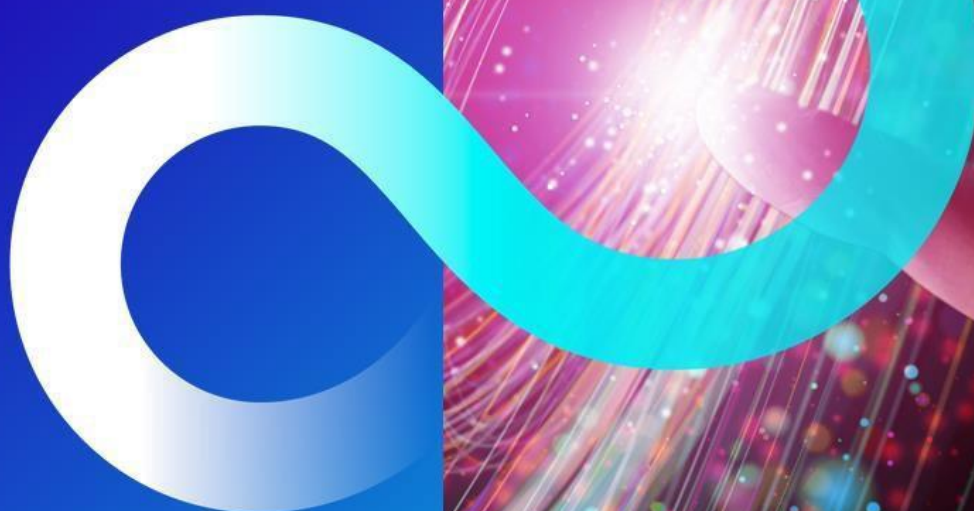


Service Definition

Microsoft Azure & Modern Data Services



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Harness your data's power with Fujitsu and Microsoft Azure's modern data services. 3

Fujitsu builds robust, scalable platforms, leveraging comprehensive Azure capabilities for mass data ingestion, unified analytics and advanced machine learning. Our core offering centers on Microsoft Fabric, an all-in-one analytics solution unifying data movement, science, real-time analytics and BI within a single, simplified SaaS product; significantly accelerating insights and collaboration. 3

As a recognised global IT leader and strategic Microsoft partner, Fujitsu delivers complex, transformative data solutions built on Azure services. We leverage Microsoft Fabric as the central component, alongside Azure Data Factory and Azure Databricks, to unify our customers data and analytics workloads. Crucially, these implementations are underpinned by Microsoft Purview, establishing comprehensive data governance, security and a unified data map for all valuable assets. 3

Our UK-based teams, supported by global offshore capability and multi-disciplined experts, integrate Agile, Waterfall and DevOps methodologies for efficient deployment and continuous value. We are recognised for our deep technical expertise and proven capability in orchestrating large-scale, data-driven digital transformations, that yield maximum strategic and operational value for our clients. 3

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Microsoft Azure & Modern Data Services Overview

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- Microsoft Solutions Partner for Data & AI (Azure)
- 2025/2026 Inner Circle for Microsoft AI Business Solutions
- Microsoft Solutions Partner for Business Applications
- Low Code Application Development Specialisation
- Microsoft Solutions Partner for Digital & App Innovation (Azure)
- Copilot Specialisation
- ISG Industry Leader in Power Platform, Dynamics 365, M365 and Azure Managed Services

Features

- Bespoke solution design, aligned to your specific business goals (Fabric, Azure Data Factory, Databricks).
- End-to-end Microsoft Fabric delivery: discovery through to deployment and empowerment.
- Agile/DevOps delivery methodologies accelerate time to valuable insight.
- Implementation of unified/real-time analytics, data engineering and BI workloads.
- Deployment of Fabric OneLake, unified data lake, to remove silos.
- Seamless integration with existing Microsoft and third-party systems.
- Secure, governed architecture with Microsoft Purview for optimal compliance.
- Optimise performance and manage costs, with ongoing support and road-mapping.
- Automation via Fujitsu's CLI scripts for scalable, secure Fabric implementation.
- Fujitsu's bespoke Fabric Lakehouse Accelerator delivers, medallion-architecture solutions at pace.

