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Fujitsu Canada Overview for ITAC

March 26, 2015

Fujitsu at a glance

Headquarters:
Tokyo, Japan

Established:
1935

President:
Masami Yamamoto

Principal Business Areas:
Technology Solutions
Ubiquitous Solutions
Device Solutions

Employees:
162,000 worldwide

Net Sales:
4,762.4 billion yen
(US$46.2 billion)

Net Income:
48.6 billion yen
(US$472 million)

R&D Expenditure:
221.3 billion yen
(US$2.2 billion)
(Approx 4.6% of Sales)

Stock Exchange Listings:
Tokyo (Code:6702), Nagoya

Note:
All yen figures have been converted to U.S. dollars for convenience only at a uniform rate of US$1 = 103 yen, the approximate closing rate on March 31, 2014.

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Worldwide IT services Market share by revenue

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2014

Rank	Company	Share	Revenue (USM$)
1	IBM	6.1%	56,768
2	Hewlett-Packard	3.5%	32,497
3	Accenture	2.9%	27,014
4	Fujitsu	2.3%	21,216
5	Deloitte	2.3%	21,212
	Others	82.9%	777,751
TOTAL		100.0%	936,458

Source: Gartner, " Market Share: IT Services, 2013" 31 March 2014 (GJ14175)

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- The company has offices in 9 Canadian cities
- Canadian employee population of 2,000
  - Business & Application Services + Infrastructure Services make up the majority
- Certified by major industry players (Oracle, SAP, SFDC, Microsoft)
- Nearshore (Canadian) delivery center in Quebec and Montreal
- Shared Service Desk in Montreal
- Tier III Data Centre in Regina
- Tier I Data Centres in Montreal & Regina
- Leveraging Data Centre space)

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Our industry profile

- 70% Public Sector
  - Federal/Provincial
  - Education
  - Health
  - Utilities
- Continued focus on our Public Sector partnerships while investing in Private Sector
  - Financial Services & Insurance
    - Global expertise, credentials
    - Business & Application Services, Bio-Metrics, SFDC, Infrastructure Services
  - Oil & Gas
    - Global expertise, credentials
    - Business & Application Services, SAP, Infrastructure Services
  - Retail
    - Leverage our Retail expertise, relationships & IP
    - Business & Application Services, Oracle, SAP, SFDC, Infrastructure Services
  - Manufacturing
    - US manufacturing expertise (CPG)
    - Oracle, SAP, Infrastructure Services

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Recap

- What are the current lines of business for your company?
- What are your company's areas of focus for the future?
- What procurement or Doing Business with Government opportunities may exist?
- If your company has a partner program, explain what that program entails.
- If I'm a small to medium size company that would like to partner with your company, what do I have to do to work with you? Who do I need to talk to?
- How do I qualify to work as a partner? What kinds of standards (if any) are you looking for in your partners? Are there any other criteria that I need to fulfill to become a partner?

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Fujitsu Point of Contact

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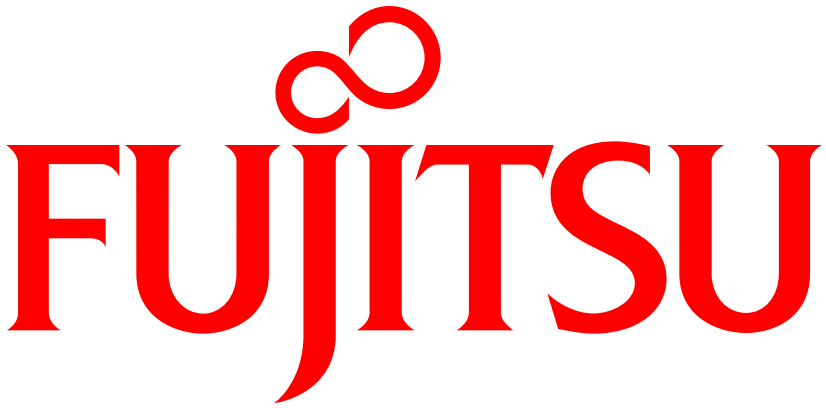

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