

FUJITSU Cloud Services Management for Microsoft

Forum PA 2016

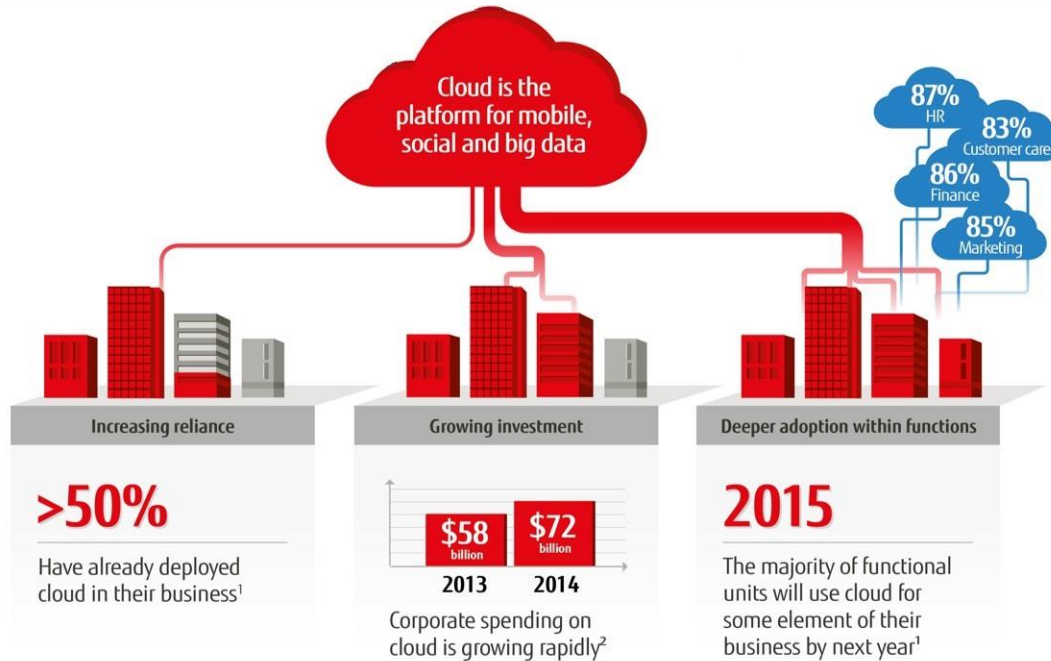
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Human Centric Innovation in Action



