

Cost-efficient and highly-available IT for SMB, ROBO and Edge

Fujitsu 2-node Microsoft HCI bundle

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Partner Playbook - July, 2018

Lot's of market opportunity for HCI at the „edge“

Companies with smaller and remote IT infrastructure

- Small businesses
- Remote and branch offices
(i. e. retail stores, financial institutions)
- New IOT infrastructure deployments
(i. e. in manufacturing plants, oil and gas drilling platforms, ships, vehicles, field installations)

Challenges

- Constrained budgets
- Limited space and power
- No onsite IT specialists



By 2022, as a result of digital business projects, 75% of enterprise-generated data will be created and processed outside the traditional, centralized data center or cloud, which is an increase from less than today's 10%," according to Gartner. (1)

Demand for cost-effective, simple to manage, yet highly-available IT infrastructure

Introducing FUJITSU Integrated System PRIMEFLEX for Microsoft Storage Spaces Direct: 2-node Microsoft HCI bundle

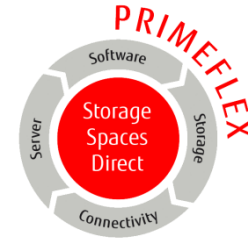


Reference architecture for small Microsoft Storage Spaces Direct deployments

- Provides a highly-available hyper-converged infrastructure at affordable costs
- Cost-optimized design with no external storage systems and LAN switches
- Based on MS certified components validated and pre-configured by Fujitsu

Benefits

- Fewer staff resources for management and maintenance
- Less space and power requirements
- Lowest CAPEX and OPEX



Most cost-efficient infrastructure foundation for SMB, ROBO and IOT-Edge environments

Extend your Microsoft HCI business



HCI
for under
20K Euro

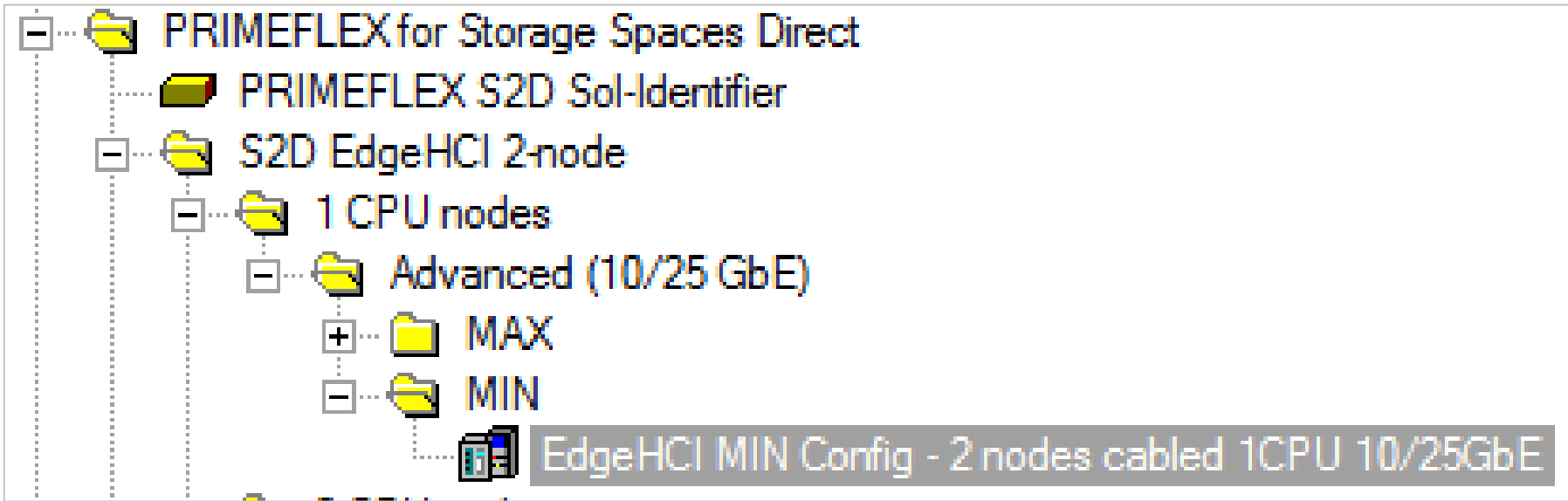
- **Competitively priced 2-node Hyper-Converged System allowing you to offer an end user price below 20K Euro**
- **Contact: PRIMEFLEX-PM@ts.fujitsu.com**

