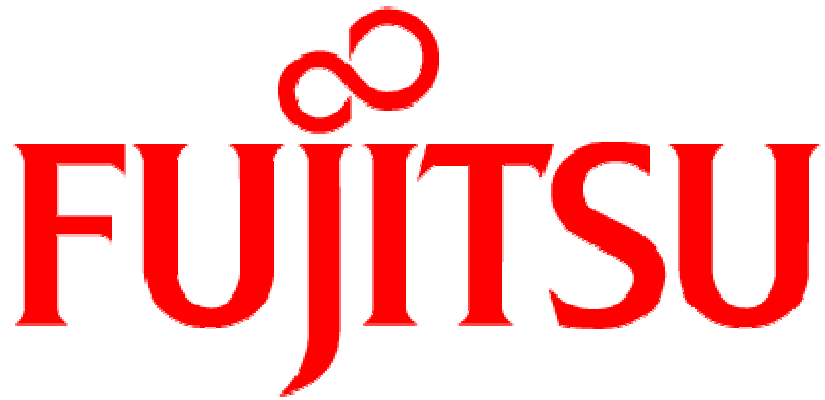




Cisco Summit 2010

Presenter: Joey Wong

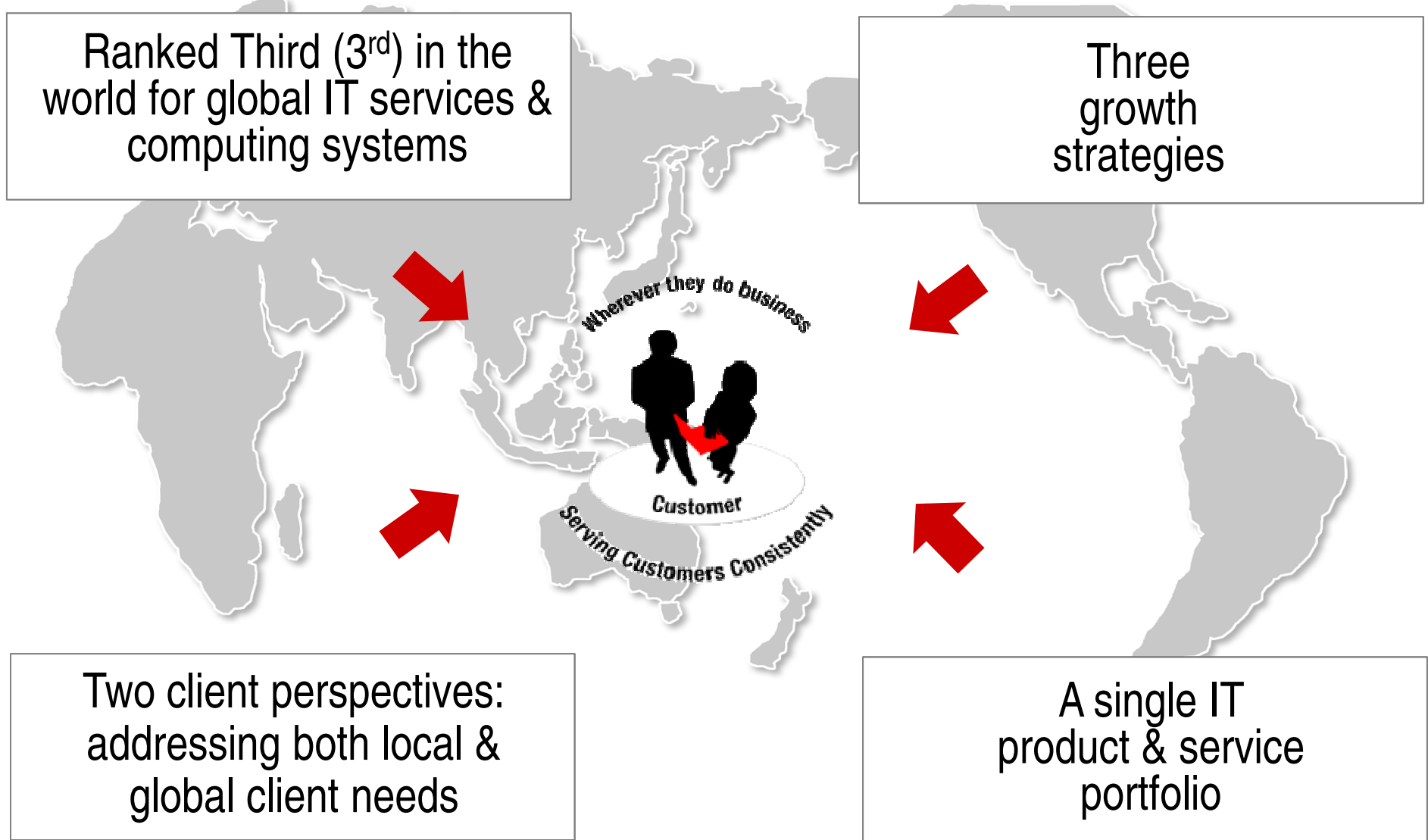
Business Manager, Network Services

Date: July 2010

Agenda

- An Overview of FUJITSU
- FUJITSU Strategic Alliance with CISCO
- FUJITSU and TELECOMMUNICATION
- Fujitsu **Green** Policy 21

