

## Faster and More Convenient Recertification for Fujitsu SELECT Channel Partners

Simpler, more flexible program demonstrates ongoing channel commitment

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**Regensburg, May 24, 2011** – Fujitsu today announces enhancements to its SELECT Partner Program that will make it easier and more flexible for channel partners to achieve the annual recertification they need to market, sell and support the company's industry-leading products.

To ensure the highest standards, Fujitsu recertifies all SELECT Partners on an annual basis. This process has now been streamlined, making it faster and more convenient for partners. A new specialized section within the online SELECT Certification Center guides partners through all the necessary steps required to re-qualify, including training courses and associated exams. The number of points needed for company recertification has been reduced considerably, with mandatory courses abolished, enabling partners to focus on extending their skill sets without unnecessary repetition of training.

Says Hans-Dieter Wysuwa, Head of Product Sales Group at Fujitsu Technology Solutions: "We are committed to the long-term success of our channel partners, and Fujitsu invests heavily to ensure we provide one of the most flexible and best value channel programs in the industry. These significant enhancements show the ongoing power of the SELECT Partner program in delivering a complete service to our fast expanding channel ecosystem."

The Fujitsu SELECT Partner Program helps resellers grow their business through a closer relationship with Fujitsu, by providing exclusive access to people, resources and training. This helps channel partners increase their skills, benefit from marketing materials and provides eligibility for bonuses and funds to drive differentiation and accelerate sales efforts.

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**For further information, please see:**

<http://blog.ts.fujitsu.com/>

[http://www.twitter.com/Fujitsu\\_TS](http://www.twitter.com/Fujitsu_TS)

<http://www.facebook.com/face2fujitsu>

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**About Fujitsu**

Fujitsu is a leading provider of ICT-based business solutions for the global marketplace. With approximately 170,000 employees supporting customers in 70 countries, Fujitsu combines a worldwide corps of systems and services experts with highly reliable computing and communications products and advanced microelectronics to deliver added value to customers. Headquartered in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of 4.5 trillion yen (US\$55 billion) for the fiscal year ended March 31, 2011. For more information, please see: [www.fujitsu.com](http://www.fujitsu.com) or <http://ch.fujitsu.com/>.

**About Fujitsu Technology Solutions**

Fujitsu Technology Solutions is the leading European IT infrastructure provider with a presence in all key markets in Europe, the Middle East and Africa, plus India, serving large-, medium- and small-sized companies as well as consumers. With its Dynamic Infrastructures approach, the company offers a full portfolio of IT products, solutions and services, ranging from clients to datacenter solutions, Managed Infrastructure and Infrastructure-as-a-Service. Fujitsu Technology Solutions employs more than 13,000 people and is part of the global Fujitsu Group. For more information, please see: [ts.fujitsu.com/aboutus](http://ts.fujitsu.com/aboutus) or <http://ch.ts.fujitsu.com/aboutus>.

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