

Fujitsu PRIMERGY Servers

RELIABILITY – PERFORMANCE – EFFICIENCY



The Fujitsu PRIMERGY portfolio is a range of industry standard x86 servers that re-define the levels of reliability, performance and energy efficiency that organisations can expect from their IT infrastructure.

Trusted by some of the UK's largest organisations, Fujitsu PRIMERGY servers can deliver maximum cost-effectiveness, flexibility and performance within your customers' IT environment, helping them to address the do-more-with-less challenge.

Fujitsu PRIMERGY servers also excel in energy efficiency, virtualisation features and sophisticated system management functions. Put simply, Fujitsu PRIMERGY servers are the best-in-class choice for your customers' IT requirements.

At a Glance

- Full range of industry standard x86 servers
- The fastest and most energy efficient benchmarked x86 servers on the market
- All servers are manufactured, tested and shipped from Europe
- Excellent margin retention on all models
- Japanese innovation with German build quality
- Maximum reliability across the entire range with availability rates of up to 99.995%
- Energy efficiency embedded within the design through Fujitsu Cool-safe™, innovative cooling technology

Features	Benefits
Comprehensive range of models	Able to cover all requirements, from a single application server through to an enterprise-level solution
Optimised for virtual environments	Maximise flexibility and improve the agility of a virtual environment; optimise consolidation ratios
Un-surpassed reliability	Maintain and assure business continuity with a more reliable quality of service
Energy efficient by design	Reduce operating costs and lower the carbon footprint through Cool-safe™ design
Industry leading performance	Increase business productivity and efficiency by running applications faster and more intensively
Easy-to-use management system	Lower the TCO through more effective pooling and sharing across the IT stack

Fujitsu PRIMERGY Servers

The Fujitsu PRIMERGY portfolio offers the full spectrum of x86 server capabilities. These range from simple, affordable micro servers to high-performance, enterprise-class rack and blade servers.

Fujitsu PRIMERGY	Description	Models	Typical Market	Ideal Substitute For
Micro Servers	Uncomplicated, reliable and affordable	MX130	SMB	HP Proliant Micro Server
Tower Servers	Energy efficient, rock-solid, with record breaking performance	TX100, TX120, TX140, TX150, TX200, TX300	SMB, distributed enterprise	HP Proliant ML Series DELL T Series
Rack Servers	Energy efficient, reliability and optimised for virtualisation	RX100, RX200, RX300, RX600, RX900	Enterprise data centre, SMB	HP Proliant DL Series DELL R Series
Blade Servers	Performance, increased agility, major cost reduction and space saving	BX400, BX900	Enterprise data centre, SMB with focus on density	HP Blade System DELL M Series
Cloud Servers	Performance, economical and designed for the cloud, grid and HPC	CX1000	Enterprise with focus on density	HP Rack 10000

Fujitsu SELECT Partner Programme

Fujitsu want to make it as easy as possible for channel partners to engage, enable and grow their Fujitsu server business. That's why the Fujitsu SELECT Partner programme has been designed to deliver real value and profitability in a straightforward way.

As a Fujitsu SELECT partner you'll enjoy the benefits of:-

- 6% discount as standard for all Fujitsu Select partners on Fujitsu PRIMERGY servers
- Additional rebates available to all partners
- Partner NFR agreements available for all products
- Demonstration equipment available to all partners
- A simple, points based accreditation scheme



Arrow ECS – Delivering Value to Fujitsu Partners

As the UK's leading specialist IT distributor, Arrow ECS is dedicated to providing our partners with the necessary support and skills to compete effectively and maximise the Fujitsu opportunity.

Our value add includes:-

- **Quote and Configuration team** – Delivering the right information, first time, every time
- **4 Hour Quote SLA** – Keeping you competitive in a competitive marketplace
- **Fujitsu Business Development** – Working in partnership to develop your Fujitsu business
- **Pre Sales Support** – Bringing all the technical elements together
- **Marketing Support** – Helping you to take the Fujitsu message and generate business from your customers

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