

# FACT SHEET

## FUJITSU UPGRADE+++

### +OPTIMIZE, +EXPAND, +ENGAGE

#### KEY FEATURES AND BENEFITS

Forrester estimates that 25% of ERP companies will upgrade each year and 72% are standing on the sidelines waiting.

50% of ERP companies are running two releases behind

#### INDUSTRY FOCUS:

Existing ERP Customers, emphasizing Manufacturing, Distribution and CPG industries

#### BUSINESS BENEFITS:

- Makes strategic upgrades
- Uses shelfware and analytics
- Improves edge process areas
- Establishes upgrade ROI

#### SOLUTION FOOTPRINT:

##### Oracle

- Increased license usage
- New product sales
- Customers on latest versions – easier support, addresses immediate system requirements
- ERP, Edge, EPM, MDM, new and additional licenses, FMW for integration and BI products

##### Fujitsu

- Consultancy, Hosting, Managed Services

Fujitsu / Oracle joint customers fail to upgrade their core Enterprise Resource Planning (ERP) systems if they aren't able to establish ROI for the migration. **Optimizing** helps companies use what they have by allowing them to **expand** into new process areas that will help their overall business to compete. They are then able to proactively **engage** in methods that create a more efficient environment and a potential path toward Fusion applications.

#### FUJITSU STRATEGIC UPGRADE+++ SOLUTION DESCRIPTION

##### Exclusive Oracle ERP Upgrade: +Optimize, +Expand, +Engage

The Fujitsu strategic upgrade approach positions an ERP upgrade with new software opportunities and the potential for private cloud (infrastructure or managed services).

The objective is to inspire joint Fujitsu and Oracle ERP customers to do more than upgrade their ERP system. +++(Plus) looks to facilitate the simpler upgrade; shelfware, analysis, and edge applications, while reducing customizations and using more Oracle functionalities.

Many (if not most) businesses own and are committed to their existing Oracle ERP systems, yet few have migrated to the latest releases.

Executives struggle to justify ERP upgrade projects. Return on Investment, funding, resource constraints and prioritization top the list of challenges facing organizations, according to separate studies commissioned by Fujitsu. Yet by not purchasing more Oracle software, they stand in the way of improving other areas of their business.

Real value is attained when the ERP system upgrade is strategic to the organization.

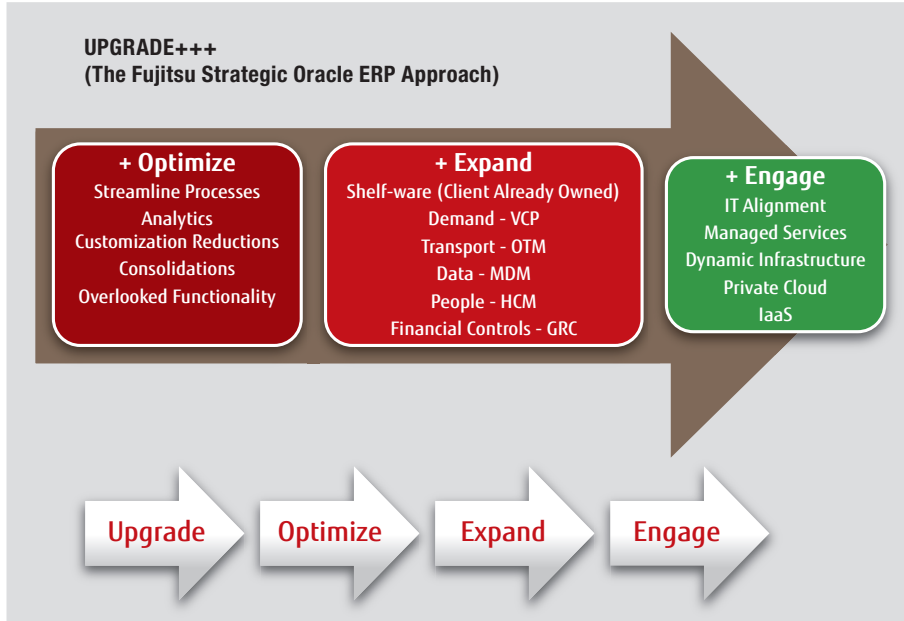
#### VALUE PROPOSITION AND DIFFERENTIATORS

The Upgrade+++ offering makes the upgrade path strategic and priorities are respected due to the increased value realized by the upgrade.

Fujitsu Upgrade+++ is a strategic upgrade approach that targets Fujitsu / Oracle joint clients

Return on investment (ROI) is created by upgrading the ERP migration to the latest release. Upgrading increases ROI by enabling the customer to:

- **+Optimize** the client's resources by using shelfware, overlooked functionalities, intelligence, analytics, consolidations, customization reductions, and/or geographic usage
- **+Expand** the use of edge processes (demand, transportation, data, people); this incorporates new license needs
- **+Engage** via managed services, SOA or dynamic infrastructures



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**FUJITSU AND ORACLE**

Fujitsu is an Oracle Diamond Partner globally and has completed and achieved over 20 Specializations and in process of achieving over a dozen others. We believe that Oracle Specializations allow us to differentiate and validate our competencies and expertise. We will continue to achieve specializations as they become available.

- Fujitsu has been in business for more than 75 years, 30+ years in North America
- Fujitsu is the world's 3rd largest IT services provider; ~\$24B in IT Services revenue
- Fujitsu is among the world's top 5 providers of servers and PCs
- Fujitsu clients include over half the Fortune Global 500
- Fujitsu innovations have led to over 94,000 patents
- Fujitsu is recognized as a leader in sustainability and corporate responsibility and is included in the Dow Jones Sustainability and FTSE4Good Index Series

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