Cloud adoption is growing



Cloud usage is surging as organisations seek

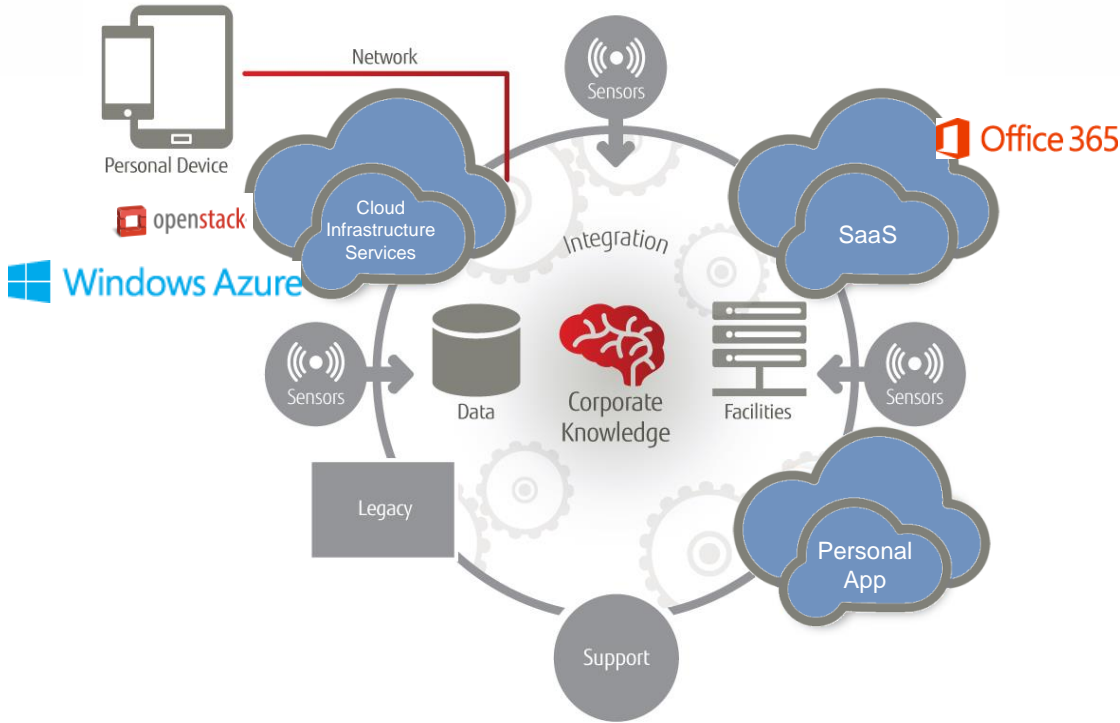
Business Agility

Innovation

Competitive Edge

1. Global cloud survey: The implementation challenge, KPMG, February 2013
2. Cloud Spending by Companies Outpaces Predictions, Forrester Says, Bloomberg, April 2014

The "new" Data Center



Huge change driven by:

New applications

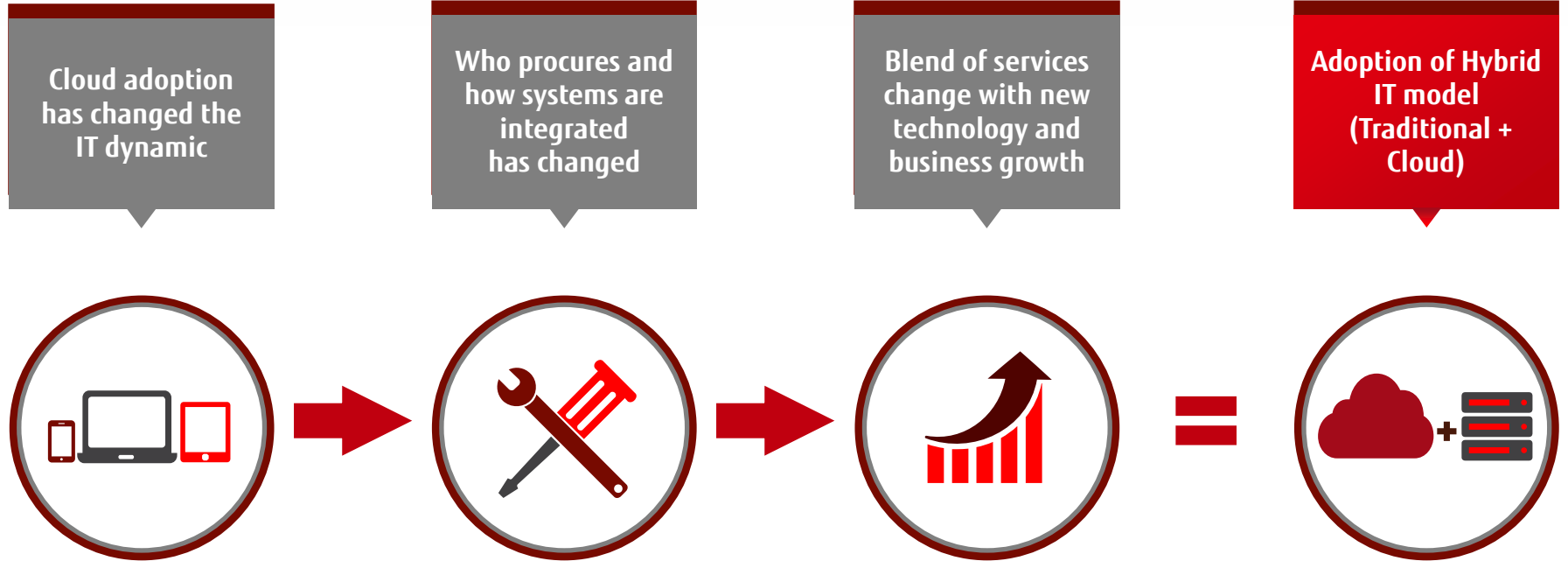
Internet of Things

Big data

Social and Collaboration

Consumerization

The shift towards Hybrid IT



Leverage Hybrid IT



More responsive to
market demands



Increase in ability
to innovate



Less risk &
performance issues

Fujitsu is helping client organizations take advantage of Hybrid IT by finding the right **balance** between fostering powerful innovations and robustly managing the associated risks and cost.

