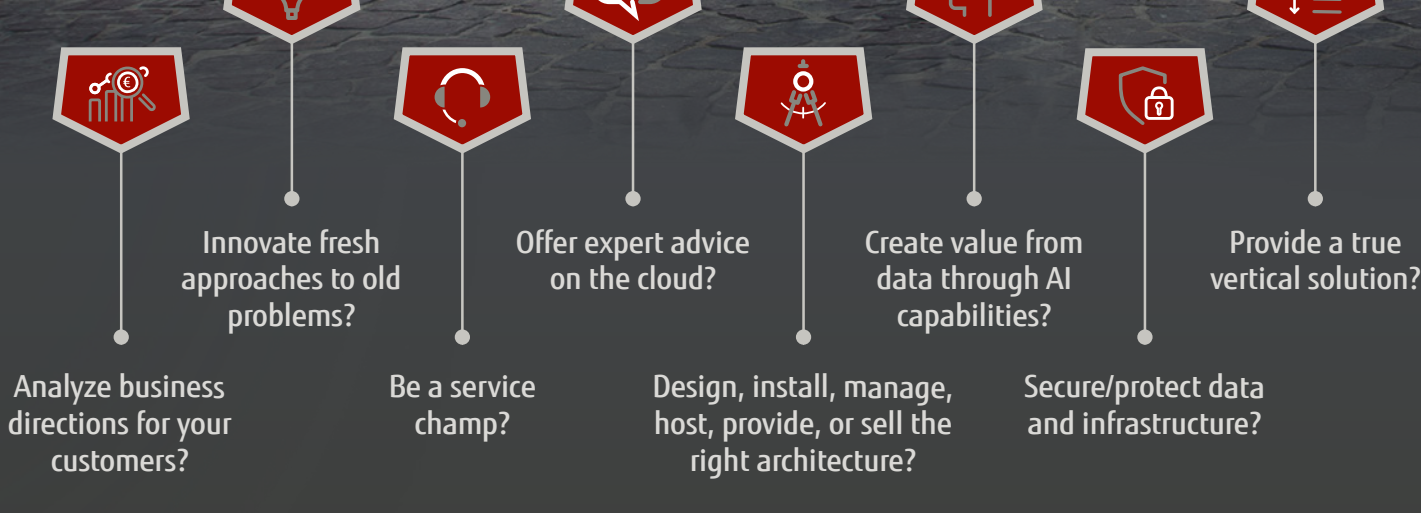


What's your superpower?



More entry points for potential threats! Unleash your superpower in Fujitsu's Partner Ecosystem!

As a partner, you can share your expertise – and call on the skills of other partners worldwide to complement your capabilities

What is the Fujitsu Partner Ecosystem?

A changed view of collaboration:

Not with the vendor at the center ...



... but with equal collaboration between stakeholders to realize new market opportunities



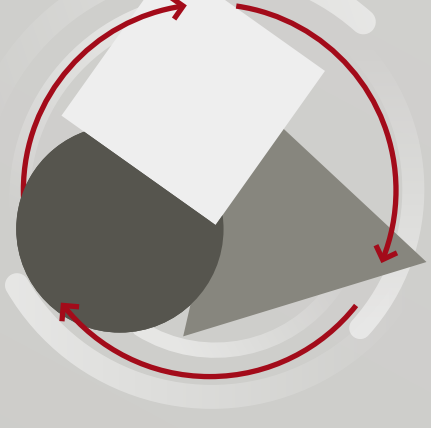
Why be part of an ecosystem?

The situation now:

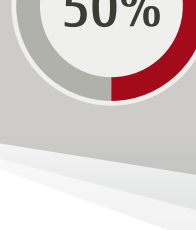
- » Rapidly changing digital technologies
- » Increased specialization ...