Benefits

- Microsoft Solutions Partner for Data & AI (Azure).
- Achieve robust data solutions, guided by our proven enterprise expertise.
- Access to multi-disciplined, experienced, BPSS-cleared (SC eligible) resources.
- Benefit from UK-based delivery, backed by global offshore capability.
- Receive holistic solutions from deep data, integration, security, AI expertise.
- Fabric simplifies your data analytics: Fujitsu ensures a powerful platform.
- Assured data protection: enhanced security, governance and compliance.
- Attain scalable, future-proof architectures, evolving with your growth.
- Achieve sustained value through ongoing optimisation and strategic guidance.
- Empower your people with Fujitsu, via Fabric Analyst in-a-day workshops – delivered on behalf of Microsoft, as a trusted partner.

Service Delivery Approach

Fujitsu's delivery approach follows a flexible delivery model that is purposefully tailorable to meet diverse customer needs.

Phase 1: Strategic Discovery and Requirements Engineering

Our engagement begins with a comprehensive discovery phase, focusing on deeply understanding our client's business landscape, strategic imperatives and existing infrastructure. This critical initial step ensures that the subsequent technical solution directly addresses core challenges and capitalises on opportunities.

- **Business objective alignment:** Meticulously defining the specific business goals, desired outcomes and key performance indicators (KPIs) that the data solution aims to achieve.
- **Current state assessment:** A thorough audit of existing data sources, architectures, data quality, governance practices and operational processes.
- **Needs analysis:** Identifying data volume, throughput, types and veracity requirements, alongside anticipated user / groups and analytical use cases (e.g., descriptive, diagnostic, predictive, prescriptive analytics).
 - When considering the scope and scale of different data workloads, we will evaluate the benefits of a unified platform like Microsoft Fabric to simplify architecture and operations.
- **Risk and compliance review:** Understanding regulatory requirements, data residency needs, security policies and potential ethical considerations surrounding data usage.

Phase 2: Solution Architecture and Technical Design

Following a clear understanding of requirements, Fujitsu's architects design a future-proof, scalable and secure data platform leveraging the optimal Azure services. This phase involves both conceptual and detailed technical blueprints.

- **Cloud-native architecture:** Designing highly available and scalable architectures that fully embrace the elasticity and managed services of Azure.
- **Azure service selection:** Strategically choosing and combining modern data services including:
 - **Microsoft Fabric:** A comprehensive, all-in-one analytics solution covering data engineering, warehousing, real-time analytics, data science and business intelligence. Fabric simplifies your data estate by unifying critical workloads.
 - **Data ingestion & storage:** Leveraging Azure services like Data Factory, Event Hubs and Data Lake Storage Gen2 for scalable, cost-effective data capture and storage.
 - **Advanced processing & AI/ML:** Utilising Azure Databricks, Azure Machine Learning and Fabric's integrated capabilities for powerful data transformation, advanced analytics and AI/ML model development.
 - Fujitsu also leverages Fabric IQ to intelligently prepare, enhance and streamline data specifically for AI systems, ensuring optimal quality for stringent model training.
 - **Data governance & management:** Anchoring all solutions with Azure Purview for robust data discovery, classification, lineage tracking and comprehensive management.
 - **Analytics & visualisation:** Implementing Power BI, natively integrated within Fabric, for interactive dashboards and reporting, ensuring data is transformed into actionable insights.
- **Non-functional requirements:** Designing for stringent security (Azure AD, network security, encryption), resilience, disaster recovery, performance optimisation and cost governance from inception.
- **Proof of Concept (PoC) / Minimum Viable Product (MVP):** Where appropriate, developing focused PoCs to validate critical technical assumptions or MVPs to demonstrate early business value and gather user feedback. This often includes demonstrating the rapid insights achievable through Microsoft Fabric's integrated experiences.

Phase 3: Agile Development and Implementation

Fujitsu employs Agile and DevOps methodologies to ensure rapid, iterative development and the continuous delivery of solutions. Our implementation approach prioritises automation, quality and collaboration.

- Methodology: Utilising Agile frameworks (Scrum, Kanban) for iterative development cycles and leveraging DevOps practices for seamless integration, testing and deployment.
- Infrastructure as Code (IaC): Automating the provisioning and configuration of Azure resources using tools like Azure Resource Manager (ARM) templates, Bicep, or Terraform to ensure consistency, repeatability and version control.
- Continuous Integration/Continuous Deployment (CI/CD): Implementing robust CI/CD pipelines using Azure DevOps or GitHub Actions to automate code builds, testing and deployment, minimising manual errors and accelerating time-to-market.
- Data pipeline development: Building robust ETL/ELT-pipelines for data ingestion, transformation and loading into the curated data layers, ensuring data quality and integrity. This includes leveraging Microsoft Fabric's Data Factory and Data Engineering experiences.
- Security by design: Implementing identity and access management, data encryption (at rest and in transit), network security groups and compliance controls throughout the development lifecycle.
- Data governance integration: Configuring Azure Purview to automate data cataloguing, apply sensitive data classifications, enforce data policies and provide end-to-end data lineage across all data assets, including those within Microsoft Fabric.

