

TEIE ETTE ASTUVAD...



Kaupo (Baltikumi partner-
müügijuht)



Antti (infrastruktuurilahenduste
kategorija juht Põhjamaades)

22
01
20

*Back-up &
Storage*



Muretu elu Fujitsu storage lahendustega -
garanteeritud

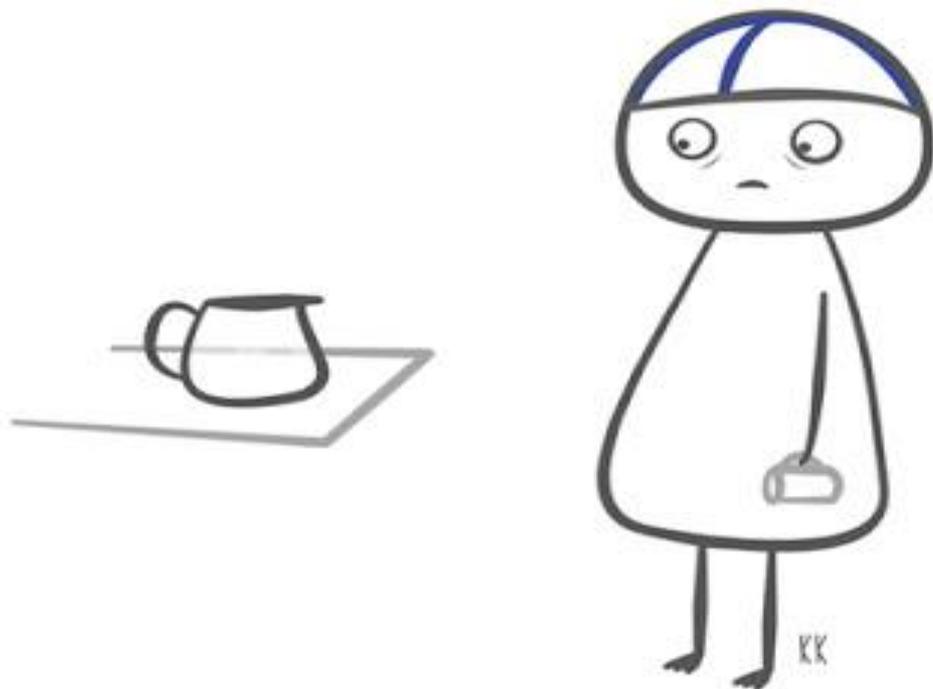
ALSO
Akadeemia

ETERNUS, GUARANTEED

ALSO Storage Day Jan'2019
Antti Vari & Kaupo Grünberg

FINNISH NIGHTMARES

FINNISHNIGHTMARES.BLOGSPOT.FI -  FINNISHNIGHTMARES  FINN_MATTI  FINNISHNIGHTMARESOFFICIAL



THERE'S NO COFFEE

The new IT landscape is distributed

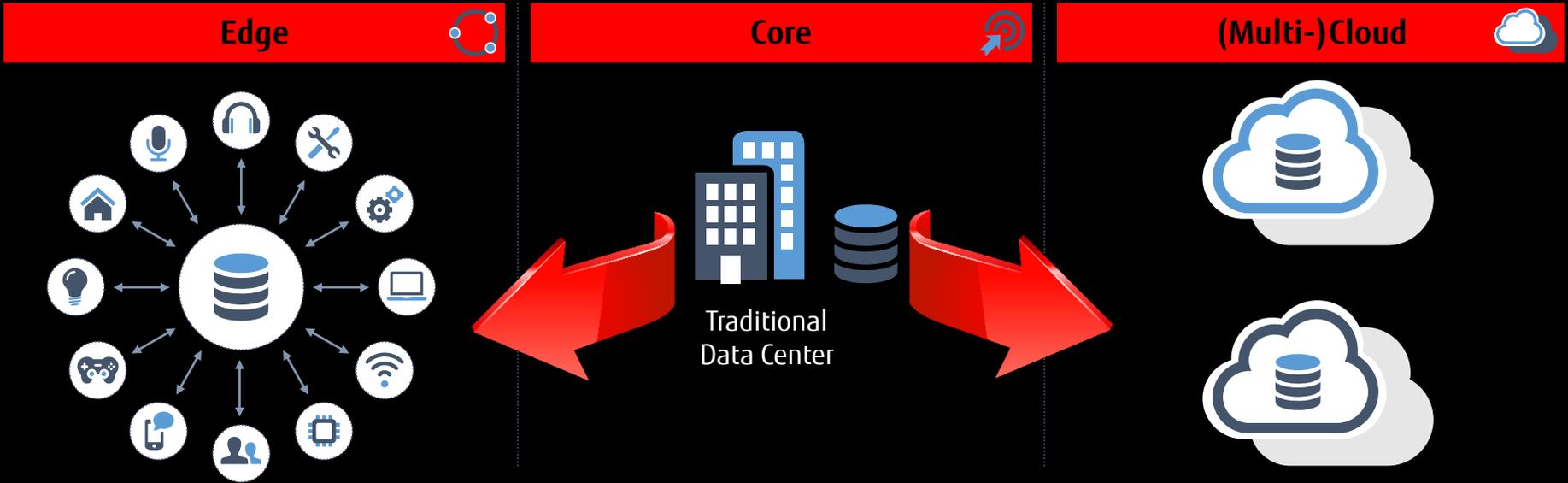


Cloud

Core

Edge

The big escape: Data and IT everywhere



By 2022, 40% of enterprises will have doubled their IT asset spending in Edge locations and nearby colocation facilities.
(IDC)

By 2025, the number of micro data centers will quadruple.
(Gartner, The Future of Enterprise Data Centers – What's Next, Apr 24th, 2019)

28% of enterprise IT spending will have shifted to cloud by 2022.
(Gartner, Market Insight: Cloud Shift – 2018 to 2022, Aug 28th 2018)

From Edge to Core to Cloud with strong partners



Edge



Core



