



# Fujitsu Private Server Cloud Vendor Assessment

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**11 pages**





## Who Is This Vendor Assessment For?

NelsonHall's Private Server Cloud Vendor Assessment of Fujitsu is a comprehensive assessment of Fujitsu's private server cloud offerings and capabilities designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of private server clouds and identifying vendor suitability for private server cloud RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the support services sector



## Key Findings & Highlights

Fujitsu, one of the largest global IT infrastructure management vendors, entered the private server cloud space in 2009 with a small number of custom Infrastructure-as-a-Service (IaaS) contracts. As of March 2012, Fujitsu has 3 private cloud offerings: Fujitsu Private Cloud, Fujitsu Local Cloud Platform (FLCP) and Fujitsu Global Cloud Platform (FGCP) that offer varying pricing models, provisioning times and varying degrees of shared infrastructure, scalability and flexibility.

More recently Fujitsu has partnered with Microsoft to offer a version of the FGCP that uses the Microsoft Azure platform and a hybrid cloud offering that uses the Azure public cloud.

Across the three offerings Fujitsu is able to target organizations of all sizes, across industry and geography. Fujitsu's existing client base ranges from a headcount of 500 to 67,000.

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1. Background
2. Revenue Summary
3. Key Offerings & Target Markets
4. Delivery Capability and Partnerships
5. Strategy
6. Strengths & Challenges
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  - 6.2 Challenges
7. Outlook

## Scope of the Report

The report provides a comprehensive and objective analysis of Fujitsu's private server cloud offerings, capabilities, and market and financial strength, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.

## Report Length

11 pages

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