The Fujitsu Group



Corporate roots in Japan



Headquarters: Tokyo, Japan

Established: 1935

70 country operations

186,000 employees

Stock exchanges: Tokyo,
London, Frankfurt, Zurich

R&D spend: US\$ 2.6 billion



Fujitsu Headquarters
Tokyo, Japan

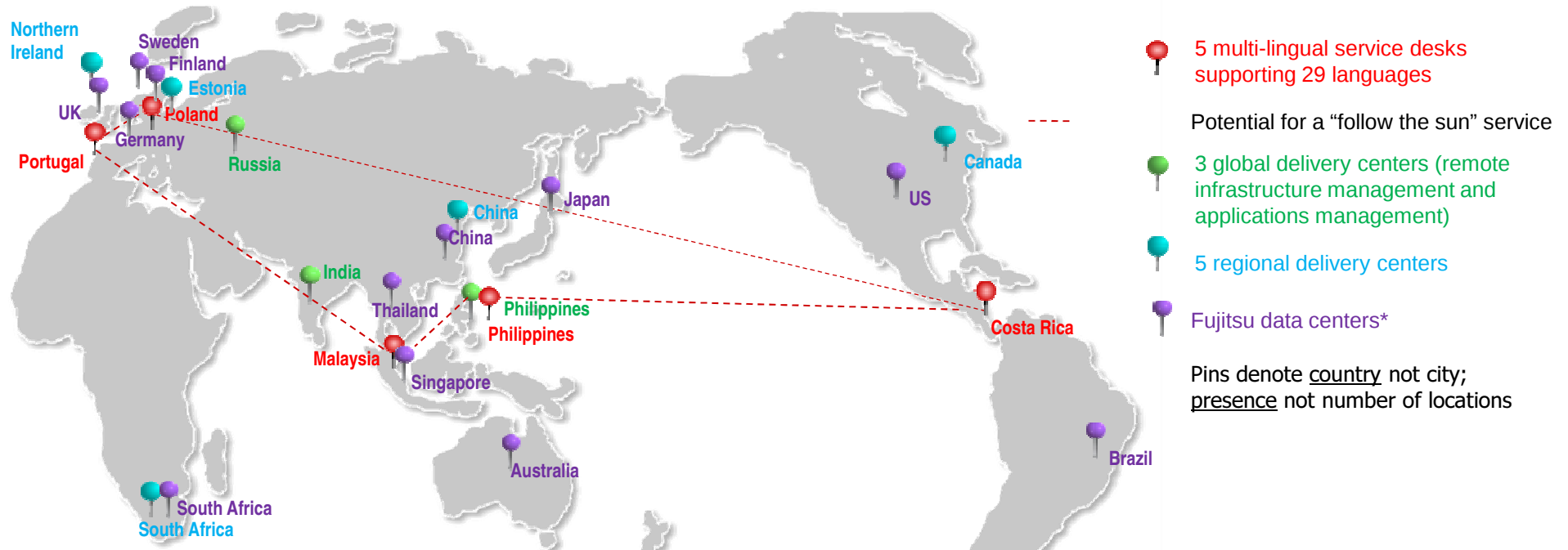
Fujitsu net sales FY08*	US\$ billion	
IT Services	24.0	(50.2%)
Systems Platforms	6.4	(13.4%)
IT Products	17.5	(36.4%)
Total	47.9	(100.0%)

*Fujitsu Group (excluding FSC) consolidated figures for fiscal year ended March 31, 2009. US\$ 1 = ¥98, ¥1 = €162.

Globally and Locally - Glocalization



Offering the security and confidence that is a function of scale and reaches in **70 countries**.



Global

- Scale and coherence
- Knowledge, assets and expertise
- Delivery capability
- Client management

Local

- Nationwide Support (Malaysia)
- Local and Global Knowledge Domain
- 24 x 7 Onsite Support
- 24 x 7 Multi-lingual Service Desks

Acting locally...

A strong, autonomous,
local management ethos ...

- fostering local client relationships
- building on common local insight and understanding
- encouraging local decision-making
- providing the assurance of local accountability and responsiveness

