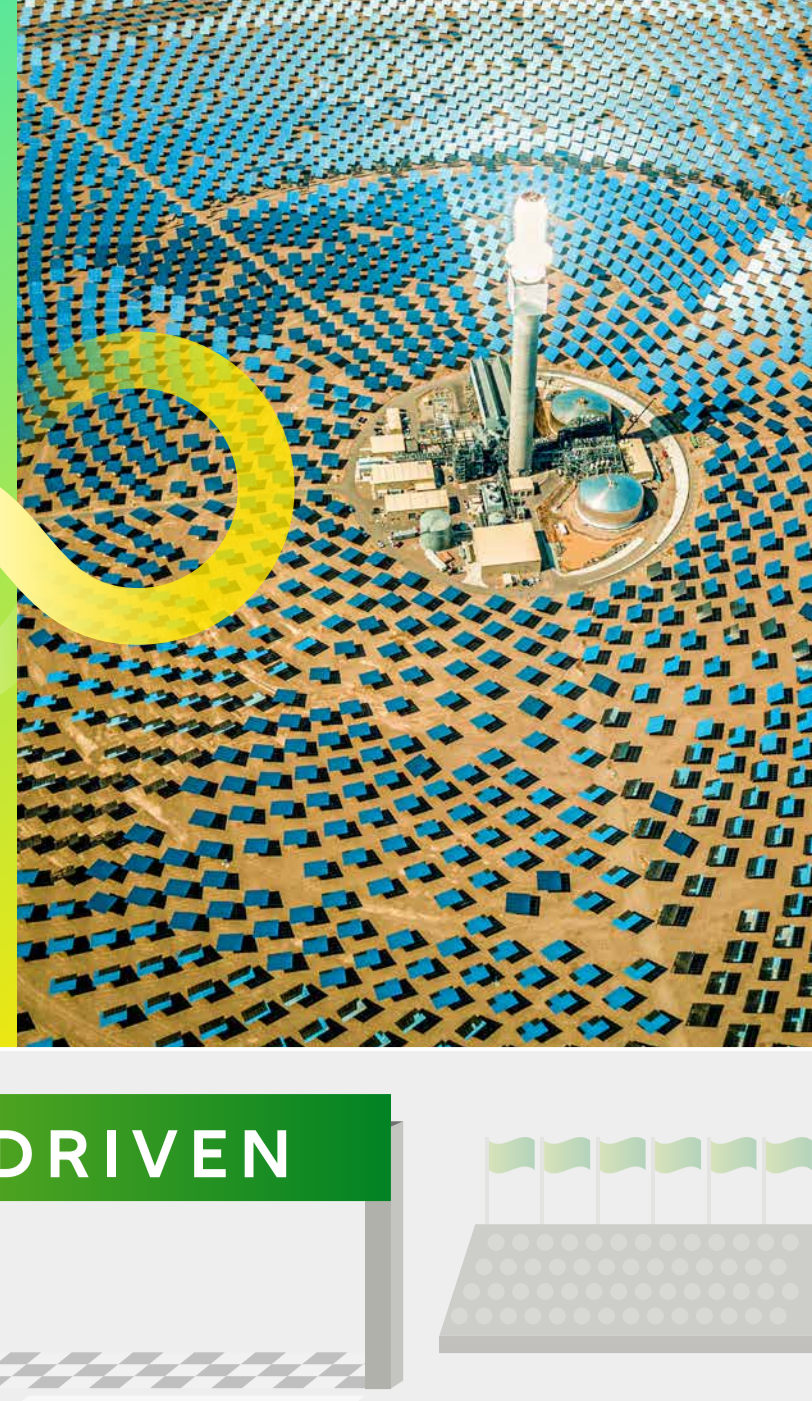


Ready to be a data-driven enterprise?

PRIMEFLEX Integrated Systems



DATA DRIVEN

Hurdles to overcome on the way:*

BIG HURDLE

27%

STANDARD HURDLE

47%

COST / BUDGET-RELATED ISSUES

BIG HURDLE

20%

STANDARD HURDLE

50%

TOO MUCH RELIANCE ON LEGACY INFRASTRUCTURE

Fewer than **5%*** of enterprises made it here!

Source: Research Report: The road to becoming a data driven business, FreeForm Dynamics, 2020

Defining the data architecture

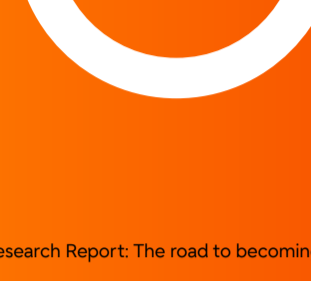
What support do organizations want from providers?



Defining data architecture to deliver business value!



