

FACT SHEET

FUJITSU ORACLE SERVICES OVERVIEW

FUJITSU SPECIALIZES IN PROVIDING END-TO-END SOLUTIONS AND VALUE-ADDED SERVICES ACROSS DIFFERENT ORACLE® PRODUCTS.

OUR SERVICE FOCUS

ORACLE E-BUSINESS SUITE (INCLUDING COMPLEMENTARY SOLUTIONS)

Our well-established Oracle services has successfully delivered numerous turnkey Oracle E-Business Suite implementation and upgrade engagements including complementary solutions. We also have extensive expertise and a successful track record in designing and implementing solutions that involve Oracle core technology as well as emerging technologies. We have significant experience across the entire footprint of the Oracle E-Business Suite including Financial Management, Supply Chain Management, Manufacturing, Customer Relationship Management, and Human Capital Management product modules. We have well-founded experience implementing leading best practices within the Oracle E-Business Suite for different industries.

Value Chain Planning

Value Chain Planning (VCP) is one of our key focus domain areas. Fujitsu has been implementing value chain planning solutions for the last several years and is one of the leading service providers in this space. Our goal is to optimize your investment in Oracle VCP products and make your value chain robust, agile, and flexible to meet the challenges posed by ever-changing global supply chain processes. Our Value Chain Planning Group is a team of dedicated professionals who are responsible for our Centers of Excellence and are focused on delivering industry specific solutions.

Value Chain Execution

Our Value Chain Execution (VCE) Group is made up of a truly unique blend of individuals with strong logistics industry and VCE user experience coupled with deep VCE functional and technical skills to produce business results and value for our clients. Our Business-First approach to solution delivery is focused on ROI driven implementation programs for new and existing clients. We will challenge each decision and direction along your journey to implement a best-in-class logistics value chain that is collaborative, agile, and fully optimized to deliver results that matter for your company. As a trusted advisor to our clients to deliver the best solution at the lowest total cost of ownership (TCO), the practice leadership remains in close contact at the highest levels of VCE product strategy and development.

Advanced Procurement

Our Advanced Procurement Group is a team of seasoned professionals capable of helping companies improve spend compliance and ensure approval policy compliance by streamlining business processes through both technology and industry best practices. With the ability to deploy self-service applications to free up resources and enhance and integrate procurement automation, more time can be spent on strategic initiatives as opposed to tactical efforts. Additionally, this group of individuals has great experience when it comes to implementing strategic centralized procurement solutions.

THE BENEFITS

- Our extensive knowledge of Oracle products allows us to take advantage of their broad-based capabilities, creating innovative solutions to tackle the most challenging business problems
- With our in-depth service offerings, we are positioned to quickly and efficiently respond to the specific needs of each of our clients
- We help our clients improve efficiency and realize cost savings

Finance

Our Finance Functional Team Group consists of professionals who are adept at understanding Accounting and Finance requirements, International GAAPs, Reports and Compliance. Many team members hold both CPA (Certified Public Accountant) and OCP (Oracle Certified Professional) professional certifications. Our implementation methodology emphasizes on Sarbanes-Oxley compliance as well as financial audit compliance. This group also has extensive experience when it comes to international GAAP, tax and legal requirements in different continents. The team is multilingual and comprises of internationally trained accountants from UK, Europe and Asia.

Fujitsu has also developed certain key financial business processes that will help improve the efficiencies of any business irrespective of industry, location, or size. Examples include:

- IFRS Compliance - one of the most challenging issues is to meet transactional accounting compliance for multiple accounting standards. Fujitsu has a solution in Oracle E-Business Suite R12 for multi GAAP compliance within Oracle or interfaced from 3rd party applications.
- International Supply Chain accounting for Global Total Tax Minimization compliance. We can implement the TTM strategy recommendations from your auditors to be compliant with International GAAP, SOX and audit standards.
- Advanced Collection strategy to improve collections and at the same time increase business with more credit worthy clients
- Improvement in the process of capturing project costs related to a manufacturing pattern
- Attainment of efficiencies in both time and cost
- Containment of costs for a project at extreme micro levels with minimal customization and data entry efforts to achieve detailed cost information

SIEBEL

At Fujitsu, we recognize that Customer Relationship Management (CRM) coupled with Oracle® Business Intelligence (OBIEE) and integration with Enterprise Resource Planning (ERP) systems is not only a solution but — more importantly — a business strategy. As a leading IT professional services firm, Fujitsu America has developed and nurtured strategic alliances that allow us to provide our clients with consistently superior service and delivery of world-class CRM solutions. A CRM solution today can no longer exist in isolation; integration between CRM and other business operations such as social networks, has become paramount for success in knowing, reaching and satisfying customers. Using the correct toolset to connect these systems is equally important. With a strong focus on ERP, CRM, Business Intelligence (BI), Supply Chain Management (SCM) and eBusiness solutions, Fujitsu is positioned to engage and leverage our years of experience, providing our clients with comprehensive solutions.

