

Three phases of PRIMEFLEX sales project



Intel® Xeon® processor

What is hyper-convergence?

Hyper-convergence or HCI (Hyper-converged infrastructure) changes a traditional data center architecture into a platform on which servers and storage are combined into a single software-defined system to be managed as one. The solution is extremely efficient, scalable, and flexible, resulting in cost savings. In Fujitsu, this solution is called PRIMEFLEX, and you can select VmWare, Nutanix, or Microsoft as the software.

What kind of client scenario does it fit?

The client's data center needs updating for one reason or another. Ask the following questions: Do they want to adopt a hybrid cloud model? What kinds of software do they use? Would they rather use the HCI solution in their own data center or buy it as a service from a partner?



1 SALES

Fujitsu is there to support you with the client work and in all the phases of the sales process.

If you wish, Fujitsu's experts will join you in meetings and draw up a proposal on the best solution for the client.

2 INSTALLATION

No need for long training courses or certifications, you can use your current technical resources and their knowhow: Fujitsu provides remote support for installation, so you gain expertise in the client project.

Requires installation of equipment in the cabinet, network configuration, working remote connection and jointly agreed time for the installation.

3 MAINTENANCE

A maintenance agreement ensures that the client's servers and storage space work day after day, year after year.

You can either select Fujitsu's service as such and resell it or produce the service yourself with Fujitsu's support.

Get familiar with Fujitsu's warranty site: <https://support.ts.fujitsu.com/index.asp?ld=com>