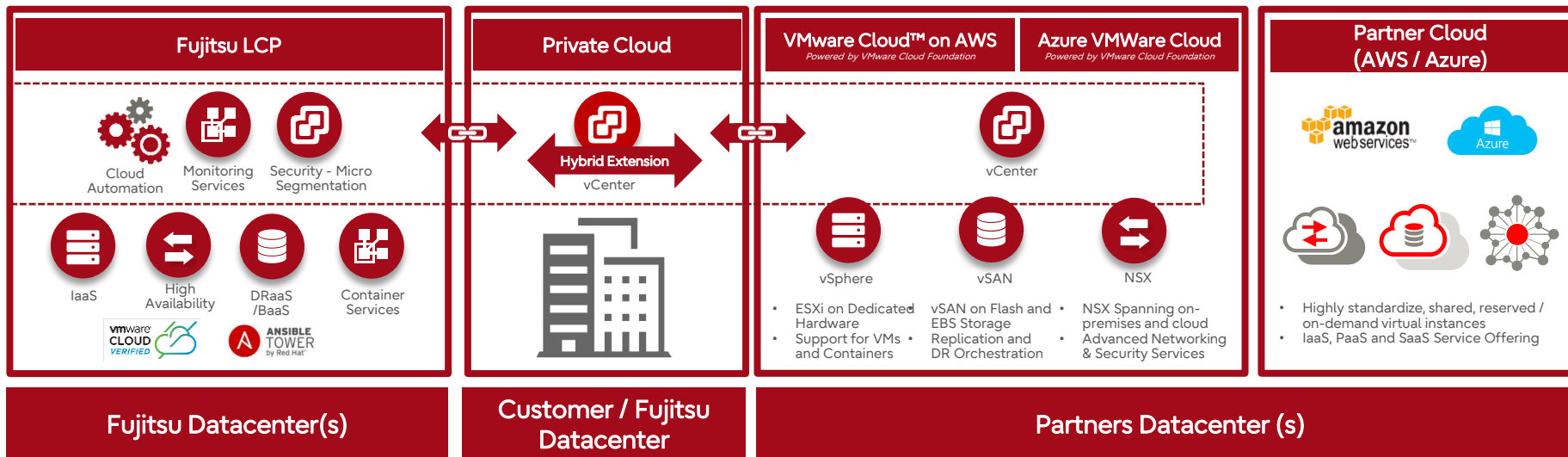


Fujitsu Azure VMware Solution



Fujitsu Assessment & Professional Services for Multi-Cloud

Cloud Provider Platform (Multi-Cloud Management)