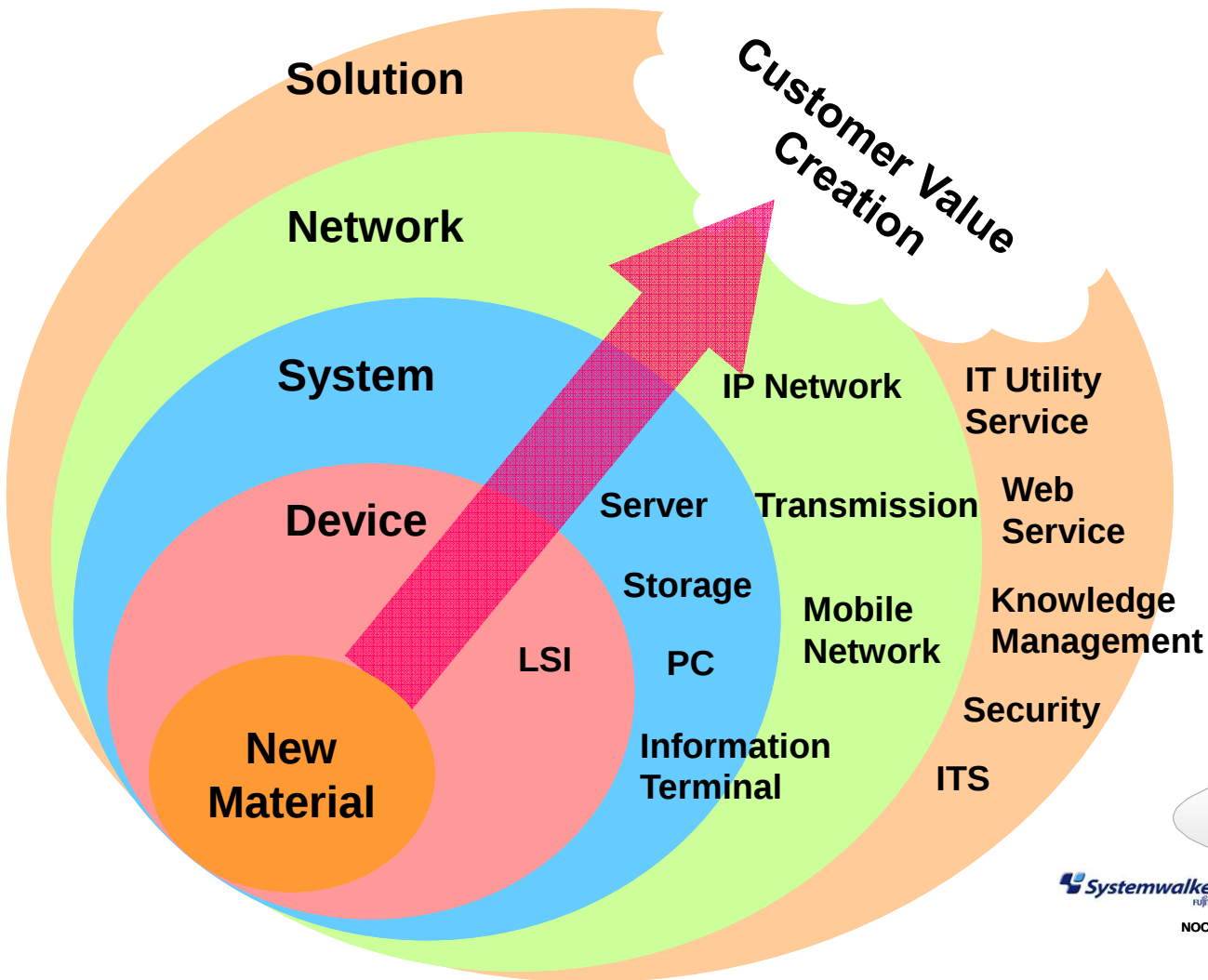
Local Offices

Data Center

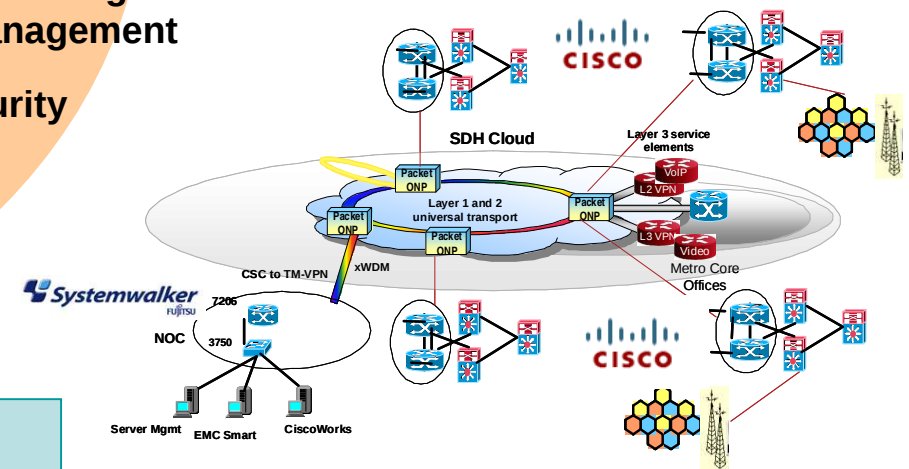
Regional Service Desk

...all backed up by our **global** organisation.

Technology Value Chain



- Key Components to Total Solutions
- Vertical Integration Model
- Basic Technology Research by Our Own R&D Labs
- Partnership – i.e Cisco develop CRS-1 core NGN Routers



Focus on Quality Chain between Layers

A strong global partner ecosystem

Leveraging strong alliances with leading global players, we are even better positioned to serve our customers...