(Multi-)Cloud



- Fujitsu helps customers creating a distributed IT from edge to core to cloud
- Integrating own and products from leading technology partners to end-to-end solutions
- Comprehensive services and partnerships with major cloud providers enable quick transformation

The world is going hybrid

FUJITSU

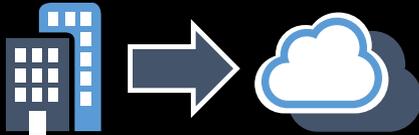


During 2020,
90% of organizations
will adopt hybrid infrastructure.

The two directions of going hybrid

Inside-out

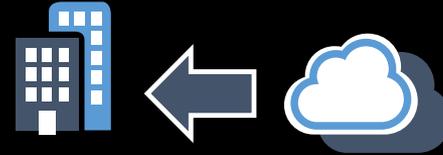
- Extend existing infrastructure to cloud with unified management experience



- Add capacity for peak times
- Reduce primary DC footprint
- Geo-expansion
- Build DR site / remove secondary DR DC
- Fast adaptation to new business demands

Outside-in

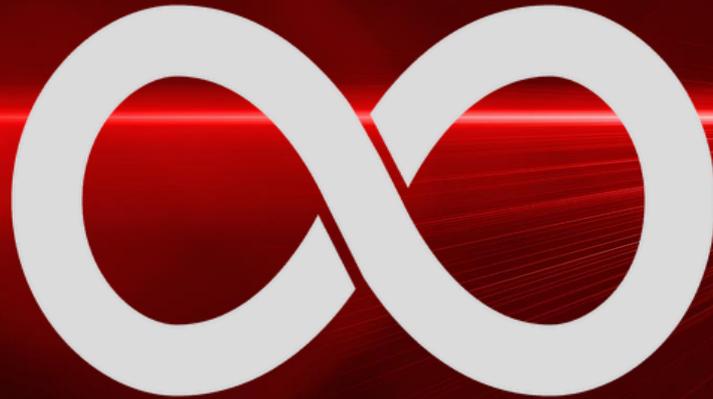
- Expand cloud-native footprint to on-premises locations



- Latency demands
- Disconnected solutions
- Regulatory requirements
- Security, privacy demands
- Full control over data

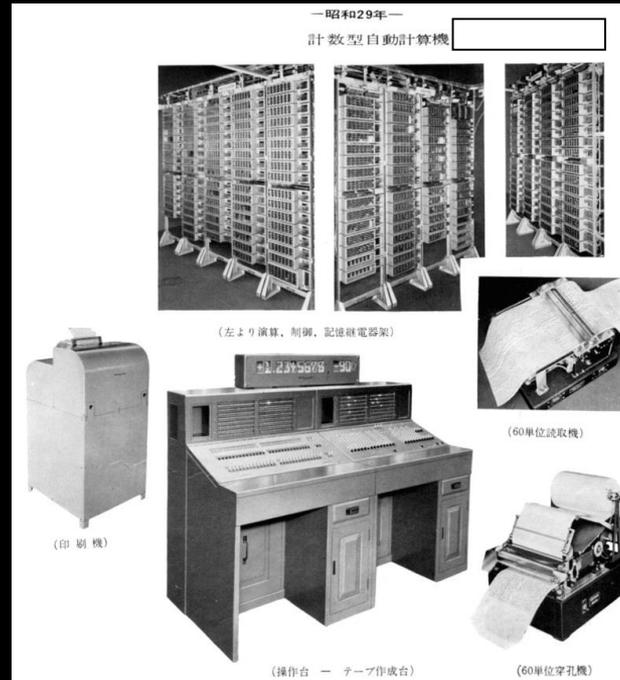
FUJITSU Storage ETERNUS

FUJITSU



One family. Infinite possibilities.

