

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

More entry points for potential threats!

A changed view of collaboration:

What is the Fujitsu Partner Ecosystem?

... but with **equal collaboration** Not with the vendor between stakeholders to realize new at the center ... market opportunities

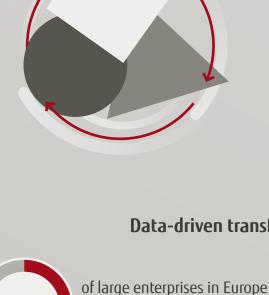


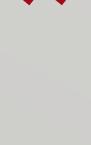
Where the road is leading: » Rapidly changing digital technologies » Collaborative approach » Access to partner expertise

Why be part of an ecosystem?

» Increased specialization ...

The situation now:







with tech providers.

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.



50%

Reduce

investment in

expensive noncore

skills thanks to the

Raise your

power in terms of

are forming cocreation alliances



with ecosystem business models.

Focus on your strengths

complementary pool of resources skills **Fujitsu Ecosystem**

project contract value

portunities for all

partner types and sizes

Linking partners to partners and customers

to partners

Operate efficiently for complex solutions

What Fujitsu offers:

Driving higher

value and greater

differentiation

uScale – flexible consumption model for building recurring revenue streams

resources and training

Cocreation platform

for innovation

Showcase

your capabilities

and connect with

others with

Extend your

reach by working

with peers

Special functions of the Fujitsu Ecosystem platform:

Reseller search



Partners (and customers) can identify and

post challenges or gaps - and build

coinnovation solutions together

Showcasing your solutions:



Ecosystem solutions

Showcase your innovative

projects: put your company in

the spotlight

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