This is an excerpt from our global partner list

Fujitsu – Cisco Strategic Alliance



Fujitsu and Cisco Expand Strategic Alliance to Deliver Unified Communications Solutions in Japan - Cisco News - Mozilla Firefox

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http://newsroom.cisco.com/press/2009/prod_041609.html

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Fujitsu and Cisco Expand Strategic All...

CISCO

Solutions Products & Services Ordering Support Training & Events Partner Central

News@Cisco Press Release

Share, Email, SMS Print Subscribe

Fujitsu and Cisco Expand Strategic Alliance to Deliver Unified Communications Solutions in Japan

Both Companies Combine Expertise and Deliver Collaboration Solutions That Help Enterprises Become More Productive

TOKYO - April 16, 2009 - Fujitsu and Cisco today announced the expansion of their strategic alliance to deliver unified communications in the Japanese market. As a part of the extended alliance, Fujitsu and Cisco have agreed to work

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http://www.cisco.com/web/39/partners/alliances/fujitsu/index_01.html

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http://www.japancorp.net/article.asp?Art_ID=13510

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Fujitsu and Cisco Systems Introduce...

June 30, 2010 11:58:21 PM 日本語

JCN Japan's Corporate News **NETWORK**

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JCN NEWSWIRE

Print Alerts

Fujitsu and Cisco Systems Introduce New IP/MPLS Core Router for IP Next-Generation Networks in Japan

Tokyo, Oct 5, 2006 - (JCN Newswire) - Fujitsu Limited and Cisco Systems, Inc. today announced that they have launched sales in Japan of a four-slot model of the co-branded "Fujitsu and Cisco CRS-1" Carrier Routing System. The latest product in the Fujitsu and Cisco CRS-1 series resulting from the strategic alliance announced on December 6, 2004, the new router model delivers the same 40 gigabits-per-second (Gbps) of switching capacity per slot as other models in the series, providing a total switching capacity of 320 Gbps in the world's most compact 40 Gbps-per-slot chassis.

This high capacity and compact footprint enables the new model to be used with a wide range of equipment installations, making it easy to be deployed by regional telecommunications carriers and ISPs who are seeking to construct backbone networks with high speed capacity and reliability. In addition, leading

NIKKEI ADVEN

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Annual Reports



Fujitsu and Cisco Extend IP Networking Partnership with Development of Bandwidth-Efficient HD and SD Video Contribution System - Fujitsu United States - Mozilla Firefox

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http://news.fujitsu.com/uchnews/fujitsu_20090430-01.html

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Fujitsu and Cisco Extend IP Network...

FUJITSU

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Fujitsu Computer Products in America

Fujitsu and Cisco Extend IP Networking Partnership with Development of Bandwidth-Efficient HD and SD Video Contribution System

Customers Deploy Technology for News Contribution and Other Applications

Sunnyvale, CA, April 30, 2009 — Fujitsu and Cisco have collaborated on the creation of a highly-efficient video contribution system for use over IP or satellite infrastructures. Designed to help service providers maintain high levels of video quality at lower bandwidths, the system delivers breakthrough low-latency performance for IP video transmission. Contribution networks provide flexible and efficient mechanisms for transporting video programming from the source (such as a sports stadium) to a broadcast studio or headend. By applying IP efficiencies to processes that traditionally have relied on legacy technologies, Fujitsu and Cisco are delivering the potential for significant cost and performance benefits for both content producers and service providers. Fujitsu and Cisco are demonstrating this solution at Fujitsu's booth SU09025 at NAB 2009 in Las Vegas, April 20-25. Forward-looking operators are using Cisco's technology to evolve their network into a modern, network optimized for video and rich media that is highly scalable in reach and capacity, streamlines operations and accelerates service velocity.

News

- Press Releases
- Recent PRs
- Press Archives
- Media Relations
- In the News
- Events
- Publications
- Japan IT Trends

Fujitsu Cisco Strategic Alliances



Fujitsu

Service Provider

Cisco and Fujitsu enable service providers to connect customers with services; to connect those services with networks; and to connect those networks with each other in an integrated, seamlessly managed and uniform infrastructure. The alliance builds intelligent, extensible, and efficient packet-based IP Next Generation Networks for service providers, helping to lower total cost of ownership and improve operational efficiencies.

Fujitsu's IT Strategy, Triole

Fujitsu has created TRIOLE—a process for creating industrialized IT infrastructures and services, making them more efficient, more reliable, quicker to implement and easier to change. Cisco continues to work with Fujitsu to assure that all Triole solutions have state-of-the-art networking technologies.

High-Quality Medical Information Systems

Through intensive system verification testing, Fujitsu and Cisco Systems collaborate to provide a reliable, high-quality network integrated electronic clinical record system. Fujitsu and Cisco will continue to address new medical requirements, supporting change to the IT environment in the medical field.

Finance Solution Template

To meet Center for Financial Industry Information Systems (FISC) regulations, Cisco and Fujitsu have created a joint solution responding to increased security needs in financial institutions.