2-node Microsoft HCI bundle: Single Server Specs



| | |
|--------------------|--|
| Server | FUJITSU Server PRIMERGY RX2540 M4 (3.5 inch) |
| CPU | 1x Intel Xeon Silver 4108 8C 1.80GHz |
| Memory | 64GB |
| Storage | 960 GB SATA SSD (cache), 8 TB SATA HDD (capacity) |
| Network | 2x 1Gb (management), 2x 10Gb (production), 2x 25Gb (storage) |
| Microsoft Software | 1x Windows Server 2016 (Data Center Edition) 16 core OEM |
| Scalability | up to 15 VMs |

Enjoy easy configuration



Check out the Fujitsu System Architect to get all details

6 reasons to invest in 2-node Microsoft HCI



Increase business continuity

Reduce downtime with Windows Server 2016 failover cluster providing HA for compute and storage



Save space and energy

Reduce footprint by up to 43% and save power by up to 45% versus traditional converged infrastructure



Accelerate production workloads

Leverage high-speed storage and 10/25GbE SMB3 RDMA networking



Reduce CAPEX

Save up to 50% on HW versus traditional converged infrastructure



Simplify deployment

Get started with your cluster in less than 15 minutes



Reduce OPEX

Fewer systems to manage means less staff resources to maintain

Why Fujitsu for your Microsoft HCI project?



Reduce deployment risk

- Validated reference architecture including solely Microsoft-certified components
- Easy system configuration with the Fujitsu SystemArchitect tool
- Best-practices outlined in Fujitsu design and installation guides

Fujitsu Server PRIMERGY RX2540 M4

- Leading price/performance and extremely low failure rates below market average
- Deep management integration in Microsoft management tools
- Excellent remote management capabilities

First-class support

- End-to-end infrastructure solution support with single point of contact covering the complete HW/SW stack

Vast experience in Microsoft HCI projects

- 150+ successful projects across EMEA

Get in touch with our experts at PRIMEFLEX-PM@ts.fujitsu.com

Public Case Studies



CUSTOMER CASE STUDY

MAKE IT

“Fujitsu has always been there for us. Thanks to our long-term partnership we got involved in the game early, even before FUJITSU Integrated System PRIMEFLEX® for Storage Spaces Direct was officially launched.”

Andreas Törnqvist
CEO
Make IT

CUSTOMER CASE STUDY

ITAREX

“For us, FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct is around 30 percent more cost effective when compared with normal virtual hardware and traditional storage solutions.”

Andreas Feilhaber
CEO
ITAREX GmbH

CUSTOMER CASE STUDY

Harner Ingenieure

“With FUJITSU PRIMEFLEX for Microsoft Storage Spaces Direct, Fujitsu and Bechtle delivered a cutting-edge, hyper-converged solution that perfectly matched our expectations regarding performance and long-term viability.”

Matthias Gerold
Managing Partner
Harner Ingenieure GmbH

CUSTOMER CASE STUDY

PETE LIEN

“Fujitsu has proven once more that it is a trusted partner, with the reliability, performance, scalability, and affordability to allow us to enjoy enterprise-class solutions at a fraction of the cost.”

John Hohn
IT Manager
Pete Lien & Sons

FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct, puts Make IT on the cutting edge, lowering costs and simplifying management.

At a glance
Country: Sweden
Industry: IT Services
Founded: 2002
Employees: 26
Website: www.make-it.se

Challenge
Make IT wanted to replace its aging, costly and complex server platform with an innovative, cutting-edge, integrated solution that would simplify management, reduce costs and have a smaller footprint. But the right packaged solution had yet to be designed.

Solution
FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct is a platform that could be easily up and running. PRIMEFLEX is pre-validated, pre-optimized and fully supported. Due to the consulting expertise of Make IT in the Microsoft space, the integrated system was jointly customized to perfectly meet Make IT's specific requirements.

