

Fujitsu Combines Small-business Optimized Platforms and Software for SMB Success

Affordable, simple-to-manage and all-in-one platform delivers channel partners new business opportunities

Munich, March 31, 2010 - Fujitsu today announces that it is providing small and medium-sized businesses (SMBs) with an affordable, simple-to-manage, all-in-one platform, via participating channel and distribution partners. The leading European IT infrastructure provider is combining innovative PRIMERGY servers – several optimized specifically to the needs of SMBs – with the recently-launched Microsoft Small Business Server 2011 Standard.

While all SMBs are challenged by the complications of IT administration, ease of access to data on-the-go, not to mention issues around data protection and security, according to Microsoft, around 75 per cent of businesses with 25 personal computers or less have no server. Designed to serve this market internationally at an attractive price, Fujitsu provides a compelling server solution for SMBs, and value-added new business opportunities to channel partners.

Accelerating channel partners' route to extra sales, Fujitsu's SMB-tailored configurations offer customers a reliable and scalable platform thanks to the proven PRIMERGY servers, while increasing customer productivity and protecting their business data with the new Small Business Server 2011 family. The all-in-one platform provides customers with simplified management and a comprehensive view of the health and security of IT resources via a single administrative console. It is both highly energy efficient and powerful enough for business operations, with new online collaboration via remote access to email, contacts, calendar and communications.

Manlio Vecchiet, Director, Windows Server product management, Microsoft Corporation, says: «Microsoft is committed to providing products and solutions that help small and mid-sized companies succeed and reduce costs. Many businesses are aware that with the right IT investments they can improve efficiency and flexibility, but have been held back by concerns about cost and complexity. As one of the first hardware providers of Microsoft Small Business Server 2011 Standard, Fujitsu is helping businesses take the first step with server-based IT.»

Martin Nussbaumer, Head of Commercials & Channel, Switzerland, says: «To accelerate their business, Fujitsu partners can choose from small-business optimized configurations to suit their customers' needs and budget, backed by our offer of technical training and customizable sales and marketing materials. Customers can now order Microsoft Small Business Server 2011 Standard immediately from participating distributors and resellers.»

Fujitsu is providing channel partners with comprehensive marketing materials through its partner portal at <https://partners.ts.fujitsu.com/> and through local distribution websites.

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For further information, please see:

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

http://www.twitter.com/Fujitsu_TS

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

Notes to editors

Pricing and Availability

All products are available in all global regions. Microsoft Small Business Server 2011 is available internationally from participating channel and distribution partners. Not available in Japan. Available to order now, prices start at: CHF 900

Tailored Small Business Configurations from Fujitsu

Foundation stones of this offering are Fujitsu's proven and reliable PRIMERGY x86 servers, including and the [PRIMERGY TX150 S7](#) tower server and the [PRIMERGY RX300 S6](#) rack server

- The PRIMERGY RX300 S6 provides high, scalable I/O performance, extensive memory options, support for major hypervisor products and top performance with latest Intel® technology. In other words: 7xPCIe Gen2 prevent I/O bottlenecks, up to 192 GB of memory allow for optimal sizing of virtual environments and latest Intel® Xeon® 5600 series CPUs deliver top performance
- Ideal for small and medium sized companies that need high availability and flexibility, the PRIMERGY TX150 S7 is a versatile all-round server that is perfect for SMEs or branch offices that are exploring the benefits of system consolidation and virtualization.
- **Mid-ranged:** For a maximum of 75 PCs, with a strategic understanding of the use of server technology (**Now available**)
 - Based on TX150 S7 and Small Business Server 2011 Standard
 - Scalable and proven platform
 - Backup functionalities for server
 - Email and collaboration
- **Performance:** For a maximum of 75 PCs, with a strategic understanding of the use of server technology (**Now available**)
 - Based on PRIMERGY RX300 S6 and Small Business Server 2011 Standard incl. the Premium Add-on
 - Scalable and highly available platform
 - Backup functionalities for server
 - Email and collaboration
 - Virtualization support
 - Remote desktop services
- An **Entry** solution based on MX130 / TX100 with SBS Essentials will follow in Summer 2011

Images of the PRIMERGY RX300 S6 are available at:

<http://mediaportal.ts.fujitsu.com/pages/search.php?search=rx300+s6&resetrestypes=1>

Images of the PRIMERGY TX150 S7 are available at:

<http://mediaserver.ts.fujitsu.com/mediaserver/clientview/server/photo/index.cfm?Searchstring=PRIMERGY+TX+150+S7&x=10&y=14&fuseaction=list&newsearch=true&fid=400&page=1&search=true&CFID=1529964&CFtoken=66>

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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 4.6 trillion yen (US\$50 billion) for the fiscal year ended March 31, 2010. For more information, please see: www.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 or <http://ch.ts.fujitsu.com/aboutus>.

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