

# FACT SHEET

## THE FUJITSU SAP UPGRADE SERVICES

### GETTING UP-TO-SPEED ON SAP'S NEWER ERP FUNCTIONALITIES HELPS YOU SPEED PAST THE COMPETITION

#### BENEFITS & FEATURES

The Fujitsu SAP Upgrade Services allow you to harness the full potential and enhanced capabilities of SAP ERP 6.0, or ECC6 - SAP's latest version.

Experts from Fujitsu tailor their SAP Upgrade services and offerings to meet your organization's unique needs, whether performing an assessment, making a technical and/or functional upgrade, or even leveraging a strategic business improvement plan as part of the upgrade. Once you have justified the need to upgrade, you can choose from the several upgrade options that we have to offer.

The best-in-class portfolio of Fujitsu SAP Upgrade services and accelerators can help you overcome various challenges and achieve further improvements in operational excellence and business enablement.



#### WHY UPGRADE

Upgrade experiences and customer statistics prove that the decision to upgrade SAP is usually determined by a mixture of business, technology and strategic criteria.

Whether companies want to exploit newer functionality and flexibility, reduce ongoing costs for customizations featured in a later version, or stop paying premiums for extended maintenance, companies are realizing many clear-cut justifications to upgrade to SAP ERP 6.0 (ECC6), and few have looked back after completing an upgrade, due to its plentiful payback.

Fujitsu can provide your company with the guidance, experience, and resources you need to smoothly navigate through your SAP Upgrade.

#### COMMON SAP UPGRADE CANDIDATE' PROFILES:

- As small as 2,500 or as large as 100,000 users (and beyond)
- National or international operations
- On Version SAP ERP 5.0 (mySAP) or below
- Facing similar challenges to the ones listed below

#### COMMON CHALLENGES ADDRESSED THROUGH AN UPGRADE:

- Dissatisfied business users and several business process inefficiencies
- Highly customized and complex application environment
- Outdated infrastructure
- Inefficient partner communications & inventory updates
- High percentage of manual processes
- High flow of documents transmitted across the enterprise
- Lack of strategic direction or competitive advantage

**CAN I STAY ON MY CURRENT VERSION OF SAP?**

While previous software versions can continue to support existing systems and processes, not upgrading can:

- See your organization cede advantage to competitors that are able to exploit newer functionality and flexibility
- Force your business to meet increased costs, both visible and hidden. These include premiums for extended maintenance that far exceed the cost of upgrading
- See your business continue to bear an ongoing cost in maintenance resources for customizations that may be featured in a later version

**WHY FUJITSU?**

Some of our key differentiators are:

**Experience:** Completion of over 100 turn-key upgrades.

**Reputation:** First company to develop a strategy for combining an OS migration in conjunction with an SAP upgrade, as well as a strong partnership with SAP.

**Excellence:** 100% success rate on all upgrades (on time and on budget).

**Global Competency:** A standardized global methodology utilizing our extensive globally aligned knowledge base.

**Precision:** Utilization of our unique upgrade estimator tool called “FastTrack” to accurately estimate the efforts required for the upgrade.

If you are interested in planning or implementing an SAP upgrade solution in your organization, contact your local Fujitsu office, or visit [http://solutions.us.fujitsu.com/SAP\\_services/](http://solutions.us.fujitsu.com/SAP_services/) to arrange a meeting with one of our SAP Upgrade experts.

**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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FPC65-2744-02 04/11  
FCL\_11.1214