Where the road is leading:

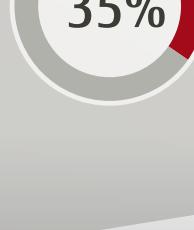
- » Collaborative approach
- » Access to partner expertise



Data-driven transformation needs an ecosystem



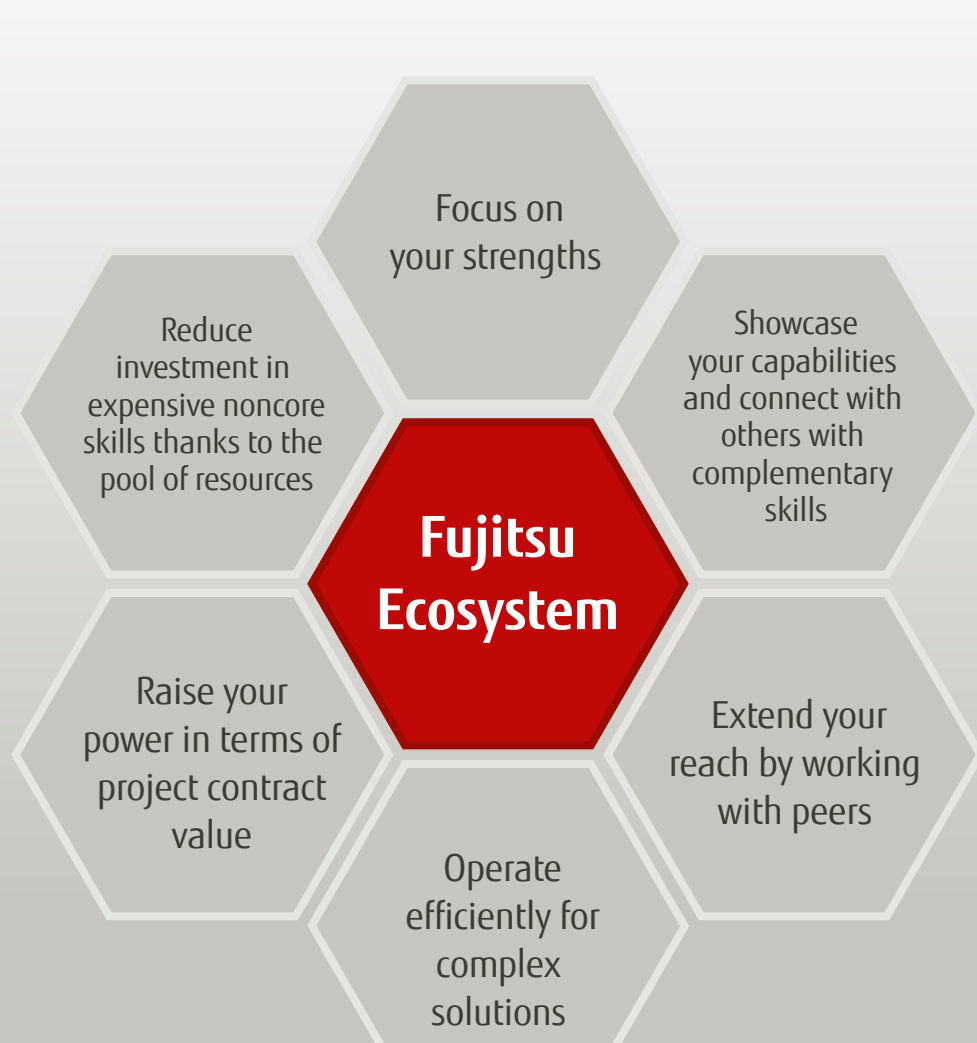
50% of large enterprises in Europe are forming cocreation alliances with tech providers.



