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

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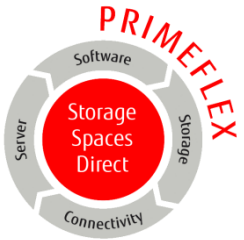
Introducing FUJITSU Integrated System PRIMEFLEX for Microsoft Storage Spaces Direct: 2-node Microsoft HCI bundle

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

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Extend your Microsoft HCI business

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

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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

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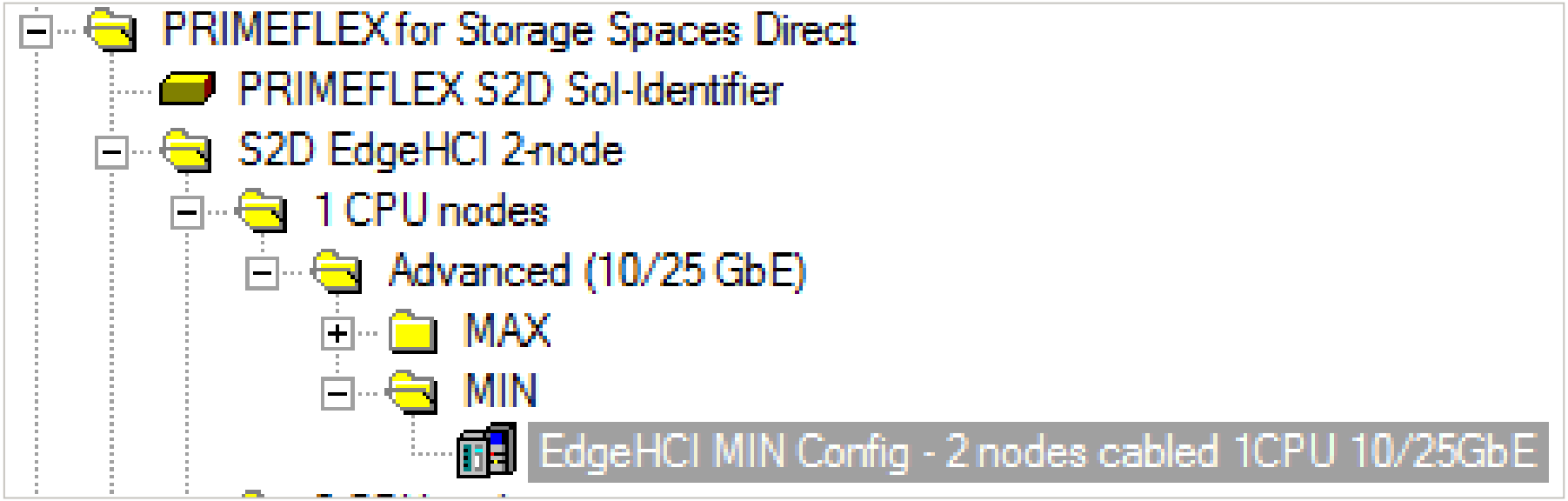
Enjoy easy configuration



Check out the Fujitsu System Architect to get all details

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6 reasons to invest in 2-node Microsoft HCI

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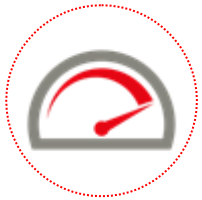
Increase business continuity

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

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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

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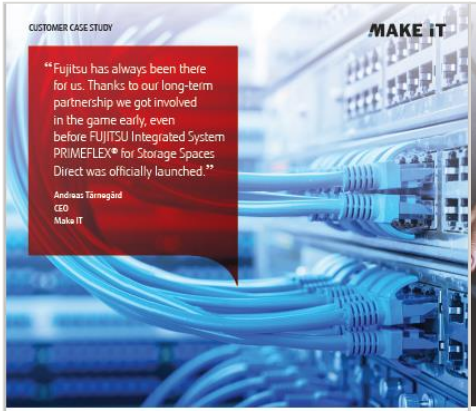
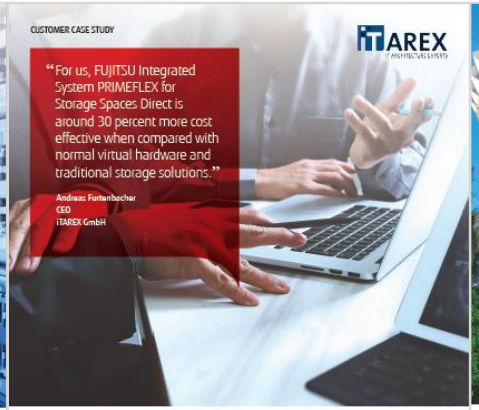
Public Case Studies



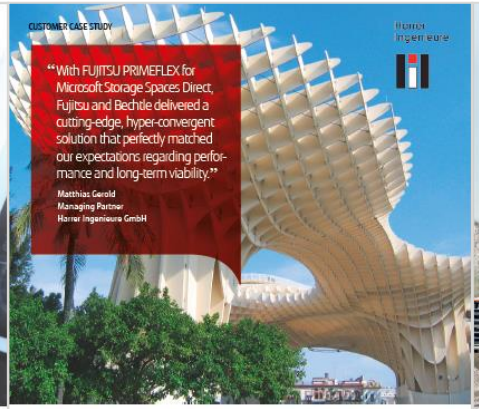
FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct, puts Make IT on the cutting edge, lowering costs and simplifying management.

[Read full case study](#)



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

[Read full case study](#)



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

[Read full case study](#)

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

[Read full case study](#)

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Fujitsu 2-node Microsoft HCI vs. other approaches

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)

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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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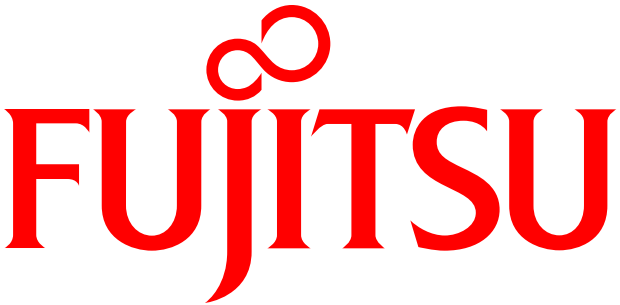

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