The emerging need to manage Hybrid IT

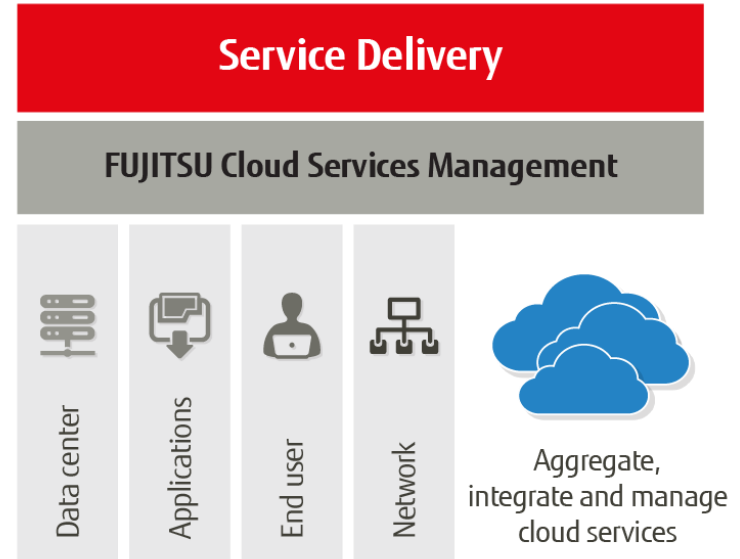


Typical Service Tower Model



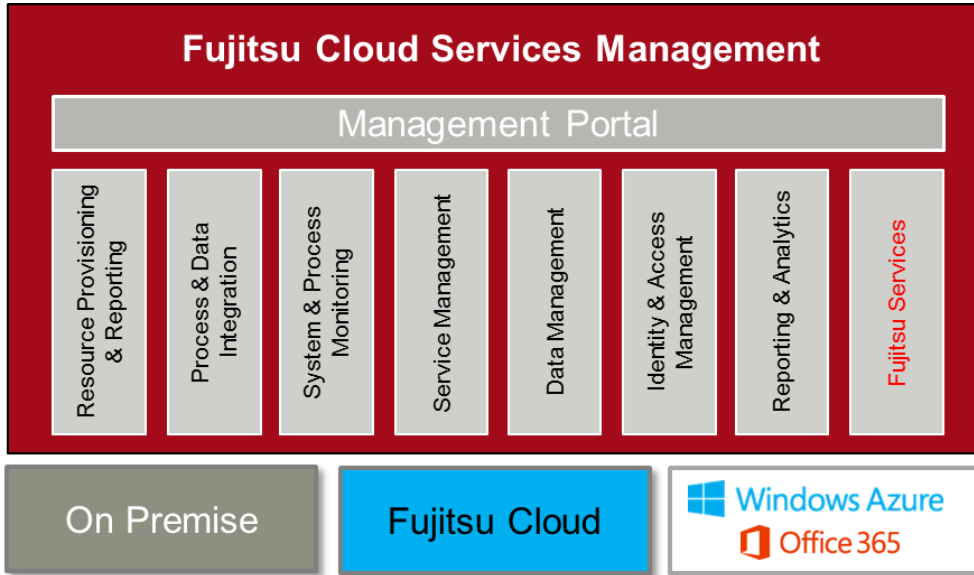
Most services "inside the firewall"

New "hybrid IT" Model



Increasingly more "departmental IT" and services "outside the firewall"

FUJITSU Cloud Services Management



Provided as a Managed Service by Fujitsu



Ensuring you get the most out of your cloud investments



Managing all IT consistently through unified platform



Understanding and managing risk appropriately



Transparency on what cloud is being used and costs

The CIO's Opportunities

Hybrid IT, combining internal and external, public and private services will dominate.

