

# Cloud Strong

Where business and technology come together



Deploy in hours,  
scale in minutes with  
a blended ecosystem  
approach to cloud

**Fujitsu's partnership with VMware and AWS gives organizations rapid results from cloud migration, says Paul Kember, Head of Global Strategic Alliances for EMEIA.**

In March 2020, the Center for Telecommunications and Information Technology (CTTI) in Catalonia had a problem. The COVID-19 pandemic was escalating, the region's healthcare services were struggling to cope and CTTI needed to move up to 40,000 healthcare professionals to remote working. And they needed to do it fast.

That was where Fujitsu came in. Working alongside CTTI, we created a remote working solution for tens of thousands of healthcare workers, making critical applications available to them from home and ensuring the security of patient digital health records. We used VMware Horizon to manage virtual desktops and applications, and by hosting VMware Cloud on AWS, we were able to protect and scale CTTI's applications in a fast-changing environment. Because we had the right partners, we had a solution in place in just 72 hours.

The future will be defined by innovation through ecosystems such as these. That's the conclusion of a year-long project by leading market research company Forrester. In a world where companies can tap into thousands of services over the cloud, the real value comes from harnessing an approach that's continuous, multidimensional and collaborative, using a blend of services and assets to create bespoke solutions<sup>1</sup>.

shaping tomorrow with you

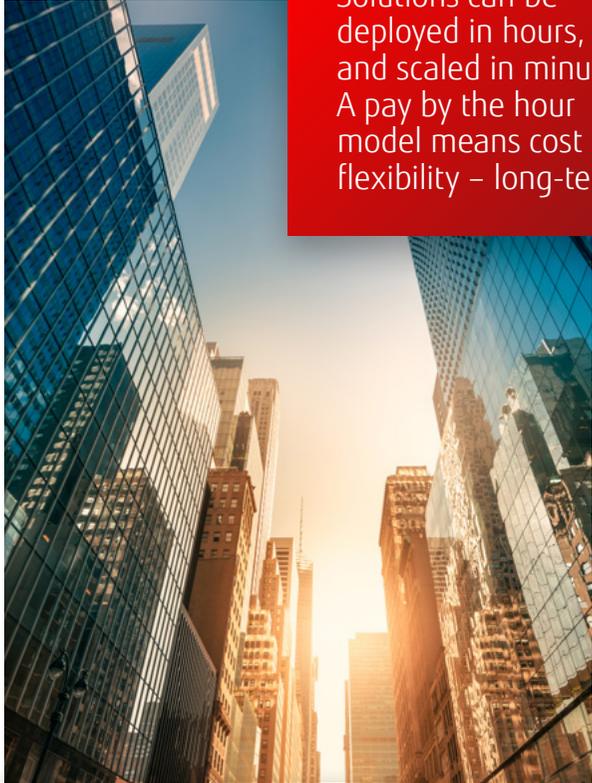
1. [https://go.forrester.com/blogs/the-future-of-services-is-value-orchestration/?utm\\_source=forbes&utm\\_medium=pr&utm\\_campaign=cio20](https://go.forrester.com/blogs/the-future-of-services-is-value-orchestration/?utm_source=forbes&utm_medium=pr&utm_campaign=cio20)

As a leader in Gartner's 2020 Magic Quadrant for data center outsourcing and hybrid infrastructure managed services in Europe, Fujitsu has embraced this collaborative ecosystem approach to cloud migration. By working in tandem with VMware and AWS, we're able to innovate at pace with clients like CTTI.

We start by working closely with stakeholders across the organization to identify the priorities, objectives and business benefits for cloud migration. It can be an intricate process that requires significant analysis and expertise. The organizations we work with are complex: they have extensive legacy systems that require a flexible, customer-centric solution. While the CTTI project is a fine example of rapid transformation, often it's more suitable to start smaller – prove the technology works and can deliver in terms of speed, lower cost and more agility, before expanding into other areas.

VMware Cloud on AWS Touchdown is Fujitsu's managed service for cloud migrations with minimal disruption. It allows customer workloads to be moved without shutting them down. It provides disaster recovery with no need for a dedicated facility, and the ability to scale up the data center to support business demand. Applications can be modernized easily, and the public cloud characteristics mean solutions can be deployed in hours, and scaled in minutes. A pay by the hour model means cost flexibility – long-term.

On the face of it, involving so many different parties may be seen as complicating what is already a complex process. But C-suite executives are busy managing their existing businesses, delivering on targets and responding to difficult trading conditions. Working with a partner like Fujitsu, backed by technology from VMware and a world-leading public cloud from AWS, simplifies everything. It guides leaders to the right solution for their business – now and for the future.



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Discover more about the Center for Telecommunications and Information Technology here >