

1 + 1 = 3 Fujitsu and NetApp offer NFLEX.

Delivering new commitment and strength to Converged Infrastructure.

Like never before, technology is changing our everyday lives and the way businesses operate. With limitations in time, available skillsets and budgets, IT leaders are finding it harder and harder to keep up with these changes. They're looking for technology providers to work with them to help increase the value of IT deployments that transform and transcend the challenges of a newer, digital age.

At the same time, avoiding complexity is paramount. IT and business managers are seeking new ways to avoid the ongoing headaches typically associated with deploying and provisioning technology. They seek innovative solutions to solve complex business challenges quickly and efficiently, while considering its impact on legacy infrastructures, multiple hardware configurations and applying management software. All of this while still trying to manage risk and associated costs demonstrate the true value that both practical and visionary CTOs, CIOs and IT Directors bring to the table.

The more dynamic environments of servers, compute needs, as well as network and storage components are requiring a move to converged infrastructure management that gives IT departments smarter control and automation of workloads and a data center ready for what's next.

With so many choices of technology vendors and the products and services offered, the landscape for discovering the ideal CI solution mandates better navigation than ever before and IT departments are seeking reliable partners to help guide them. Partners represented by a history of innovation, market leadership and unmatched expertise to deliver reliable and lasting technology solutions. A solution up and running from day 1 with the flexibility of a customized design to fit their needs.

NFLEX from Fujitsu® and NetApp® delivers. Two innovative companies, driven to provide customers with a best-in-class Converged Infrastructure solution today's businesses demand, and by leveraging the engineering leadership of a decades-long partnership between two of the world's leading technology trailblazers.

NFLEX is ready-made for enterprise deployment today.

By combining the leadership of Fujitsu and NetApp, NFLEX delivers a Converged Infrastructure solution like no other. One that is:

- Fully factory pre-configured, pre-tested and validated models to choose from
- Factory-integrated and ready to run from day 1
- Taking advantage of best-in-class Fujitsu and NetApp components, including:
 - FUJITSU Server PRIMERGY CX
 - NetApp AFF and FAS Storage
 - Extreme Networks Switches
 - Ready to run VMware vSphere

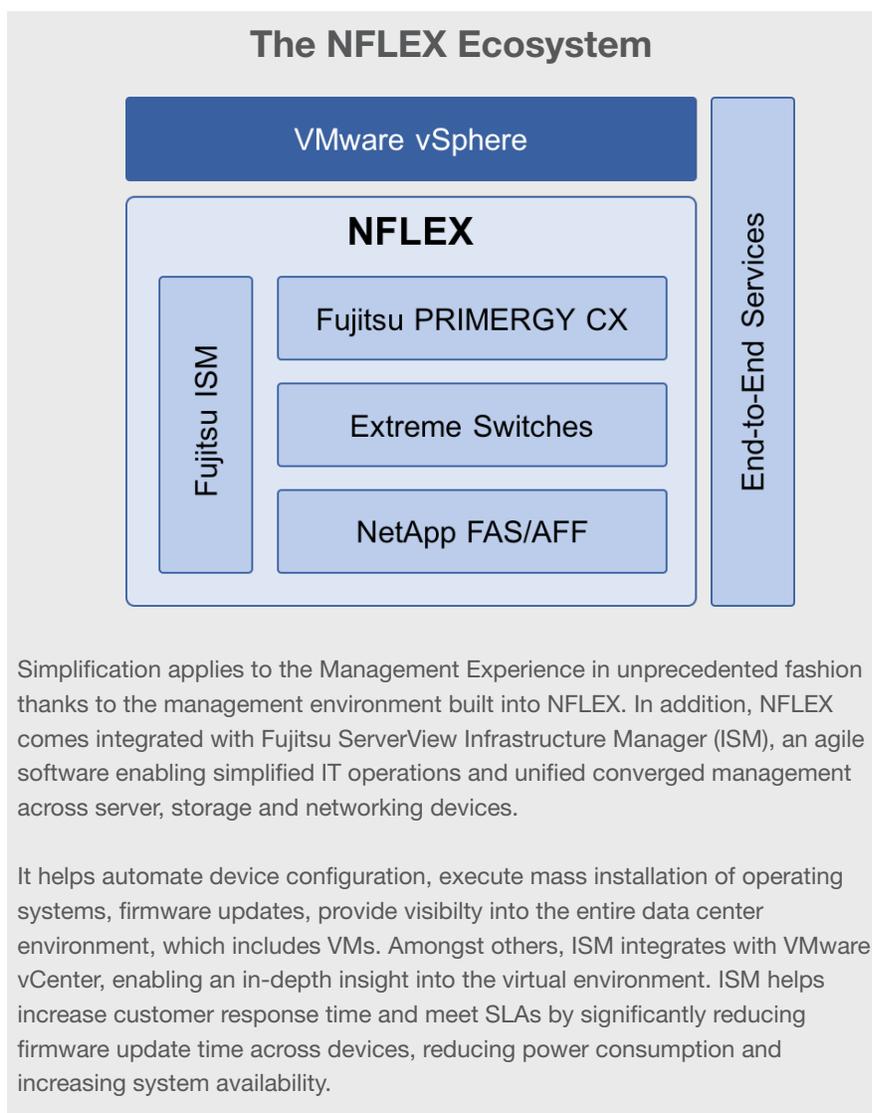
NFLEX: Built upon a foundation of a **Simplified Experience**, delivering **Exceptional Capabilities**, and providing **Complete Confidence** in a CI solution.

For companies looking to purchase, deploy, run and support a CI solution with ease, NFLEX provides a **Simplified Experience** to help IT leaders determine the right solution for their mission-critical needs.