Who could guess the year and the name of this „device“?

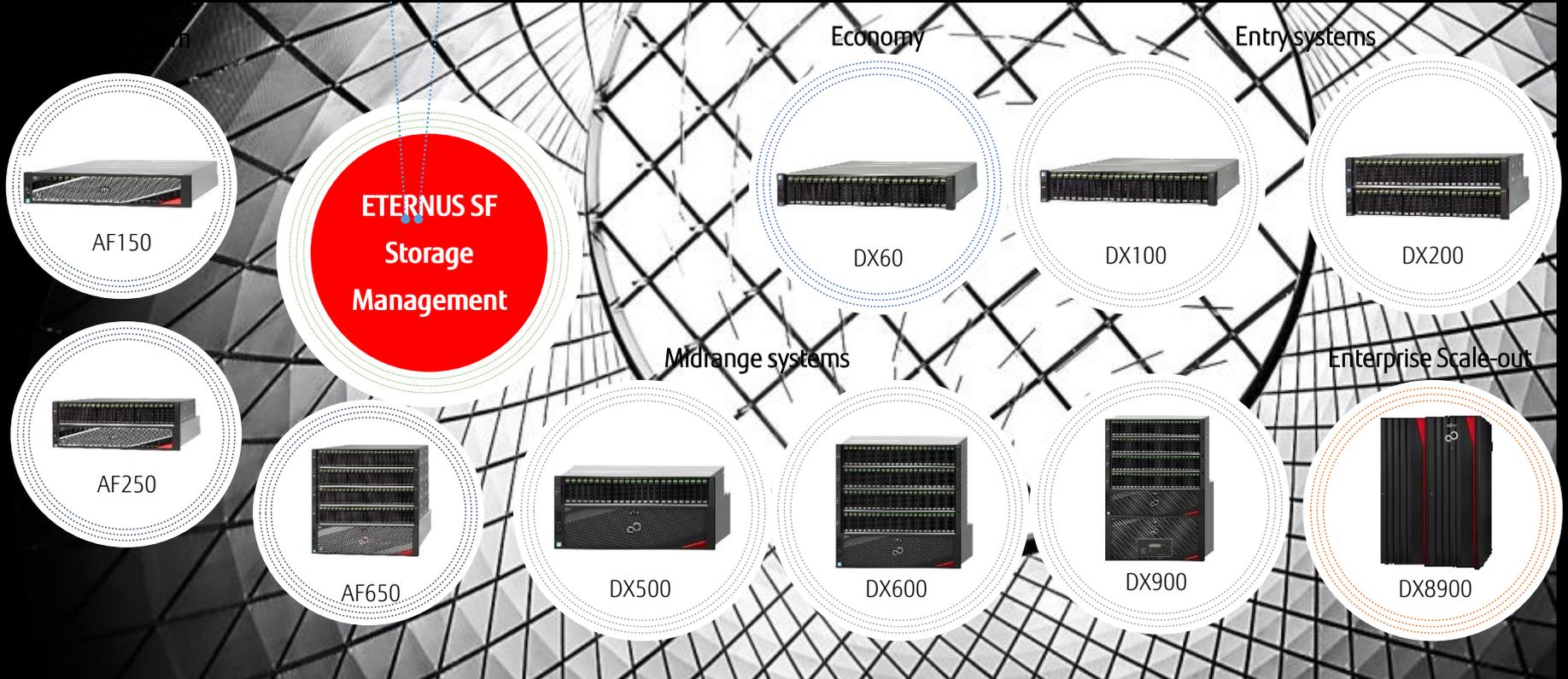


The new, enhanced ETERNUS family in 2020



ETERNUS AF All-Flash Arrays

ETERNUS DX Hybrid Storage Arrays



The world's best performance



ETERNUS AF250 S2

Nov, 2017
The best \$/IOPS SPC-1 result

ETERNUS AF650

Dec, 2016
The best midrange class SPC-1 result

ETERNUS DX600 S3

July, 2014
The best midrange class SPC-1 result

ETERNUS DX440 S2

June, 2012
The best midrange class SPC-1 result

ETERNUS DX80 S2

December, 2011
The best entry class SPC-1 result

ETERNUS DX80

September, 2009