Unified Communications

Optimized person-to-person communications available today through integrated mobility solutions, TelePresence and more.

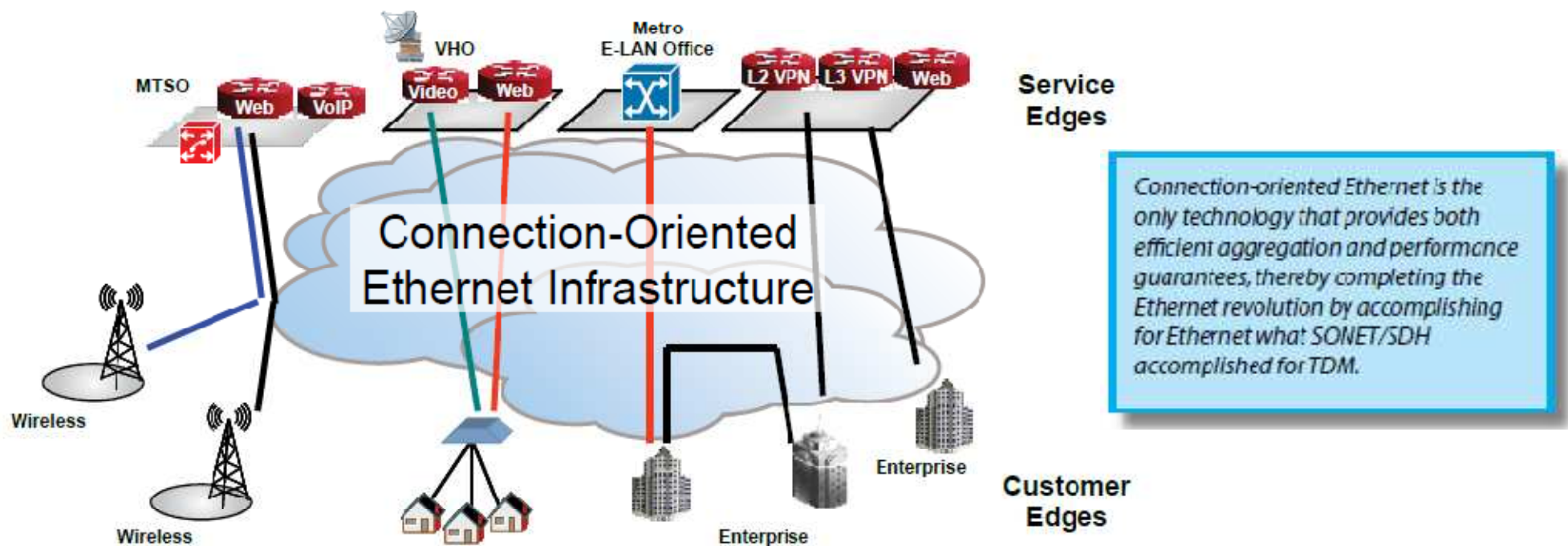
Fujitsu and Cisco have expanded their strategic alliance to focus on unified communications in the Japanese Market. They will work together to grow the adoption of unified communication in Japan.