Benefits

- Increased storage space and increased performance
- Reduced costs, costs and staffing needs
- Faster time to production, on-peak, on-site is part of the package solution
- Simple management with industry standard software and hardware

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PRIMEFLEX for Storage Spaces Direct enables hosting specialist ITAREX to provide quick, flexible, cost-effective computing solutions.

At a glance
Country: Austria
Industry: IT services
Founded: 2010
Website: itarex.com

Challenge
Data center customers are demanding the highest performance possible for the lower financial outlay. Within the industry, data center operators such as ITAREX face international competition from the likes of Google and Amazon.

Solution
ITAREX uses FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct to provide IT services to its customers hosted by Microsoft Storage Spaces Direct. This solution allows the data center operators to deliver flexible, scalable and cost-effective services for its customers.

Benefits

- FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct is pre-optimized and ready to use
- Component compatibility is no longer a concern for customers
- The solution is cost-effective
- Less noise and cooler heat
- Offers a range of infrastructure options and can be flexibly scaled

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At Harner Ingenieure GmbH, Fujitsu and Bechtle implemented a server/storage architecture on the basis of PRIMEFLEX for Microsoft Storage Spaces Direct.

At a glance
Country: Germany
Industry: Civil engineering
Founded: 1962
Website: www.harner.com

Challenge
At its Karlsruhe (Germany) head office, Harner Ingenieure operates a classic server/storage infrastructure. Since it could no longer be maintained, it was to be modernized and expanded after seven years in operation.

Solution
Working closely with its partner Bechtle, Fujitsu implemented a high-performance and stable IT architecture on the basis of a Microsoft Storage Spaces Direct hyper-converged cluster under Windows Server 2016. In addition, various certified hardware components from Fujitsu were used.

Benefits

- Modern, future- and scalable hyper-convergent infrastructure
- Optimum price-performance ratio
- Risk minimization through transparent billing
- Stable technical basis for business expansion due to increased capacity and performance
- Reduced pressure on own IT staff through comprehensive service agreements

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Pete Lien & Sons deployed a Fujitsu hyper-converged server/storage cluster, increasing performance by 50 percent, with scalability enabling future growth.

At a glance
Country: United States
Industry: Mining
Founded: 1966
Website: petelien.com

Challenge
Pete Lien & Sons' existing storage and server cluster had been in place for five years and was reaching end of life. Performance was suffering and it was going to fail. The company wanted to find an affordable solution that could scale with the company.

Solution
Pete Lien & Sons worked with Fujitsu partner Caldera IT Technology to configure four FUJITSU Server PRIMEFLEX 102542 with Hybrid 1TB 220 mm SATA and no additional L2 cache drives as a hyper-converged cluster. This runs Windows Server 2016 with Storage Spaces Direct, which provides scalable, software-defined resources.

Benefits

- Application performance has increased by 50 percent, enabling users to be more productive
- Less administration required, freeing up internal resources
- Significant reduction in the time needed to generate critical reports
- Future proofed solution can easily scale up by adding resources as when required
- Zero incidents required since installation

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Read full case study > Read full case study > Read full case study > Read full case study >

Traditional Converged Infrastructure (CI) with external storage

- 2-node HCI consolidating server and storage infrastructure on standard x86 servers allows for potential savings on hardware expenses by up to 50%, data center footprint by up to 43% and power by up to 45%. And fewer systems to manage means less staff resources to maintain.

Other HCI software vendors (i. e. VMware vSAN)


- The Windows Server 2016 Data Center license already includes server virtualization (Hyper-V) and storage virtualization (Storage Spaces Direct). At VMware, all this requires extra licensing.

Other Microsoft Storage Spaces Direct partners

- Differentiation is basically the underlying server hardware (please see [PRIMERGY value proposition](#))

Available assets

- Sales enablement
 - [Winners Card](#)
- Awareness creation
 - [Social media copybook](#)
 - [Web banners](#)
 - [Blog: Making HCI affordable](#)
- Lead generation
 - [Newsletter template](#)
- Conversation starters
 - [Call script](#)
 - [End customer flyer \(MTB\)](#)
- For further information on higher-scalable Fujitsu Microsoft HCI solutions see
 - PRIMEFLEX for Microsoft Storage Spaces Direct [partner and sales portal](#) or the [internet](#)



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