The best entry class SPC-1 result



2019

2017

2016

2015

2014

2013

2012

2011

2010

2009



ETERNUS DX8900 S4

April, 2019
World's highest IOPS SPC -1 result

ETERNUS DX200 S4

May, 2017
The best entry class SPC-1 result

ETERNUS DX8900 S3

May, 2016
The best enterprise class SPC-2 result

ETERNUS DX200 S3

December, 2013
The best entry class SPC-1 result

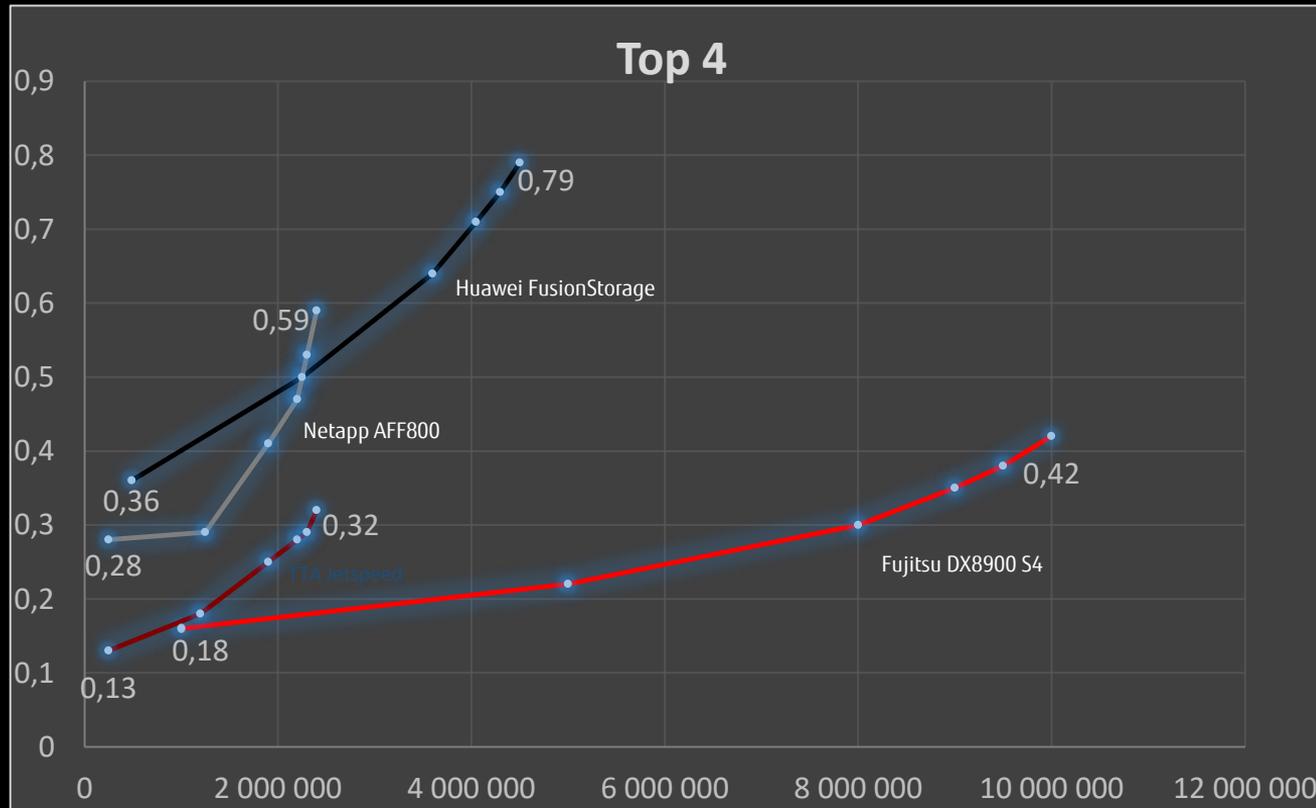
ETERNUS DX8700 S2

December, 2012
The best enterprise class SPC-2 result

ETERNUS DX440

March, 2010
The best midrange class SPC-1 result

SPC1 performance results in comparision



ETERNUS AF150 S3: All-Flash for all!