CIOs want a simple solution to integrate and manage this growing portfolio of cloud services alongside existing on-premise systems

They have to proactively and positively support cloud services being adopted by Business Units directly as well as those from the IT department

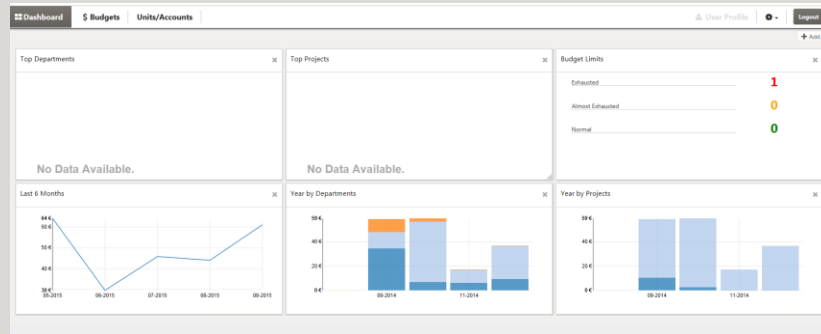


Address the issue of orchestrating, managing, and governing the complex chain of systems, people, and user channels

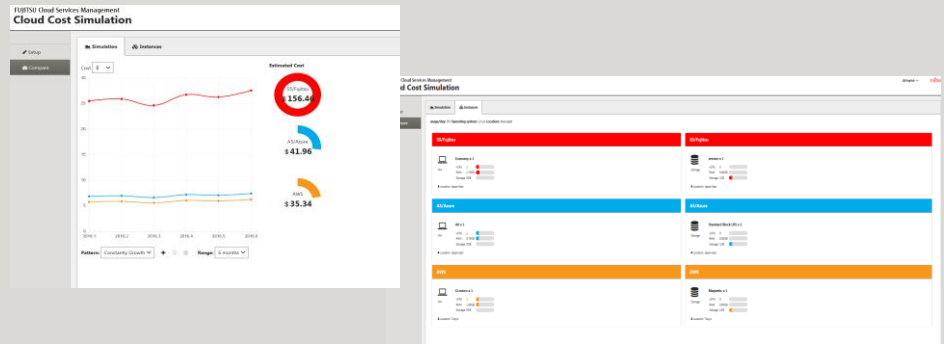
FUJITSU Cloud Services Management Overview



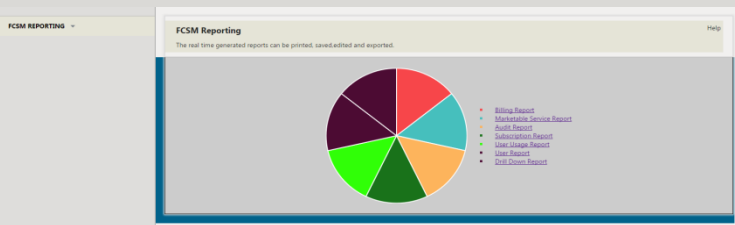
Cost Analytics



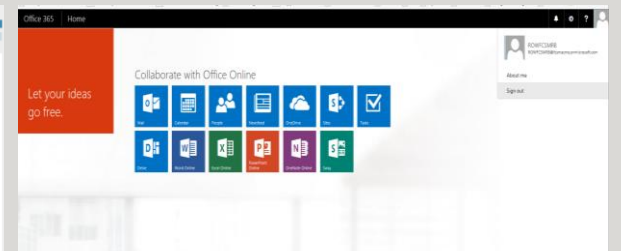
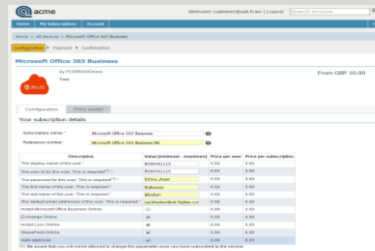
Cost Simulator




Reporting Service



Subscribing to Office 365 (Example)





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