

Winner's Card

Fujitsu 2-node Microsoft HCI bundle – HCI for less than 20K Euro

What is the Fujitsu offering?

With the 2-node Microsoft HCI bundle, Fujitsu delivers a cost-efficient, high-available and easy to operate hyper-converged IT infrastructure (HCI) that's specifically designed to meet the needs of small-to-medium sized businesses, remote/branch offices and edge computing environments. It is based on FUJITSU Integrated System PRIMEFLEX for Microsoft Storage Spaces Direct, an integrated system that includes all the hardware and software to simplify deployment of a Microsoft-based Hyper-Converged Infrastructure (HCI). It leverages high performance, energy-efficient Fujitsu PRIMERGY standard x86 servers and Microsoft Hyper-V and Storage Spaces Direct, the software-defined server and storage technology integrated in Windows Server® 2016.

Which topics should be discussed?

- Costs of operating traditional converged infrastructure with external storage systems?
- Plans to introduce a hyper-converged infrastructure to consolidate server and storage?
- Internal available experts to deploy a hyper-converged IT?

What are the key differentiators against our competition?

Traditional converged infrastructure (CI) with external storage

- 2-node HCI consolidates server and storage infrastructure on standard x86 servers with 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 licence already includes server virtualization (Hyper-V) and storage virtualization (Storage Spaces Direct). At VMware, all this requires extra licencing.

Other Microsoft Storage Spaces Direct partners

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

Did you know...?

- Storage Spaces Direct is integrated in Windows Server 2016 Data Center Edition for free
- Fujitsu provides a special infrastructure solution support with single point of contact for the complete hardware and software stack based on the [SolutionPack](#) offering

What customer challenges does it solve?

- High CAPEX and OPEX for traditional converged infrastructure including external storage arrays
- Lack of IT staff to design, build, run and maintain a complex IT infrastructure

What is the offering designed for?

- The cost-optimized design allows to offer a HCI solution for an end user price of under 20K Euro
- The 2-node configuration is capable of serving up to 30 general purpose VMs or up to 60 VDI VMs
- Therefore the major target group for the 2-node Microsoft HCI bundle are small-to-medium businesses, businesses with remote office/branch office deployments or edge computing environments
- Main use cases are general purpose server virtualization and to so some extend virtual desktop infrastructures

What did other customers experience?

Currently available public case studies on PRIMEFLEX for Microsoft Storage Spaces Direct projects:

- [Make IT \(Sweden\) - IT service provider](#)
- [Itarex \(Austria\) - IT service provider](#)
- [Pete Lien & Sons \(US\) - Mining](#)

Where can I find more information?

<https://partners.ts.fujitsu.com/com/products/sol/infra/Pages/PF4StorageSpaces.aspx>

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