

FACT SHEET

FUJITSU DUET ENTERPRISE ADVISORY AND IMPLEMENTATION SERVICES

EXTEND SAP® ENTERPRISE RESOURCE PLANNING (ERP) BUSINESS DATA AND INCREASE PERSONAL AND TEAM PRODUCTIVITY THROUGH DUET® ENTERPRISE AND MICROSOFT® SHAREPOINT®

WHY IMPLEMENT DUET ENTERPRISE?

- Drastically reduce ERP transaction times
- Surface SAP ERP content for your business community
- Provide governed SAP ERP point solutions for your users
- Eliminate costly back-office development projects
- Introduce an interactive Web 2.0 interface
- Deploy a secure, scalable, service oriented architecture (SOA) component



CHALLENGES

Many of today's companies wish to improve the value and usability of the ERP data residing within their SAP systems. More often than not, such companies resort to costly, unsupported customizations of SAP screens, workflows and processes to support the urgent business needs of a subset of knowledge workers. However, overall dissatisfaction with the end product and the stringent user interface controls imposed on end-users has reached a critical mass. As a result, many IT organizations are now rethinking the effectiveness of these traditional back-end customizations; instead, they are looking for a comprehensive integration strategy designed to surface critical ERP data for their users through a supportable, governed Web 2.0 enterprise collaboration framework.

HOW WE CAN HELP

Fujitsu provides a risk-mitigating, phased approach to the education, evaluation, implementation and realization of Duet Enterprise for Microsoft SharePoint and SAP within your organization.

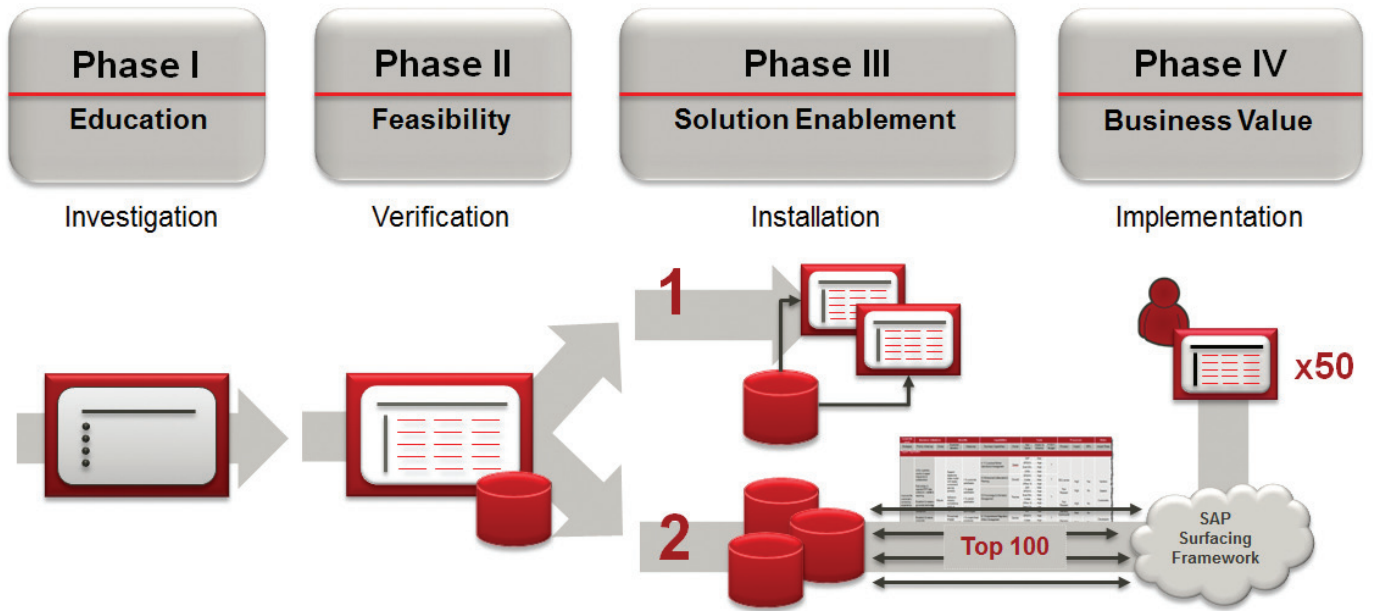
While there are many choices for extending the capabilities of SAP ERP business data, the seemingly simple task of evaluating these integration options can, unfortunately, become overwhelmingly frustrating. Whether you wish to surface data from SAP into SharePoint or you are evaluating a comprehensive SAP ERP surfacing strategy that can support a fully-functional employee, customer, vendor and supplier portal to drive your business to the next level of success, the Fujitsu Microsoft Center of Excellence has the real-world experience, technical staff and streamlined processes to help you realize the true value of your SAP ERP content.