Simplified Experience

In the past, choosing the right CI solution, having it delivered and deployed successfully was half the battle won. NFLEX is built upon simplicity from the very start, thanks to a streamlined order and delivery process. Order from Fujitsu or NetApp for the exact same product and experience. Both racked and non-racked configurations are available to fit customers' specific needs, along with professional services to help deploy the solution to meet customers' requirements, without exception.

NFLEX is predicated on easy, modular, multi-dimensional scaling across compute, memory and storage independently – setting it apart from other CI solutions. Paying for what you need, when you need it, is integral to what NFLEX brings to the table for IT infrastructure decision makers and buyers.



NFLEX represents a lasting pedigree of technology leadership demonstrated by **Exceptional Capabilities**, second-to-none in the industry when it comes to delivering higher value IT services and greater data center efficiencies.

Exceptional Capabilities

Accelerated workloads =
Faster delivery of services
and lower total cost.

- FUJITSU Server PRIMERGY delivers the industry's fastest virtualization platform as proven by its #1 performance* across all three categories of VMware's performance benchmark and offering a higher density among 2U chassis configurations, with up to 4 bays for dual socket nodes.
- NetApp delivers the high-performance I/O connectivity, high transactional performance, low latency, and enterprise-class data management needed to support high-density flash.

No converged infrastructure solution is complete without considering the importance of the ever-growing need for energy efficiency in the data center. NFLEX is specifically engineered to reduce footprint, power consumption, and cooling requirements, and with it, the costs of energy consumption. This is underpinned by NFLEX's advanced system design focused on high efficiency and Fujitsu's patented air cooling technology.

NFLEX offers unparalleled business continuity due to zero planned downtime based on NetApp's ONTAP operating system which delivers 99.9999% availability while Fujitsu delivers 99.997% availability, even in entry-level PRIMERGY server systems. ONTAP keeps applications running smoothly with integrated data protection (IDP), near-instant backup and recovery as well as data replication. Maintenance, upgrades and overall management move toward being headache-free thanks to NFLEX from Fujitsu and NetApp.

By deepening their 20-year commitment of integrating technologies in innovative new ways, Fujitsu and NetApp continue to help companies take advantage of a global enterprise presence. Together, they have built a Global Partner Ecosystem, based on technology trusted by thousands of satisfied customers around the world. A history of joint engineering, taking on complex technology challenges and delivering turnkey solutions making IT lives better means it's easy for companies to leverage the same consistent solution and same support, across multiple sites, on a worldwide scale.



To have **Complete Confidence** in a CI solution is critical for IT management and helps them narrow their consideration pool of vendors. NFLEX proudly brings two industry leaders together to do more when it comes to securing your data center and growing your business.

Complete Confidence

Investment protection is easy thanks to the future-proof solution of NFLEX. Over the course of the long-standing alliance uniting NetApp and Fujitsu for the last 20 years, time and again this unique partnership continues to solve key customer challenges with innovative industry standard solutions. Solutions that are based on leading technologies, making NFLEX the solution for your environment. Leveraging the management tools and technologies that IT architects are already familiar with means integration into existing environments is a snap.

As businesses investigate and prepare to move to hybrid cloud technologies, NFLEX inspires the confidence needed to be ready for the future thanks to its built-in components, from hardware to software, and everything in between:

- Built on the foundation of VMware virtualization technology
- Fujitsu and NetApp can provide OEM virtualization licenses – including support
- Fujitsu Enterprise Service Catalog Manager makes NFLEX cloud and hybrid IT-ready enabling the connection to numerous cloud services.
- NetApp Data Fabric delivering consistent and integrated hybrid cloud data services for increased data visibility and insights, greater data access and control and stronger data protection and security.
- NetApp tools allow you to plan, optimize resources and monitor environments across the hybrid cloud and the NetApp Data Fabric.
- NetApp, a leader in storage and data management across the hybrid cloud, including integration with AWS, Microsoft Azure, and IBM BlueMix.

Are you ready?

NFLEX is ready for you.

Empower your business and accelerate value through a Fujitsu and NetApp converged infrastructure. NFLEX delivers a simplified experience, saving time and cost by purchasing from a single SKU of four pre-configured sizes, seeing faster time to value with a solution that works Day 1 and increasing uptime and productivity with a single point of contact for support. Exceptional capabilities help you gain data center efficiencies to deliver higher value IT services at a lower cost, accelerate workloads to deliver services faster while reducing power consumption and energy costs. Have complete confidence by partnering with innovative industry leaders to secure your data and grow your business, protecting your investment with a future-proof solution and reducing strategic and operational risk.



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Providing IT Solutions for Businesses
Founded 1994 based in Basingstoke, Hampshire

For more information, please visit www.fujitsu.com/nflex and www.netapp.com/nflex

ABOUT FUJITSU

Fujitsu is the leading Japanese information and communication technology (ICT) company offering a full range of technology products, solutions and services. Approximately 155,000 Fujitsu people support customers in more than 100 countries. We use our experience and the power of ICT to shape the future of society with our customers. Fujitsu Limited (TSE: 6702) reported consolidated revenues of 4.5 trillion yen (US \$40 billion) for the fiscal year ended March 31, 2017.

ABOUT NETAPP

NetApp is the data authority for hybrid cloud. We provide a full range of hybrid cloud data services that simplify management of applications and data across cloud and on-premises environments to accelerate digital transformation. Together with our partners, we empower global organizations to unleash the full potential of their data to expand customer touchpoints, foster greater innovation and optimize their operations. For more information, visit www.netapp.com. #DataDriven