Affordable, entry-level all-flash storage for SMBs

ALSO Storage Day offer:
AF150 w/10TB usable
9500€ w/o VAT

Optimized for all-flash price-performance
Class leading - 0,09 \$/IOPS

Seamless family architecture
Total compatibility with other ETERNUS AF and ETERNUS DX models

Maximize operational efficiencies
Improved efficiency with automated QoS and AST

Entry-level all flash storage
Affordable all-flash storage with no compromises - 280 000+ IOPS @ 0,45ms

Simplified storage management
ETERNUS SF offers complete storage management across all ETERNUS platforms



The background of the slide features a complex, abstract design of overlapping red and white geometric shapes, including rectangles and triangles, creating a sense of depth and movement. The shapes are layered, with some appearing to be in front of others, and the colors range from bright red to a lighter, almost white red. The overall effect is modern and dynamic.

**FUJITSU Storage ETERNUS AF/DX
Global Guarantee Program**

ETERNUS NEVER WORRY Program

Fujitsu Storage ETERNUS AF/DX Guarantee Program



1. Zero Downtime

Fujitsu never lets you down!
Storage Cluster keeps your applications up and running - Guaranteed !

2. 100% SSD availability

100% Protection against SSD Failure.
Unconditional replacement of SSDs regardless of the wear out indicator

3. Maximum Satisfaction

If you are not happy, we are not happy!
Experience total peace of mind with every ETERNUS purchase.

4. Expand and Grow

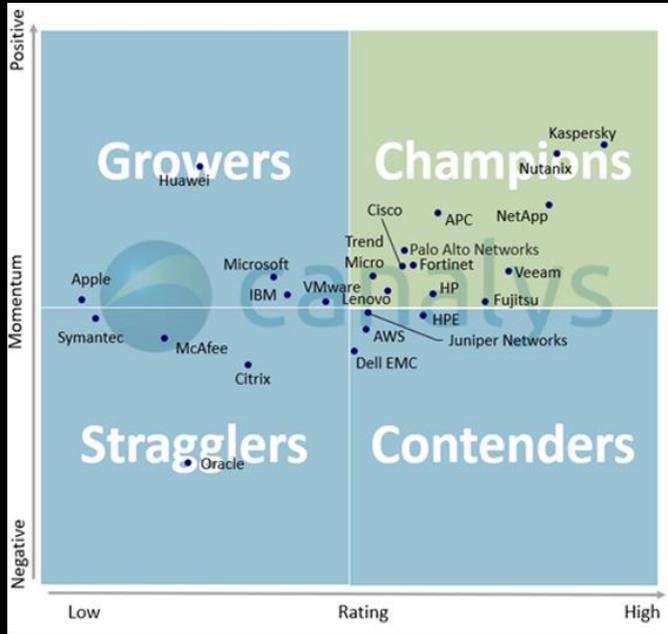
Expand and scale your storage at your pace.
Future-proof data storage and true investment protection.

5. Data Reduction

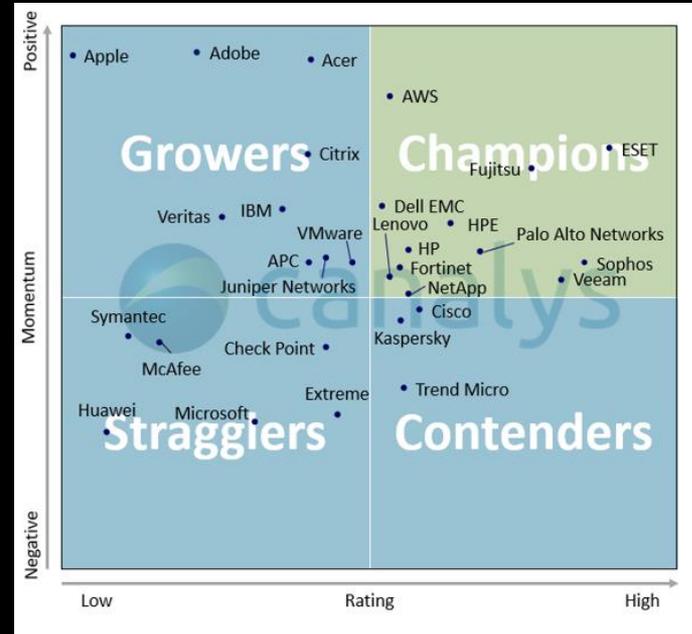
Cut storage down to size.
Quantifiable data reduction using DeDup & Comp

**Satisfaction, security
and investment protection
with
ETERNUS AF S3 and
ETERNUS DX S5**

3 times during past 5 years Fujitsu have been recognized as a Channel Champion in Canals Leadership Matrix



Canals: EMEA Channel Leadership Matrix 2019



Canals: EMEA Channel Leadership Matrix 2018



"The world is changing very fast.

*Big will not beat small anymore.
It will be the fast beating the slow"*

Rupert Murdoch

 News Corporation

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