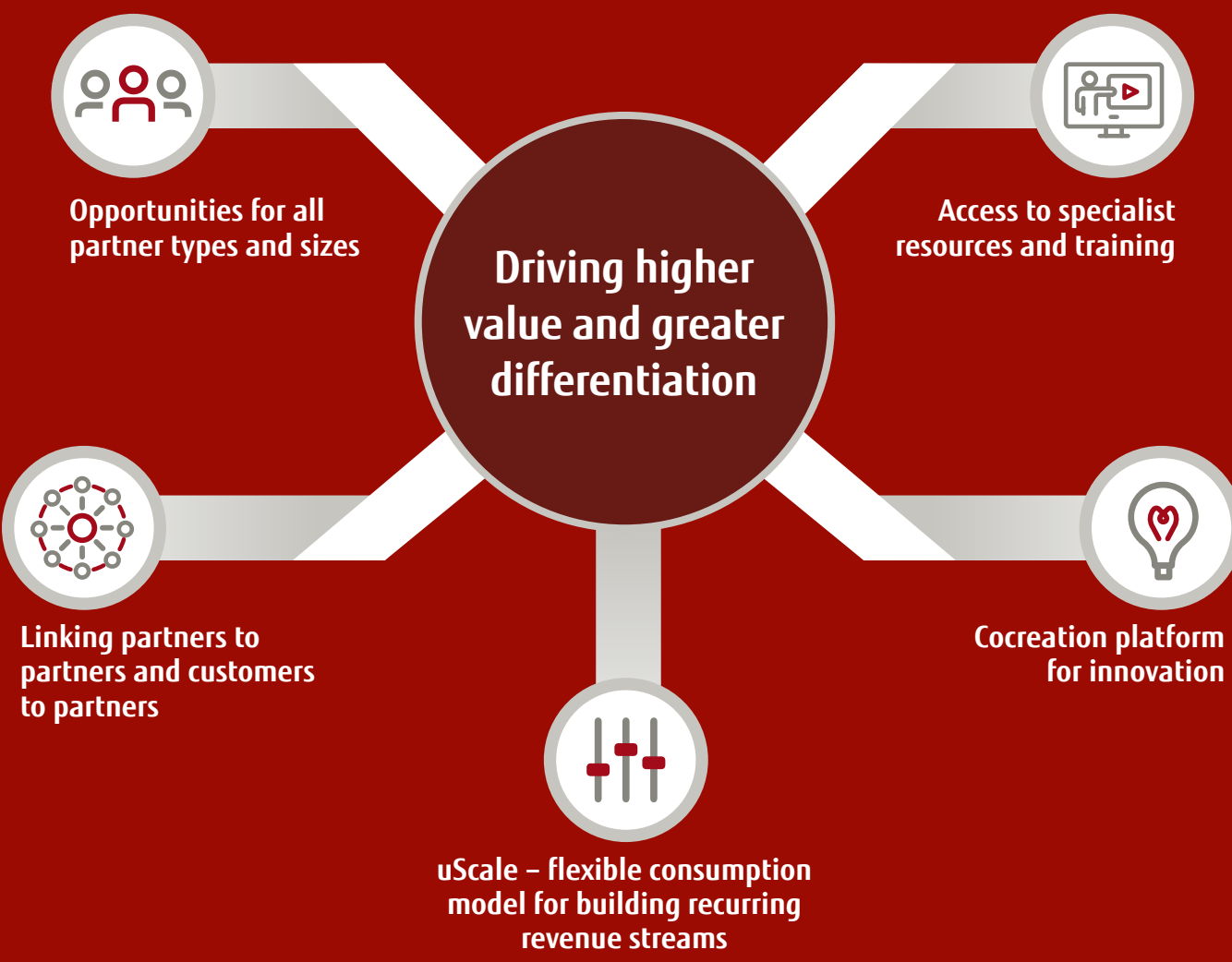
35% faster growth is seen for partners with ecosystem business models.

From channel to ecosystem partnership

The Fujitsu Partner Ecosystem is **greater than the sum of its parts**. It's a network with a multiplier effect: **1 + 4 = 10**.

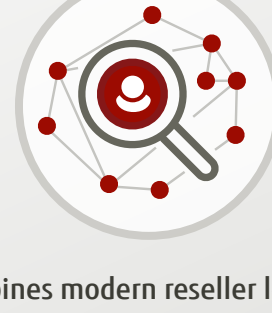


What Fujitsu offers:



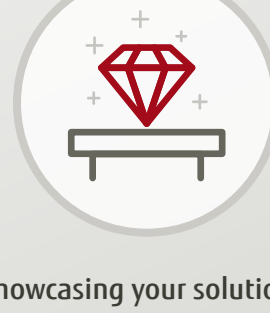
Special functions of the Fujitsu Ecosystem platform:

Reseller search



Combines modern reseller locators with ecosystem-building functionalities

Ecosystem solutions



Showcasing your solutions: either just yours or based on ecosystem collaboration

Place a challenge



Partners (and customers) can identify and post challenges or gaps – and build coinnovation solutions together

Innovation



Showcase your innovative projects: put your company in the spotlight

Join now!

Our success is based on our partners' success.
Our SELECT partners represent over 80% of product business.
Build for long-term success and create new revenue streams as a Fujitsu Ecosystem Partner.

Discover more at www.fujitsu.com/ecosystem

shaping tomorrow with you