

## Fujitsu Siemens Computers and EMC Deliver Fundamental Building Block for Enterprise SOA from SAP

### New FlexFrame™ for *mySAP™ Business Suite* version 4.0 supports EMC networked storage systems and software

**Munich and Hopkinton, Mass. – December 4, 2006** – Fujitsu Siemens Computers and EMC Corporation today announced integration of EMC networked storage systems and software with the next generation of Fujitsu Siemens Computers' FlexFrame™ for *mySAP™ Business Suite*. Aimed at reducing total cost of ownership of IT for enterprises, FlexFrame™ for *mySAP™ Business Suite* version 4.0 gives customers improved information management and protection while and delivering an adaptable and flexible computing infrastructure. FlexFrame is a cost-effective means for running Enterprise Service-Oriented Architecture (SOA) from SAP, with SAP NetWeaver as a technical foundation.

"We have worked closely with Fujitsu Siemens Computers on this integration initiative" said Chuck Hollis, EMC, Vice President of Technology Alliances. "The combined strengths of Fujitsu Siemens Computers' advanced FlexFrame server technology and EMC networked storage and software technology means that SAP customers now have a superior choice to deliver higher levels of performance, flexibility and availability."

FlexFrame is central to Fujitsu Siemens Computers' Dynamic Data Centre (DDC) strategy, enabling organisations to lower overheads and address the rising costs of maintaining existing IT infrastructure. It delivers unprecedented agility for greater business efficiency while reducing the financial burden on large enterprises running Enterprise SOA technology from existing SAP applications on UNIX or Linux. Developed in conjunction with SAP, FlexFrame for *mySAP Business Suite* improves the availability and support of SAP applications, providing the optimal basis for Enterprise SOA.

Bernd Kosch, Vice President Alliances, Fujitsu Siemens Computers, said, "Staying ahead of the competition is the key to commercial success for many businesses today. FlexFrame is designed to accelerate the development and exploitation of new business opportunities in response to changing market conditions to give companies this edge. By working closely with EMC, we are providing FlexFrame for *mySAP Business Suite* customers with new storage networking capabilities and benefits. This effort with EMC further supports our core strategy around the Dynamic Data Centre to provide enterprises with stress-free IT operations."

The addition of EMC technology to Fujitsu Siemens Computers' FlexFrame storage line-up is part of the company's strategy to identify the most popular solutions for the data centre and

ensure they are supported. EMC and Fujitsu Siemens Computers have an extensive reseller, OEM and services relationship that began 1997.

### **Adaptive Computing**

The Adaptive Computing concept is focused on making installations more simple, flexible and economical. In applying this concept to everyday technology, the Fujitsu Siemens Computers-SAP partnership has developed a reputation for innovation. FlexFrame harnesses the Adaptive Computing infrastructure and SAP NetWeaver applications to deliver a seamless model for the deployment and support of business processes.

Encompassing the four building blocks within the data centre – storage, computing, network and control – FlexFrame outperforms its rivals in two ways: delivering unmatched high availability; and boosting the performance of applications in minutes rather than weeks. Consequently, the FlexFrame for *mySAP Business Suite* is widely recognised as the most successful service-oriented infrastructure solution for SAP's Adaptive Computing.

FlexFrame for *mySAP Business Suite* version 4.0 will strengthen the bond between the Adaptive Computing Controller (ACC), which is part of SAP NetWeaver, at the infrastructure level and the combination of the ACC and FlexFrame at the virtualisation layer. In embracing virtualisation as the key to the agile enterprise, FlexFrame will support the evolution of Enterprise SOA with SAP for fast and risk-free implementation.

FlexFrame for *mySAP Business Suite* supports the business growth strategies of over 100 customers worldwide. By consolidating and maximising IT resources in the data centre, it usually takes less than 20 months to pay off an investment in FlexFrame. Customers include automobile component supplier Hella, Amer Sports Group and the delivery and logistics group TPG.

### **Dynamic Data Centre**

Less than 10 percent of IT organisations use server pooling and dynamic provisioning in their operations, according to figures from Accenture CIO Research 2005. Fujitsu Siemens Computers Dynamic Data Centre concept seeks to address this by enabling enterprises to create new options for optimising their IT and liberating resources that can be reallocated more usefully to other tasks. The solutions are all pre-integrated and pre-tested to ensure proof-of-concept, low-risk installations for end-users.

### **Availability**

FlexFrame for *mySAP Business Suite* will enter pilot production in February 2007 and full production in May.

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### **About EMC**

EMC Corporation is the world leader in products, services and solutions for information management and storage that help organizations extract the maximum value from their information, at the lowest total cost, across every point in the information lifecycle. Information about EMC's products and services can be found at [www.EMC.com](http://www.EMC.com)

### **About Fujitsu Siemens Computers**

Fujitsu Siemens Computers is the leading European IT provider with a strategic focus on next-generation Mobility and Dynamic Data Center products, services and solutions. With a platform and services portfolio of exceptional depth, our offering extends from handhelds through desktops to enterprise-class IT infrastructure solutions and services offerings. Fujitsu Siemens Computers has a presence in all key markets across Europe, the Middle East

and Africa, with the services division extending coverage up to 170 countries worldwide. Leveraging the strengths, innovation and global reach of our joint shareholders, Fujitsu Limited and Siemens AG, we make sure we meet the needs of customers: large corporations, small and medium enterprises and private users. To meet international standards for corporate social responsibility, Fujitsu Siemens Computers is a member of the United Nations Global Compact.

For further information about Fujitsu Siemens Computers, please visit: [www.fujitsu-siemens.com](http://www.fujitsu-siemens.com)

### **About the Dynamic Data Center**

The Dynamic Data Center (DDC) is a concept for a new-generation hardware and software architecture that focuses on end-user services and service level agreements (SLAs) which enables on-demand computing to become a reality. With the DDC Fujitsu Siemens Computers enables companies to move from system-related tier-IT structures into service-oriented architectures. This means for example that computers and database resources can be dynamically aligned to applications and the result is increased flexibility and reliability, as well as considerable improvement in the cost-effectiveness of the IT infrastructure.

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This release contains "forward-looking statements" as defined under U.S. Federal Securities Laws. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including but not limited to: (i) adverse changes in general economic or market conditions; (ii) delays or reductions in information technology spending; (iii) risks associated with acquisitions and investments, including the challenges and costs of integration, restructuring and achieving anticipated synergies; (iv) competitive factors, including but not limited to pricing pressures and new product introductions; (v) the relative and varying rates of product price and component cost declines and the volume and mixture of product and services revenues; (vi) component and product quality and availability; (vii) the transition to new products, the uncertainty of customer acceptance of new product offerings and rapid technological and market change; (viii) insufficient, excess or obsolete inventory; (ix) war or acts of terrorism; (x) the ability to attract and retain highly qualified employees; (xi) fluctuating currency exchange rates; and (xii) other one-time events and other important factors disclosed previously and from time to time in EMC's filings with the U.S. Securities and Exchange Commission. EMC disclaims any obligation to update any such forward-looking statements after the date of this release.

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