

FUJITSU Workstation CELSIUS Long Lifecycle Workstations



At Fujitsu, we know what challenges IT managers, purchasers and decision makers can be confronted with. Business requirements seek for continuity and predictability, especially during transformation requirements driven by digitalization processes.

Challenges

At Fujitsu, we know what challenges IT managers, purchasers and decision makers can be confronted with:

- On the one side, IT infrastructures need to be up-to-date to fulfill all daily tasks in the desired time with high performance and reliability requiring constant upgrade and replacement of older systems.
- On the other side, applications as well as certain business requirements seek continuity in terms of hardware and firmware platform to operate smoothly on a stable platform and reduce qualification and certification efforts.

To best support our customers with these challenges, Fujitsu is offering “long lifecycle products” within the FUJITSU Workstation CELSIUS portfolio.

CUSTOMER AND INDUSTRY SOLUTION

There are specific customers as well as industries that benefit from long lifecycle products:

Customers and partners:

- Large Enterprises
- System integrators
- Partners – channel partners and resellers

Industries:

- Public Sector
- Security and surveillance
- Healthcare
- Telecommunication
- Energy

DEFINITION OF PRODUCT LIFECYCLE AND LONG LIFECYCLE

Product life cycle is defined as the life expectancy of a product – from the time of availability until the end-of-life and last shipment to customers. The length of the product life cycle varies based on industry and product, and is basically a result of phase-in and phase-out of successor products which are based on new technologies. The standard lifecycle for workstations varies between 15 to 30 months.

Qualifying new hardware can sometimes be an obstacle to purchase new systems and there are various reasons for customers as well as partners requesting longer lifecycles than usual:

- Software requires certain components – component stability is essential to keep the software stable
- Operating system or hardware component that might not be supported by the existing software or IT environment in the future
- Long-lasting roll-outs in both, public and private institutions
- Fixed shopping baskets
- Certain SLA agreements
- OEM business with lifecycle exceeding five years

For these reasons, Fujitsu offers selected desktop workstation models as a long lifecycle version with a guaranteed minimum availability of 36 months per standard in the roadmap.

COMPONENTS

Processors: Pre-selection of processors based on Intel's embedded processor roadmap.

Systemboard:

- Fujitsu puts special emphasis on highest product quality, long-term availability and direct technical support by the manufacturer. Our Systemboards reliably work in thin clients, desktops, workstations, servers and complete system solutions for industrial customers.
- A systemboard and its components are designed for higher MTBF rates (mean time between failure) and 24/7 usage. Therefore, only high-end components are used for workstation systemboards like for instance long lifecycle caps.

Workstation products are designed with an intelligent thermal management solution to ensure that all components stay as cool as possible and thus prolong the life of the system.

BENEFITS

By offering Long Lifecycle products, Fujitsu provides predictability, flexibility and transparency – in the same way as for any other product on the roadmap.

- Standard product planning and supply
- Lifecycle closer to customer requirements and needs
- Minimize support costs
- Confidence in investment at no financial risk
- Spare part availability extension: starts after the EOL of a Long Lifecycle product
- No certification rework at the customer/partner
- No integration costs at the customer/partner
- No separate project stock
- Production – Made in Europe

WHY FUJITSU?

Fujitsu is the only IT vendor in control of almost the entire value chain:

- Product Development (HW design)
- Product Management
- Supply Chain & Quality
- Production
- Support (3rd line)
- Made4You – customizing on customer specific requests
- Spare parts

Fujitsu is the only IT Corporation that manufactures in Europe. Excellent engineering meets the highest quality standards that Germany and Japan can deliver. Computers, servers, storage systems and mainboards are the primary products produced. As all desktop workstations are still manufactured in Europe, Fujitsu can guarantee on the minimum committed lifecycle of 36 months.

PRE-DEFINED LONG LIFECYCE PRODUCTS:

Fujitsu offers one long lifecycle products in the desktop category. The minimum availability of this product is guaranteed for a minimum of 36 months. Spare part availability will be granted for 5 years after the end of the lifecycle.

Long Lifecycle Products	
■ CELSIUS W550power Long Lifecycle	*available since Nov 13, 2015
■ CELSIUS W5010/L	*available from November 05, 2020

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