TelePresence

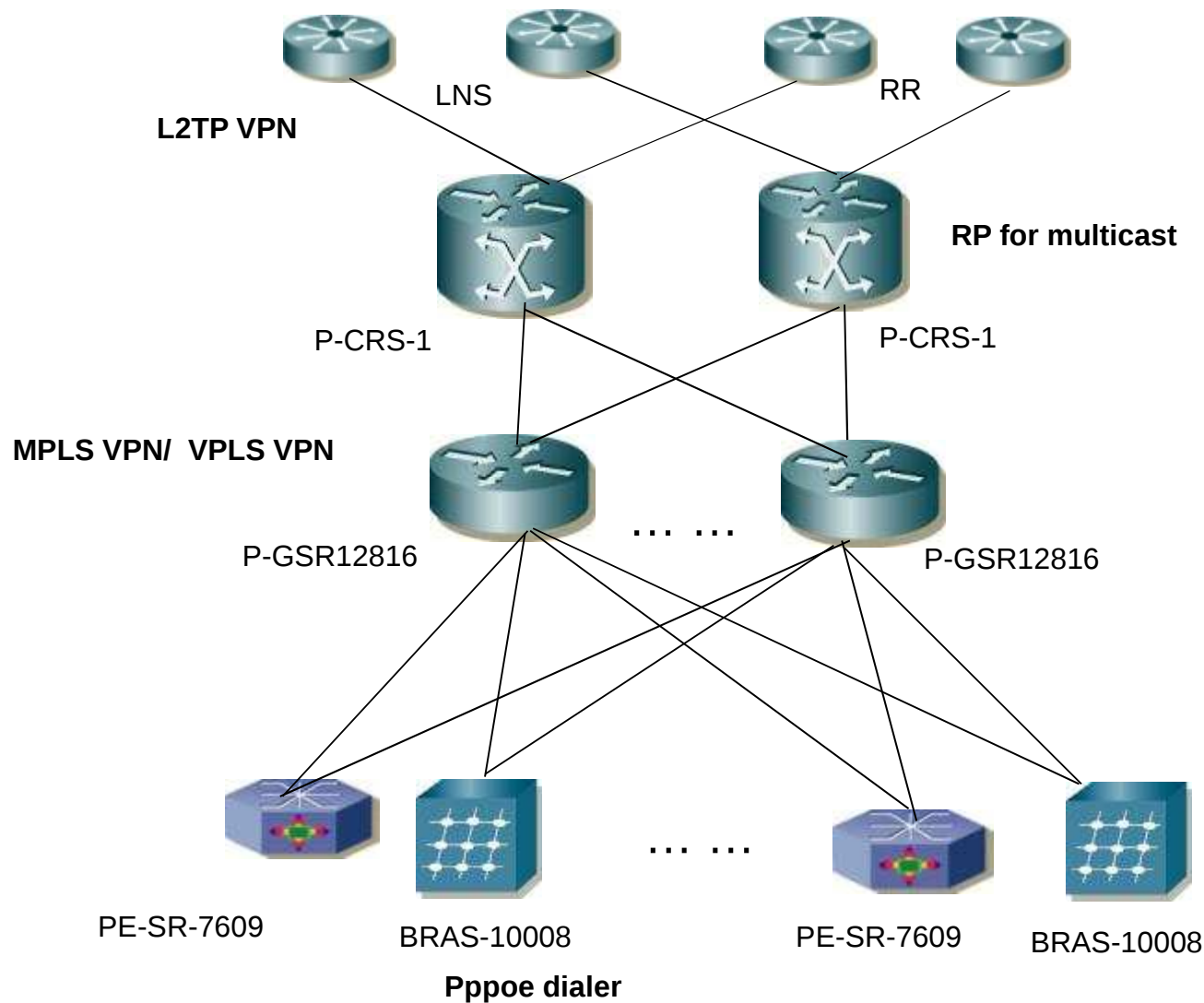
Fujitsu is one of very few certified multi-national corporations working with Cisco to deliver communications solutions that allow our joint customers to benefit from tools that improve productivity and reduce travel costs. To learn more about TelePresence [click here](#)

Completing the Ethernet Revolution

- As a mobile operator, you've deployed a mobile broadband network that provides subscribers with Internet access, messaging, streaming video, audio downloads, and other data services - such as location-based applications, Video-on-demand, social networking, and IPTV, will further increase usage of multimedia services and substantially increase demand on your network, as well as profit potential.



Case1: XX MAN –Application



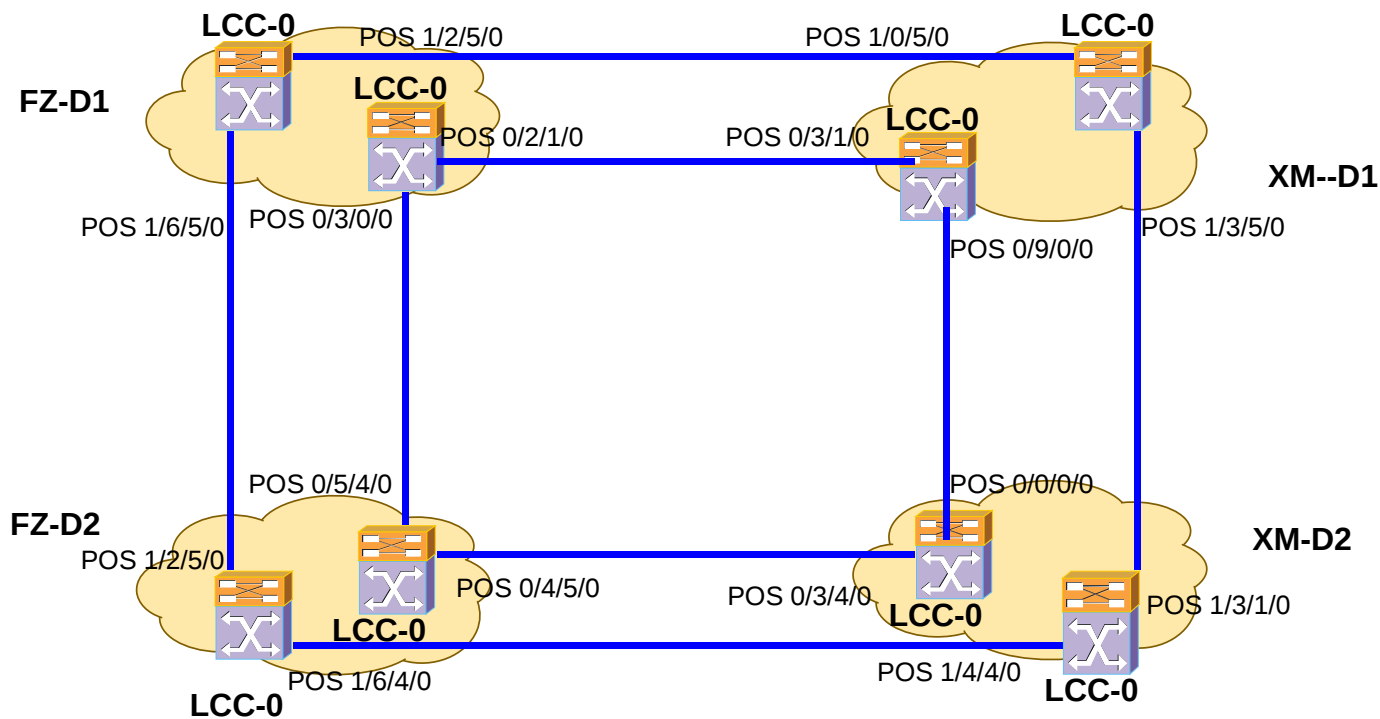
System function:

