

# FACT SHEET

## SAP BUSINESS INTELLIGENCE OVERVIEW

The SAP® Business Intelligence Competency from Fujitsu has a proven track record in the design, development, deployment, and maintenance of enterprise BI solutions. As the world's fourth largest IT company and one of only three SAP partners with global partnerships in Technology, Services, Software and Hosting, Fujitsu has the credentials and capability to deliver world class Business Intelligence (BI) solutions. Our end to end SAP BusinessObjects offerings allow organizations to manage and optimize their corporate performance by making effective business decisions.

### BUSINESS NEEDS AND PAIN POINTS

In today's economy and increasingly competitive market place, organizations are forced to reduce cost and increase efficiency in all aspects of their business. Companies often ask themselves:

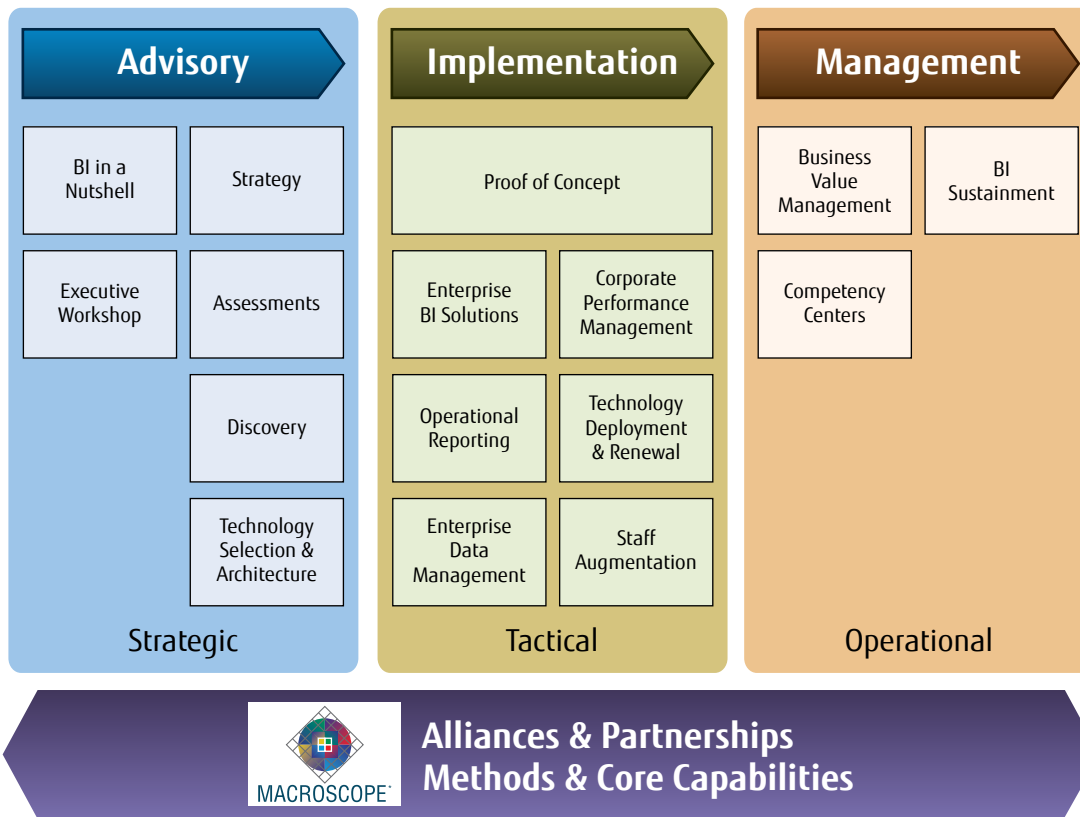
- How do I measure the performance of the organization against strategic goals?
- How do I develop and deploy seamless, cost effective, low maintenance BI applications?
- How do I get the right information at the right time delivered in an easy to use manner to take effective decisions?
- How do I improve stakeholder confidence by maximizing profitability, reducing operational costs and minimizing risk?
- How do I reduce long cycle time for planning and budgeting processes and increase user productivity?



- How do I comply with SEC mandates using XBRL and meet IFRS conversion deadlines?
- How do I adapt quickly from dynamic and uncertain economic conditions?

