Fujitsu is one of the world’s leading information technology products and services companies. It provides computing and communications products, advanced microelectronics, a range of software products as well as professional services capabilities to deliver added value to customers. Fujitsu is the world’s third largest IT Service provider and it holds number one position in Japan. Fujitsu Group holds about 97,000 patents worldwide. Its customers include nearly half of the Fortune Global 500 companies.

Business case
With a rapidly evolving Platform-as-a-Service (PaaS) market and with growing competition, Fujitsu faces increased market pressure to deliver services from the cloud. They need to effectively integrate their multiple products and on-premise infrastructure offerings into a coherent business and technical architecture.

Fujitsu needed a way to consistently execute their strategy on a global basis, while developing regional and vertical differentiating value propositions.

Fujitsu’s main challenge is to increase its visibility and recognition as a global PaaS and cloud service provider. To achieve this, Fujitsu needs to offer their customers compelling, high margin value added products and services together with leading customer service and operational excellence. In order to improve customer satisfaction and revenues, Fujitsu wants to provide its customers with an OPEX based Pay-As-You-Go subscription model for consuming innovative, high value services. They would also like to create new channels for software, with the help of an ISV ecosystem and community.

The solution
Fujitsu uses the OpenText Cordys platform to deliver BPM and PaaS capabilities on top of its FGCP/S5 IaaS platform, through six cloud data centers across the globe.
OpenText Cordys technologies included in the OEM agreement with Fujitsu are:

**OpenText Cordys Business Operations Platform (BOP):** A Java-based, cloud-enabled platform product including an integrated BPM and Dynamic Case Management capability, ESB SOA Grid, Business Activity Monitoring for visibility and composite applications to offer multi-channel delivery.

**OpenText Cordys Process Factory (CPF):** A high-productivity-oriented cloud-based platform to compose business processes and create process-centric applications (called MashApps) from underlying on-premise applications together with SaaS.

**OpenText Cordys Cloud Provisioning (CCP):** CCP delivers simplified provisioning of products and services that are made up of on-premise and cloud based products and services. CCP also gives Fujitsu the ability to manage, meter and monitor of cloud services and systems resources.

**Business benefits**

With OpenText Cordys’ offering, Fujitsu is rapidly becoming a leader in the fast-growing and strategic, PaaS market. By offering the right mix of productivity and technical capability, Fujitsu can now offer its customers, partners and ISV community the products and services they need to transform their organizations, deliver rapid ROI, launch new innovative products faster and take their business to the cloud.

By unifying its cloud services in a single platform and by adding business process management capabilities, Fujitsu has addressed some major challenges in the market. Fujitsu now bridges the worlds of traditional IT and cloud by offering new on-premise, private, hybrid and public cloud offerings.

"OpenText Cordys technology will help us add value to our PaaS offerings and will fulfill the needs of our customers for value-added services beyond the level of infrastructure."

CHIZEKI SAGAWA, PRESIDENT PLATFORM STRATEGY PLANNING, FUJITSU