XX IP MAN carries XX telecom bandwidth operations, include ITV operation, Unit special bandwidth line, Home bandwidth line and unit VPN network etc.

System scope:

- 1、 Using Cisco CRS-1 LCC/16 Multi-chassies high router act as MAN core routers

Case2: XX Telecom CRS 2+2 Expansion



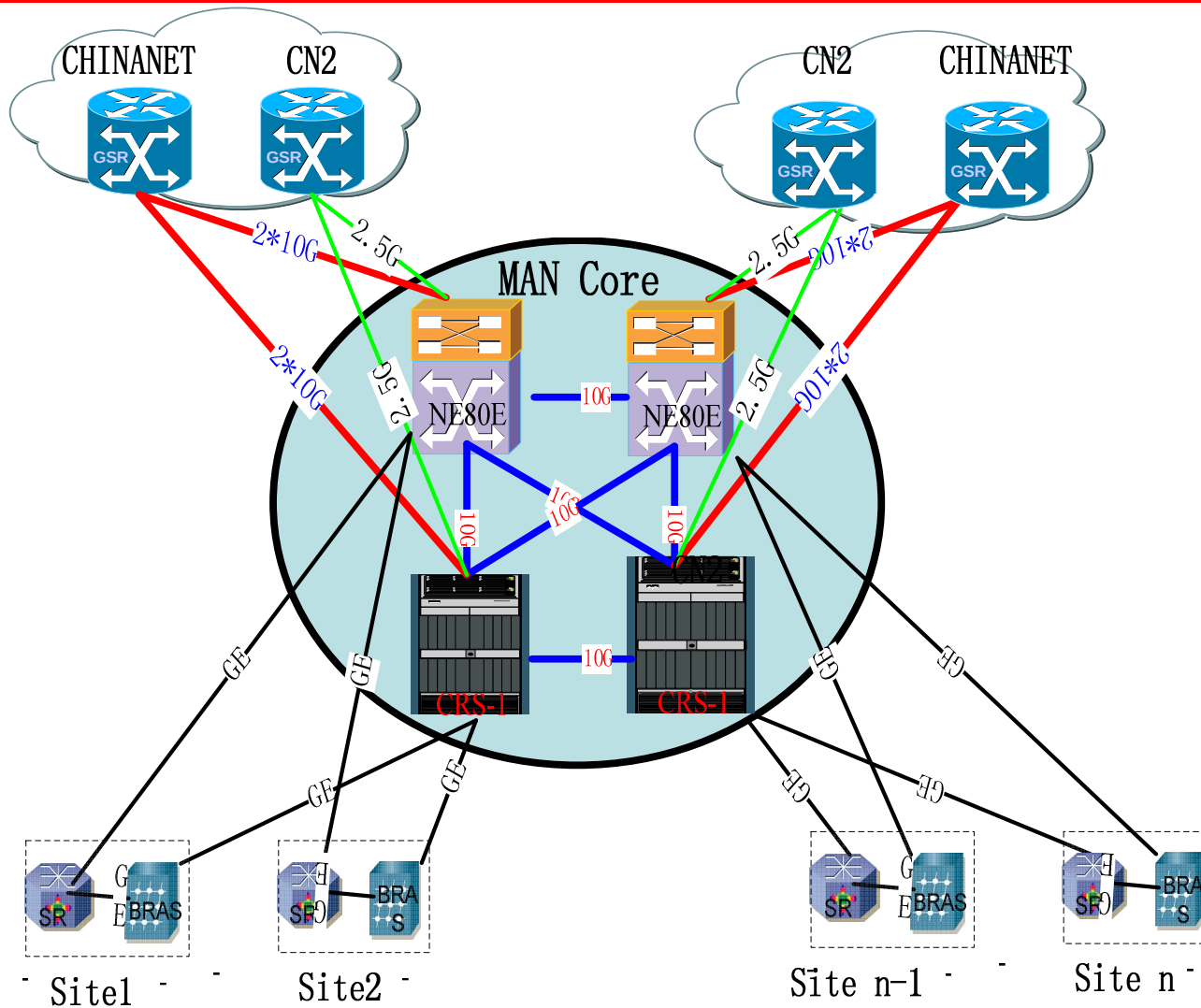
System function:

Acting as the main Backbone
Access Router for Seven City
WAN.