Fujitsu specializes in solving complex business problems by applying industry and business process know how and leveraging SAP BusinessObjects solutions. We quickly empower users with fast, accurate data and powerful analysis and visualization capabilities. Our solutions allow organizations to quickly and accurately close their books by streamlining the consolidation process, reducing the cycle time, creating/approving budgets and minimizing compliance risk.

SAP BI SERVICES FRAMEWORK



Fujitsu offers an end-to-end SAP Business Intelligence services portfolio that leverages our best of breed MacroScope® implementation framework as well as our best practices rapid implementation solution and pre-built industry based Key Performance Indicators (KPIs) and dashboards.

**Assessment, Strategy & Roadmap**

As your trusted partner and advisor, Fujitsu will provide an in-depth analysis of your existing environment and recommend a best practices strategy and implementation roadmap for the following scenarios:

- SAP NetWeaver® BW and BusinessObjects Turnkey Implementations
- BW and BusinessObjects Performance Optimization
- Includes analysis of using BW-Accelerator (BW-A) and BO-Explorer (BO-E)
- BI Competency Center (BICC)
- BW 7.0 upgrades – technical and functional migrations
- Migration from SAP Business Explorer (BEx) to Business Objects
- Migration/Upgrade from BPC 5.x to BPC 7.x

**Implementations & Upgrades**

- Enterprise Information Management (EIM) Solutions
  - SAP NetWeaver BW – Enterprise Data Warehouse (EDW) design and development
  - BW-Accelerator (BWA)
  - Rapid Marts
  - Master Data Management (MDM)
  - Data Federator, Data Services
- Business Intelligence (BI) Solutions
  - Dashboards/Visualization – Xcelsius
  - Enterprise/Formatted Reporting – Crystal Reports
  - Ad-hoc Reporting – Web Intelligence
  - OLAP Analysis – Voyager/Pioneer
  - SAP BusinessObjects Explorer® – Accelerated version
  - High Performance Analytical Appliance (HANA)

- Enterprise Performance Management (EPM) Solutions
  - Business Planning and Consolidation (BPC)
  - Strategy Management
  - Profitability and Cost Management
  - Spend Analytics
  - SAP SEM solutions
- Governance, Risk and Compliance (EPM) Solutions
  - Sustainability Performance Management (SPM)
  - Access Control, Risk Management

#### MANAGED SERVICES AND OFFSHORE DEVELOPMENT/SUPPORT

- ETL Monitoring/Troubleshooting
- 24x7 Coverage, Four Offshore Development Centers in India: Pune, Noida, Hyderabad and Bangalore
- Software Engineering Institute (SEI) Capability Maturity Model (CMM) Black Belt-certified leadership
- Project Management Institute (PMI) certified project managers with US experience

#### THE FUJITSU DIFFERENCE

##### Experience

- Delivered one of the first BusinessObjects Financial Performance Management solutions which included Financial Reporting, Profitability Management Analytics, Consolidation and Planning

##### Partnerships

- Premier global partnership with SAP provides Fujitsu with access to the latest BusinessObjects products, technical information, support and partner training
- Participating in the SAP BPC 7.5 RampUp Program for Partners

##### Industry Solutions

- Food & Beverage / Wholesale Distribution (WSD) - pre-packaged solution for BusinessObjects which acts as an accelerator to rapidly implement industry specific KPIs and Dashboards using BusinessObjects tools
- Retail pre-packaged solution for BusinessObjects which acts as an accelerator to rapidly implement industry specific KPIs and Dashboards using BusinessObjects tools

#### Best Practices Methodology

- Rapid Implementation using Macroscopic and Industry solutions to reduce cost and overall timeline
- The Fujitsu well established assessment & strategy offering helps customers establish a well-defined roadmap for implementing or migrating to a BusinessObjects solution

#### Innovative Prototype and Proof of Concept (POC) Capabilities

- BW-Accelerator (BWA) and BusinessObjects Explorer Accelerated POC using the Fujitsu loaner BWA appliance. Fujitsu is one of the premium hardware partners for BW-Accelerator (BWA).
- Discovery Server (DS) – Reduce cost and risk by implementing a BusinessObjects POC using the Fujitsu DS system

#### 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/>.

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