One such example is the Fujitsu Healthcare Customer Feedback Management solution. It is an integrated and aligned deployment that utilizes Siebel CRM On Premise or Oracle CRM On Demand to enable healthcare organizations to handle grievances and appeals throughout the entire lifecycle.

PEOPLESOFT

Fujitsu delivers PeopleSoft application and technology solutions that improve business excellence. Working with clients, Fujitsu brings hands-on experience and intimate knowledge of the products and processes needed to create the value-driven solutions to take your businesses to the next level. Our consultants understand your complex and changing business environment and will develop strategies that focus on management, operational and technical solutions. We have experienced and dedicated practitioners in the healthcare, retail, state and local government, higher education, and utilities industries delivering high quality results at competitive prices.

JD EDWARDS

Fujitsu has an unmatched track record of delivering results, on time and on budget, for hundreds of clients. We have significant experience across the entire footprint of JD Edwards EnterpriseOne including Financial Management, Supply Chain Management, Manufacturing, Capital Asset Management, and Human Capital Management product modules, ranging from enterprise-wide multinational implementations to point solutions at a single location. We are a recognized leader in CNC Technology services. Our consultants have experience with implementing industry leading best practices within EnterpriseOne and World implementations, upgrades and migration projects.

EMERGING TECHNOLOGY GROUP

Fujitsu Emerging Technology Group (ETG) provides business solutions by leveraging the latest developments in the technology domain. ETG has an Oracle-centric focus and uses its vast experience in Oracle products and technologies to provide business-focused solutions. ETG has established its leadership position in service-oriented architecture (SOA)/ Business Process Execution Language (BPEL), Master Data Management (MDM), Enterprise Architecture, Web Services and Oracle Fusion Applications. With extensive expertise in Oracle technology and Oracle application products, ETG can bridge the gap between owning the product and making it work for your business.

MANAGED SERVICES GROUP

Fujitsu has excellent expertise in providing application management and support services around the Oracle® ecosystem to its clients across different industries.

Fujitsu has established itself as a trusted advisor to its clients through its flexible, innovative, and reliable application, technology, infrastructure support, and hosting services.

FUJITSU AMERICA HIGHLIGHTS

- Oracle Global Diamond Partner
- Oracle CRM On Demand Partner
- Received 'Honorable Mention' for the solution in the Consumer & Retail Industry category at the Oracle Titan Award Ceremony (2011)
- Recognized as a 'LEADER' in the "The Forrester Wave™: Oracle Service Providers, Q2 2011 (May 20, 2011)
- Received 'Honorable Mention' for the solution in the Supply Chain Management category at the Oracle Titan Award Ceremony (2010)
- Received 'Honorable Mention' for the solution in the Manufacturing and Distribution category at the Oracle Titan Award Ceremony (2010)
- Significant experience in deploying Oracle solutions across products, industries and regions.
- Thought Leadership - Results driven innovation; domain and vertical centers of excellence
- Global Delivery Model
- Indian operations that utilize a comprehensive Quality Management System (QMS) based on ISO 9001:2008, ISO 27001:2005, SAS 70, CMMI V1.1 and PMBOK®

GLOBAL DELIVERY MODEL

The Fujitsu global delivery model utilizes the optimal mix of on-site, off-site, nearshore, and offshore resources. This allows us to provide high quality, low-risk solutions at a very competitive price. Our offshore development and support centers in India are an integrated part of our business and utilize a comprehensive Quality Management System (QMS) based on ISO 9001:2008, ISO 27001:2005, SAS 70, CMMI V1.1 and PMBOK®

For more information about Fujitsu Oracle solutions, please contact: solutions_oracle@us.fujitsu.com

ABOUT FUJITSU AMERICA

Fujitsu America, Inc., is a leading ICT solutions provider for organizations in the U.S., Canada and the Caribbean. Fujitsu enables clients to meet their business objectives through integrated offerings including consulting, systems integration, managed services and outsourcing for enterprise applications, data center and field services operations, based on server, software, storage and mobile technologies. Fujitsu provides industry-oriented solutions for manufacturing, retail, healthcare, government, education, financial services and communications sectors. For more information, please visit: <http://solutions.us.fujitsu.com/>.

FUJITSU AMERICA, INC.

1250 East Arques Avenue
Sunnyvale, CA 94085-3470, U.S.A.
Telephone: 800 831 3183
or 408 746 6000

Web: <http://solutions.us.fujitsu.com>

Contact Form:

<http://solutions.us.fujitsu.com/contact>

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