XM--D1 System scope:

- 1、 Expanding Four CRS of XX Telecom for Backbone. Adding a new LCC.

Case3: XX Telecom IP MAN Core Update



System function:

XX IP MAN carries XX telecom bandwidth operations, include ITV operation, Unit special bandwidth line, Home bandwidth line and unit VPN network etc.

System scope:

- 1、Adding two Cisco CRS-1 LCC/16 Multi-chasses high router act as MAN core routers
- 2、Expand forty Gigabit bandwidth to Backbone and 5G bandwidth to CN2

Working with clients across industries



Retail	Financial Services	Transport & Logistics	Utilities
Manufacturing	Communications	Communications	Health

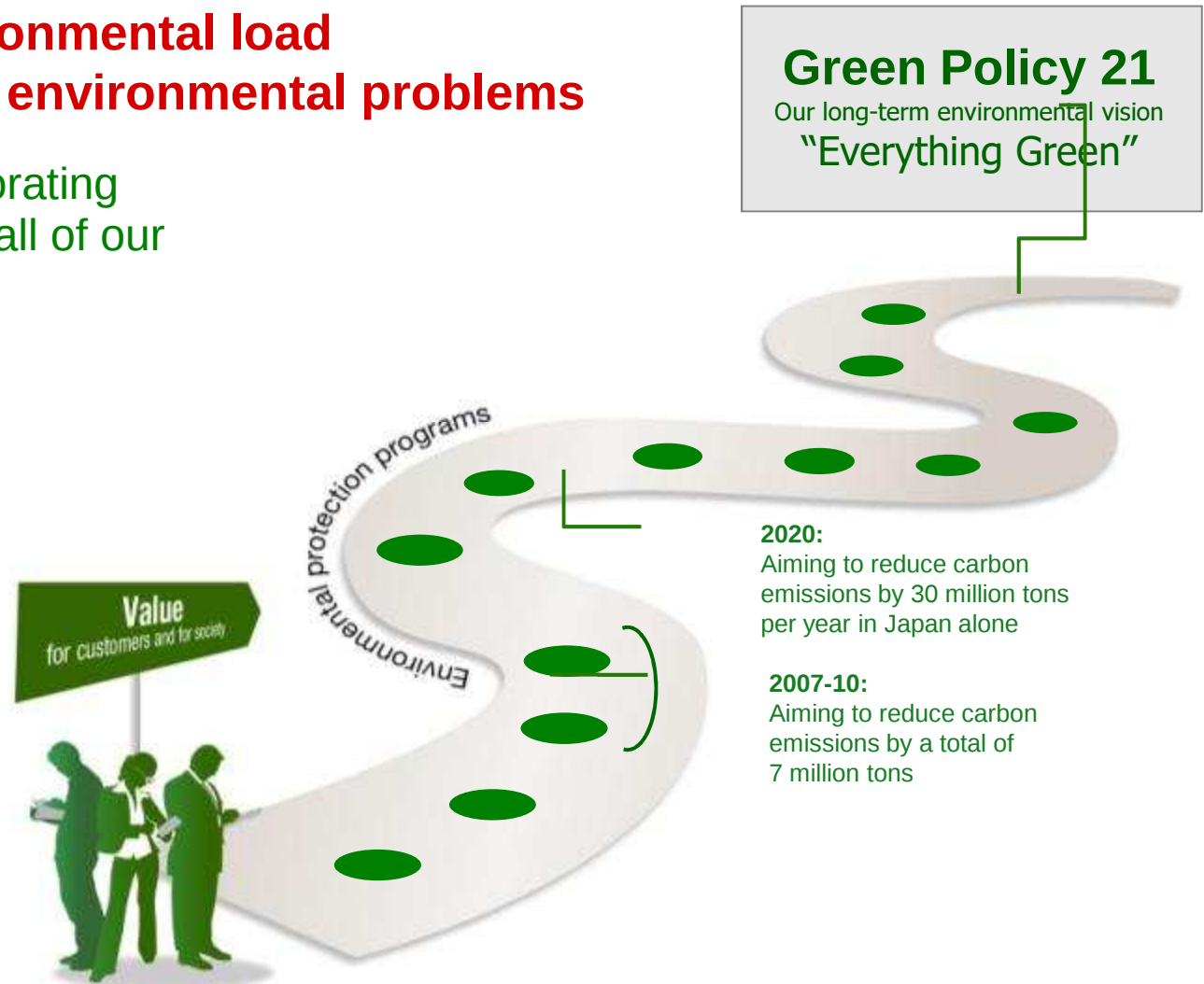
Creating value thru environmental commitment

We seek to reduce IT environmental load and to use IT to help solve environmental problems

- We are committed to incorporating environmental innovation in all of our practices:

- R&D
- Product & Service Design
- Manufacturing
- Procurement
- Logistics
- Recycling etc.

- Since 1993, we have been running a series of environmental protection programs
- Environmental measures are a part of our management strategy





FUJITSU