Architecture and design, how data should be held, classified and protected



44% 37%



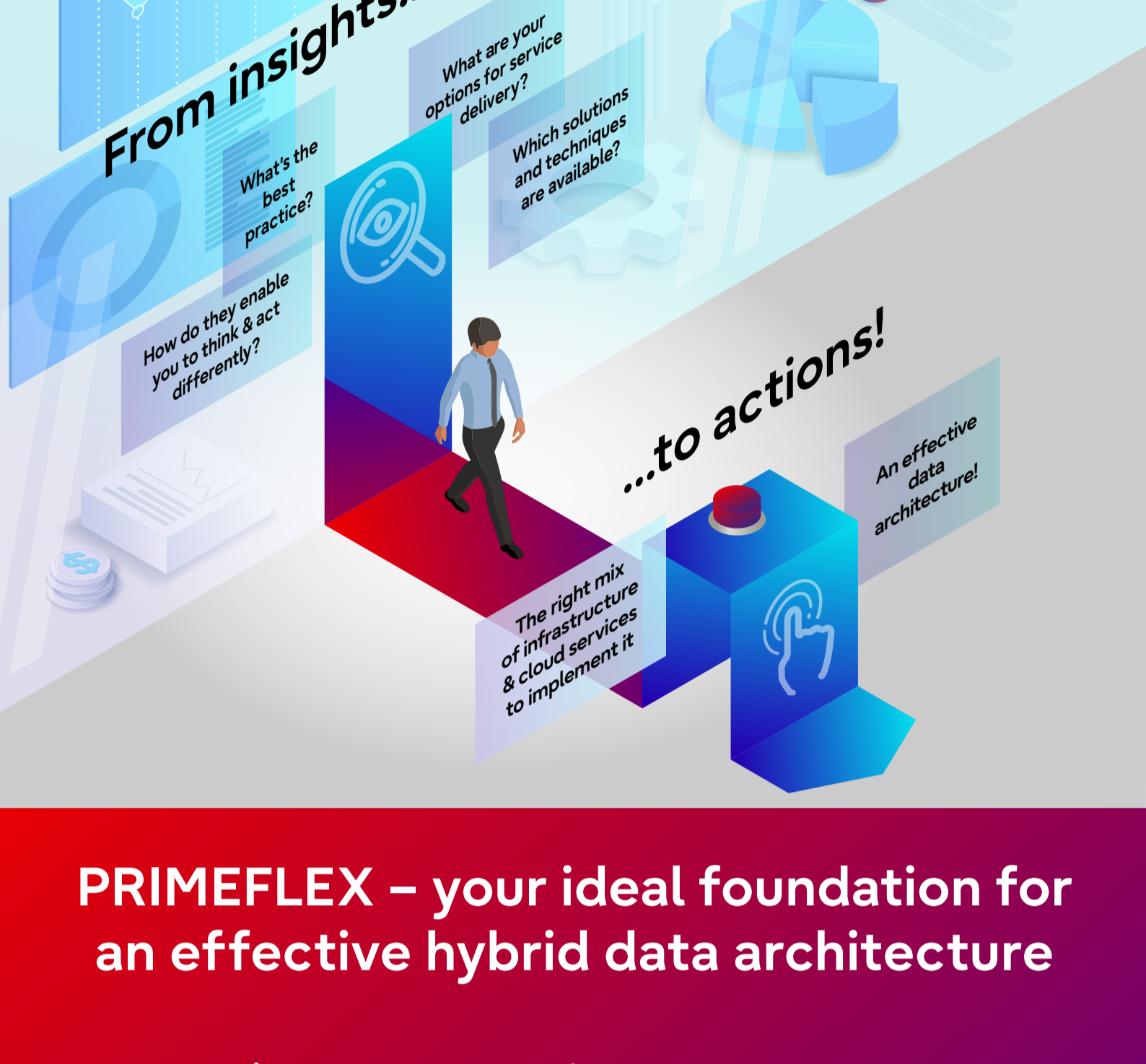
47% 33%

Highly valuable

Valuable

Source: Research Report: The road to becoming a data driven business, FreeForm Dynamics, 2020

Fujitsu delivers this support – and more:



PRIMEFLEX – your ideal foundation for an effective hybrid data architecture



Pre-defined, pre-integrated, pre-tested, Hybrid Cloud-enabled



Standardization services



Standardized solution support with single point of contact

For scenarios across:



Edge

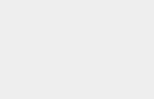
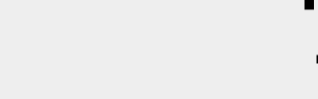


Core



Cloud

... covering virtualization, cloud and SAP deployments with leading partners:



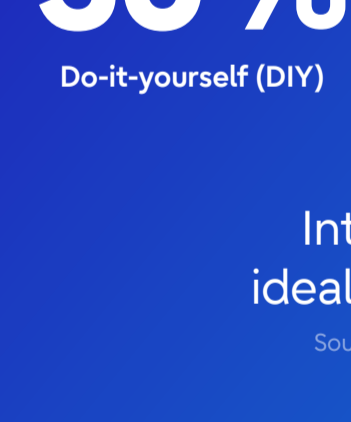
Modern infrastructures for modern workloads