Fujitsu Managed Services for Multi-Cloud

Fujitsu VMWare Cloud on Azure Portfolio



Accelerate your Hybrid journey



Use VMWare Cloud (AVS) as a target platform

Integrate across your hybrid estate

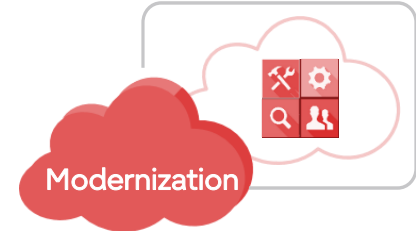
Optimize across your estate



Manage the platform and Workloads

Automate, Orchestrate and optimize

Utilize next-gen Applications



Exploit the opportunities of Public Cloud

Integrate across the stack



On-Premise



Fujitsu Private Hosted Cloud

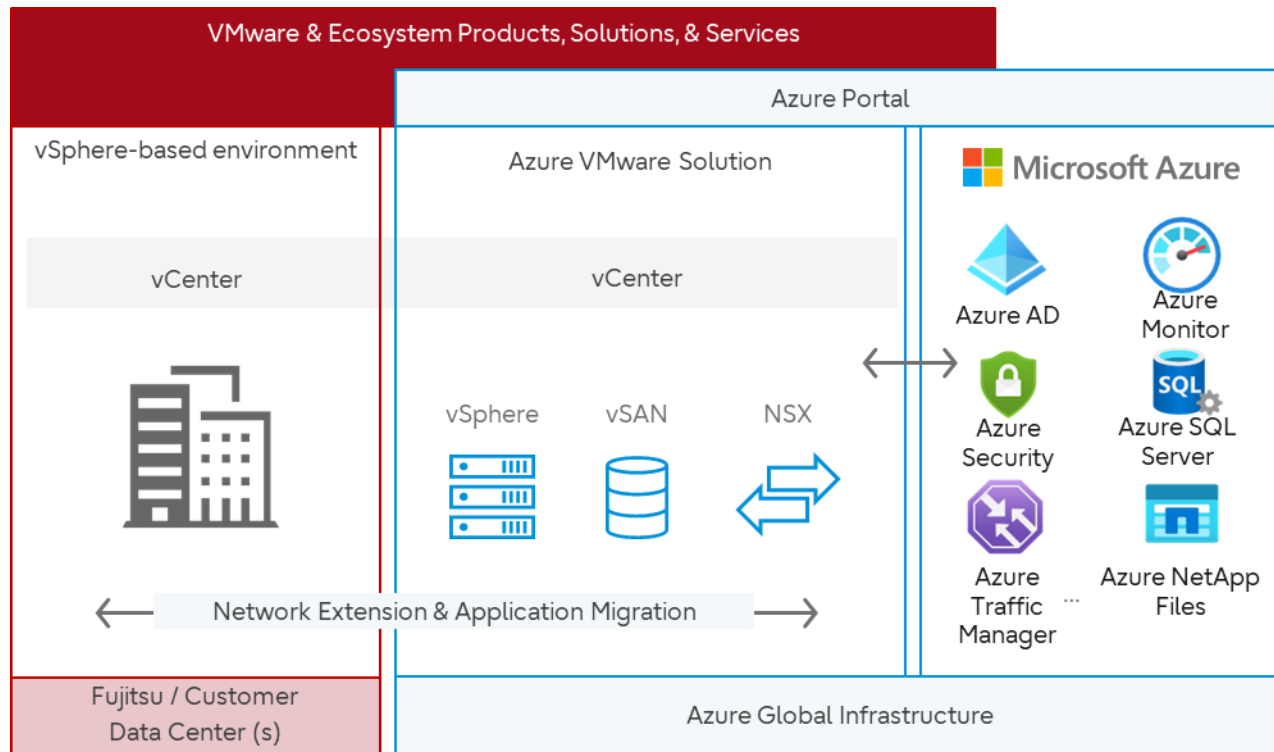


Azure Public Cloud

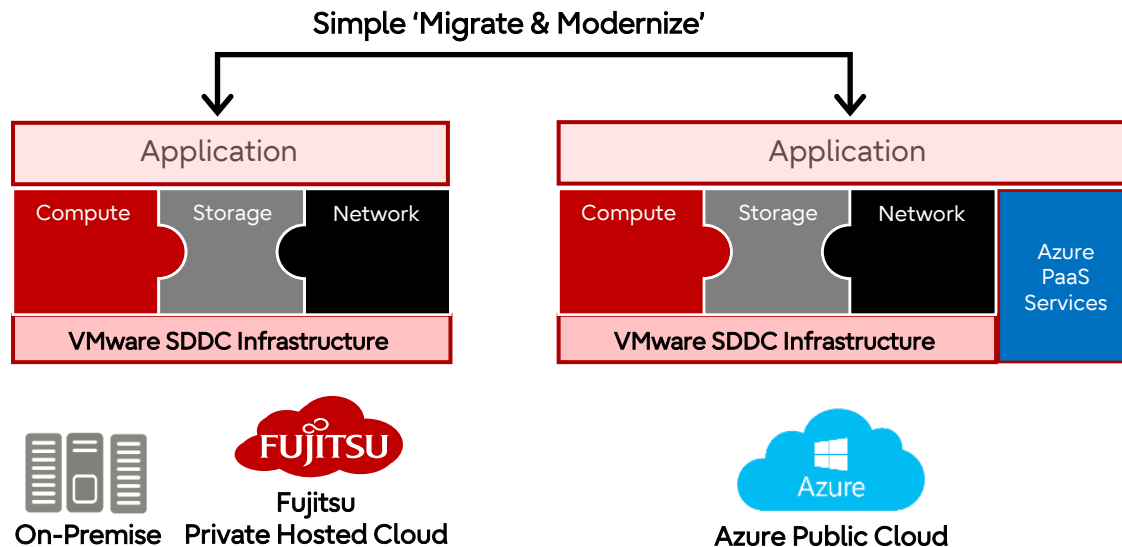
Strategically decide across On-Premise / Fujitsu Private Hosted Cloud and Hyper-scaler Cloud

Fujitsu Azure VMware Solution

- ✓ VMware SDDC running on Azure bare metal
- ✓ Sold, delivered, operated, supported by Microsoft
- ✓ On-demand capacity and flexible consumption
- ✓ Operational consistency with on-premises
- ✓ Integrated with Azure Portal & Resource Manager
- ✓ Seamless, large-scale workload portability
- ✓ Global Azure footprint, reach, availability
- ✓ Direct access to native Azure services



Fujitsu AVS Simplifies Cloud Adoption



Compatible VMware infrastructure on-premises and in the cloud

Consistent VMware infrastructure allows easy workload migrations

Compute = vSphere
Storage = vSAN
Network = NSX-T

Direct access to Azure PaaS services for app modernization

Continued operational practices
App availability with vSphere HA
BC/DR with SRM
Management & monitoring with vCenter & vRealize

Result: hybrid and multi-cloud becomes a practical reality

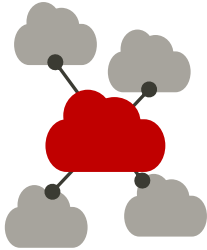
Azure VMware Solution – Key Benefits



Accelerate Migration - Cloud migration that is quick, cost-effective, and low-risk by leveraging current VMware skills and tools.



Modernize Pragmatically - Enhance VMware apps with native Azure services at your own speed and on your own agenda.



Azure Scale and Reliability - Continuity, scalability, and quick provisioning for VMware workloads on Azure's global infrastructure.



Run Best On Azure - For unequaled platform prices, combine VMware resource efficiency with Azure Windows and SQL Server savings.

Based on experience and best practice from Fujitsu, we know **exactly HOW to approach and execute** Azure VMware Solution journey.

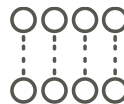
Fujitsu and Microsoft – Global Partnership



One of the **largest Microsoft Practices**



Unique **Digital Advisor Partnership** – as part of Global SI partner status



Driving end to end **Digital Transformation** business, application, platform, service



Cloud Enablement through professional Services - from Azure planning services to Cloud Native development



Delivering **Shared private cloud** on Azure technology since 2014 and Azure Stack provider



30 year+ **global alliance** relationship from CEO level to engineering collaboration



Gold
Microsoft Partner
Azure Expert MSP


Microsoft Azure

Enabled journey to digitalization



Microsoft Cloud @ Edge with Fujitsu Integrated Systems PRIMEFLEX



Industry leading **Managed Services for Azure** training 10k personnel globally



Commercial Flexibility and Simplicity Cloud Service Azure



Azure compatible **Fujitsu IP** for Digital Service Orchestration



Combining unique **SAP and Azure** capabilities - large scale production deployments delivered



Innovative **IoT & Analytics** solutions with GlobeRanger® on Azure

