrace change, in a controlled manner?
- Concerned about inconsistent product supply impacting roll-out schedules?
- Considering implementing an HCI Scheme (Home Computing Initiative) for your employees?

Key Benefits:

Computacenter ensures the Fujitsu technology you deploy is the most appropriate and effective option for your organisation so you can benefit from:

- Expert advice on Fujitsu technologies, product roadmaps, project design and integration
- A safe transition onto new technology as we can replicate your IT environment at the Solutions Centre and test and prove new Fujitsu solutions prior to deployment
- A deployment that is delivered on time and to budget by taking advantage of our project and portfolio management expertise
- Significant cost reductions by utilising our end-to-end range of products and services
- Stability and continuity on large-scale rollouts through our ability to hold ordered stock for you.

"The Fujitsu tablets offered the best functionality and usability, and provide our surveyors with much greater flexibility when working remotely."

Chris Simmons
Infrastructure Desktop Projects
Leader, Ordnance Survey





Partners

Deliverables:

Computacenter are able to offer the full range of Fujitsu' extensive portfolio:

- PCs, Workstations and Thin Client Devices
- Notebooks, Tablet PCs (including convertibles) and Handheld Devices, Monitors and Keyboards
- Intel and Unix servers (across all 3 leading server platforms)
- Enterprise storage solutions, including Tape and SAP virtualisation

Fujitsu are unique in manufacturing their own motherboards, including those built to order so customers can be sure that their exact requirements are met and that the last PC delivered will be identical to the first.

Computacenter has invested in a Solutions Centre, which has become the largest multi-vendor proof of concept and test facility in Europe. This means Computacenter can help install, integrate, configure and provide support and maintenance across the entire Fujitsu range

Why Computacenter?

Long and successful history of lifecycle management

For many years Computacenter and Fujitsu have been helping organisations manage their Fujitsu technology from selection and purchasing, through to implementation, testing, managing, renewing and upgrading their solutions.

Long-term approach

Computacenter and Fujitsu partner with customers, providing the best advice for them over the long-term, as opposed to pushing for a short-term spend decision. This can often mean not spending now but rather waiting for more favourable terms.

Investors in knowledge and skills

Computacenter has invested in its Fujitsu partnership and is now recognised as a Fujitsu Computers 'Center of Excellence' and Fujitsu' largest and most strategic independent partner in Europe

Proven expertise

Computacenter and Fujitsu' joint success stories show proven stability, breadth and depth of skills, and reliable solutions at cost-effective prices. The team's flexible approach and experience proves we understand the customer's business requirements, not just the technology.

What next?

To find out how Computacenter and Fujitsu can help you, visit:

www.computacenter.com/fujitsu

or contact us at:

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