Fujitsu helps you to identify the solution that best fits your vision, existing IT, applications and data landscape and deployment model



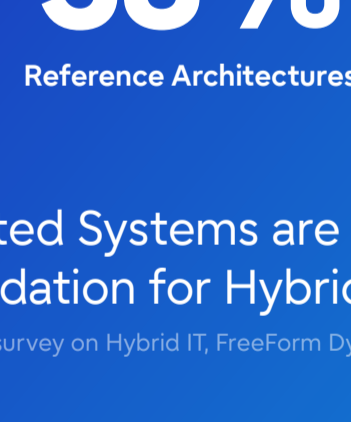
Why choose Integrated Systems?

How customers want to build out their IT infrastructure:



50%

Do-it-yourself (DIY)



58%

Reference Architectures



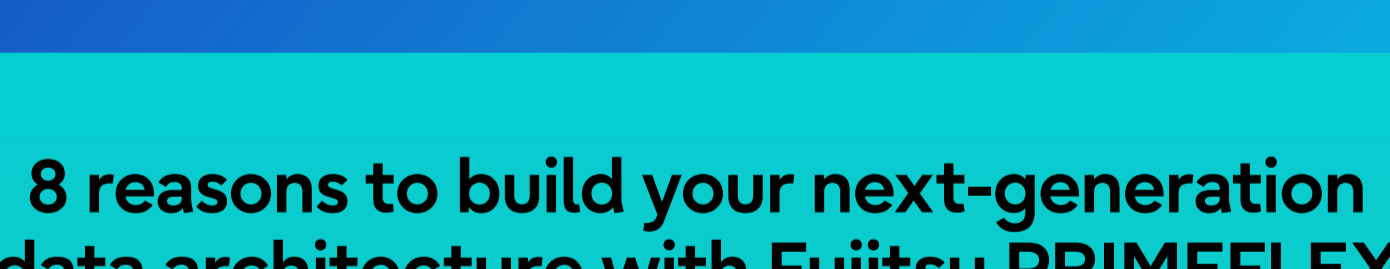
71%

Pre-integrated Systems

Integrated Systems are seen as an ideal foundation for Hybrid IT use cases

Source: User survey on Hybrid IT, FreeForm Dynamics, March 2020

Integrated Systems vs. DIY approach: estimated cost / efficiency benefits



8 reasons to build your next-generation data architecture with Fujitsu PRIMEFLEX

Simplified path to Hybrid Cloud

"It quickly became clear that Fujitsu could provide all the technology we need and scale easily to a hybrid cloud solution. Moreover, in terms of cost, Fujitsu delivered the best bang for our buck."

Per Brantsing Karlsson
IT Manager, Akademiska Hus

Faster time to production

"Fujitsu PRIMEFLEX® for SAP® HANA® arrived pre-configured based on our specifications so it was literally plug-and-play to install. That allowed us to quickly begin on-boarding the different parts of the business one by one."

Reda Loudiyi
CIO Diana Holding Group

Reduced lifecycle costs

"For us, Fujitsu Integrated System PRIMEFLEX for Storage Spaces Direct is around 30 percent more cost effective when compared with normal virtual hardware and traditional storage solutions."

Andreas Furtenbacher
CEO, ITAREX GmbH

Streamlined operations

"With PRIMEFLEX for Nutanix Enterprise Cloud, we have a completely integrated and future-proof hyperconverged infrastructure, which we can scale flexibly and administer easily."

Bernhard Fahr
Technical Director, GKV Service Center GmbH

Cutting edge technology

"Overall, we're extremely satisfied with the performance, high availability, manageability and scalability of our new hyperconverged infrastructure, thanks to the Fujitsu Integrated System PRIMEFLEX for VMware vSAN."

Karsten Ehrlich
Division Leader IT, Harro Höfliger GmbH

Outstanding expert support

"In developing the solution for our P2N network, Fujitsu gave us expert support from concept to implementation."

Siegfried Troska
Administrator IT Infrastructure
University Medical Center Schleswig-Holstein
Kiel Campus

Innovation driver

"We no longer just operate a healthcare system, we are also a driver of innovation, employee satisfaction and patient welfare."

Norman Lüttgerding
CIO, Braunschweig Municipal Hospital

Trustworthy partnership

"The people of Fujitsu are really transparent and feel really trustworthy. So it's fun to work with them because it's also a partnership. Fujitsu in a word? Co-creation!"

Stephan Van den Eynde
CEO, Hapbit



Intel® Xeon® processor

[Learn more](#)

www.fujitsu.com/global/primeflex

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