BENEFITS

Developed jointly by Microsoft and SAP, the innovative Duet Enterprise solution can provide business community members with secure, direct access to SAP ERP data and processes through Microsoft SharePoint Server and the Microsoft Office productivity suite. Key benefits are as follows:

- Empower your business decision-makers by providing multi-dimensional access to critical SAP ERP data
- Eliminate costly delays and errors that arise from inefficient manual transaction processing
- Ensure process compliance with organizational, industry or regulatory requirements
- Extend the return on investment (ROI) in SAP ERP and related enterprise applications

Long, successful Fujitsu partnerships with both SAP and Microsoft have produced a wealth of expertise in implementing solutions based on SAP ERP, Microsoft SharePoint Server, the Microsoft Office productivity suite and Duet Enterprise. With established frameworks, time-tested methodologies and extensive real-world experience derived from years of leading-edge analysis and implementation, Fujitsu is the ideal choice for companies that want to leverage the maximum benefits from Duet Enterprise.



WHAT WE OFFER

Fujitsu offers a low-risk, phased approach to surfacing critical business data from SAP ERP applications into Microsoft SharePoint Server and the Microsoft Office productivity suite. Through extensive real-world experience in improving business productivity and visibility through Duet Enterprise, we have developed a comprehensive implementation roadmap that can provide your business community with secure access and unparalleled visibility into your critical SAP ERP business data.

Fujitsu provides the following Duet Enterprise services:

Phase 1: Education

Initially, you may be uncertain about Duet Enterprise becoming a critical component of your SOA. Led by our Duet Enterprise Offering Manager, this free, one-hour, on-site or web-based engagement begins by introducing Fujitsu, the Microsoft Center of Excellence and our Duet Enterprise offering. We then provide you with complete transparency into our implementation processes, educate you on available integration options and outline the end-to-end solution investment you'll make by selecting Duet Enterprise as the SAP ERP surfacing engine for Microsoft SharePoint Server.

Phase 2: Feasibility

Once you have selected Duet Enterprise as the appropriate integration technology to support your SAP ERP surfacing framework, the next phase of the implementation is a six-week proof of concept (POC) in a non-production environment. To limit your risk, this important feasibility phase has a fixed fee.

A traditional Duet Enterprise POC surfaces 23 tables of information from either SAP ECC or SAP Customer Relationship Management (CRM) into Microsoft Office SharePoint Server, thus validating transactional create, read, update and delete (CRUD), reporting and workflow capabilities.

With our world-class Duet Enterprise demo environment, we are able to extend this traditional POC offering with dynamic and unparalleled solution flexibility.

Phase 3: Solution Enablement

After a successful POC, you are ready to deploy Duet Enterprise in your development, quality assurance and production environments. Solution Enablement consists of the following activities:

- Install the software infrastructure needed to support your new pipeline for SAP ERP content
- Carry out a strategic initiative designed to evaluate top business solution priorities and establish an SAP ERP surfacing framework of data points that can support your most critical business processes and use cases
- Evaluate your options for user interface accelerators for Microsoft SharePoint Server
- Establish a comprehensive governance plan for the business community

Phase 4: Business Value

The final phase of our offering builds upon the infrastructure and governance that have been implemented by focusing on driving the highest value for the business community as a whole. In this phase, we work with you to establish business-critical point solutions through a dynamic, rich Web 2.0 user interface that boasts next-generation collaboration and community features.

To ensure the longevity and viability of this end-to-end solution, we provide a comprehensive education that will enable your business community for years to come.

WHY FUJITSU

- **Experience:** While most SAP ERP service providers like to speak about their Duet Enterprise experience, Fujitsu can actually show you! Ask about our demo environment or our client experiences.
- **Reputation:** Few companies can say that they are a recommended Duet implementation partner of either SAP or Microsoft; we are both.
- **Thought-leadership:** In addition to our partnerships with SAP and Microsoft, our real-world implementation experience is defining the Duet Enterprise landscape. Each engagement begins with an effective communication and education session that provides transparency into our processes, the risks, your costs and the role of Duet Enterprise within your overall strategic business capability alignment.
- **One-stop-shopping:** As the world's third-largest IT services firm, Fujitsu can provide end-to-end advisory and implementation services for Duet Enterprise, SAP ERP, Microsoft SharePoint Server and the Microsoft Office productivity suite. From business planning to architecture and implementation, we can assume full accountability for the solution, removing the burden, risk and cost of managing multiple service providers.

NEXT STEPS

Contact your Fujitsu representative to:

- Receive further explanation of our offering and evaluation of requirements for onboarding
- Learn more about our assessment, demo or POC

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>

Fujitsu and the Fujitsu logo are trademarks or registered trademarks of Fujitsu Limited in the United States and other countries. SAP and Duet are trademarks or registered trademarks of SAP AG in the United States and other countries. Microsoft and SharePoint are either trademarks or registered trademarks of Microsoft Corporation in the United States and/or other countries. All other trademarks referenced herein are the property of their respective owners.

Product description data represents Fujitsu design objectives and is provided for comparative purposes; actual results may vary based on a variety of factors. Specifications are subject to change without notice.

Copyright ©2011 Fujitsu America, Inc.

All rights reserved.

FPC58-2997-01 11/11

FCL_11.1167