Phase 4: Testing, Deployment and Operationalisation

Rigorous-quality assurance, seamless deployment and efficient operational handover are paramount to the success of any data solution.

- Rigorous testing: Conducting comprehensive testing across multiple stages: unit testing, integration testing, performance testing, security testing and user acceptance testing (UAT) to ensure the solution meets all functional and non-functional requirements.
- Phased deployment strategies: Implementing resilient deployment strategies, often utilising blue/green deployments or canary releases, to minimise downtime and mitigate risks.
- Monitoring and alerting: Configuring Azure Monitor, Azure Log Analytics and Azure Application Insights to provide real-time insights into solution health, performance and cost, with automated alerts for anomalies.
- Documentation and training: Providing comprehensive technical documentation, user guides and training sessions to facilitate a smooth handover to client operational teams and empower end-users.

Phase 5: Managed Services and Continuous Optimisation

Our commitment extends beyond initial deployment. Fujitsu offers ongoing support, managed services and continuous optimisation to ensure the data platform adapts to evolving business needs and maximises long-term value.

- Proactive monitoring and maintenance: Continuous oversight of the data platform's performance, security and cost efficiency, with proactive maintenance and patching.
- Performance tuning and cost optimisation: Regular reviews and adjustments to optimise query performance, resource utilisation and Azure spend, leveraging cost management tools and best practices.
- Feature enhancements and innovation: Collaborating with clients to identify new opportunities, integrate emergent Azure capabilities and evolve the solution to support expanding analytical requirements and business growth, continuously leveraging the latest releases from Microsoft

By combining Fujitsu's strategic insights, engineering excellence and deep expertise in Azure and modern data services, we empower organisations to transform their data into a strategic asset, driving unparalleled business intelligence and nurturing a culture of innovation.

Service Deliverables

Deliverables will vary depending on the challenges and anticipated business objectives of each client. Example deliverables can be found below:

- High-Level Design (HLD) & Low-Level Design (LLD): Detailed blueprints for the Azure data platform, including chosen services, integration patterns and data flow. This will explicitly cover the role and configuration of Microsoft Fabric components, such as Data Warehouses, Lakehouses, Notebooks, KQL Databases and Data Pipelines, alongside other Azure services.
- Azure service selection & rationale: Justification and configuration specifics for services like ADLS Gen2, Azure Synapse, Databricks, Data Factory, Power BI and detailed rationale for the inclusion and specific use cases of Microsoft Fabric. This will articulate how Fabric unifies various data workloads and streamlines the analytics architecture.
- Security architecture document: Comprehensive plan for identity, access management, data encryption and network security within the Azure environment, addressing security configurations and best practices.
- Data governance framework Design: Blueprint for data quality, ownership, classification and policies, including Azure Purview integration strategy across all data assets.
- Logical and physical data models: Detailed data structures for the implemented solution, including those proposed for Lakehouses, Warehouses and other data stores within Microsoft Fabric.
- Cloud cost estimation & optimisation plan: A granular cost breakdown and strategy for managing Azure consumption, with Microsoft Fabric capacity planning and optimisation strategies to manage compute and storage costs effectively.
- Project plan & detailed roadmap: The refined plan outlining implementation phases, timelines and resource allocation.
- Proof of Concept (PoC) / Minimum Viable Product (MVP) Report: Validation of key technical assumptions or early functional demonstrations, where applicable.
- Enablement and empowerment via Fabric Analyst in-a-day workshops, delivered by Fujitsu as a trusted partner on behalf of Microsoft.

About Fujitsu

As one of the world's leading IT companies, Fujitsu is at the forefront of pioneering technology in the UK since we made our initial investment over 40 years ago. As a key strategic partner we deliver essential services, from our secure hybrid IT which underpins critical national infrastructure to our investment in emerging technologies to boost national capability. Drawing on our Japanese technology expertise we provide bespoke digital transformation solutions. This unrivalled expertise has allowed us to specialise in emerging focus areas; Hybrid IT, AI & RPA, Data analytics, Agile application development/transformation and Security. Together, we offer a full package of solutions to support the UK as a long-term industry supplier.

We believe in realising the significant alignment between the UK and Japan in emerging technologies and in creating a UK-Japan 'Innovation Bridge' to support the UK's science and technology superpower objectives. We are committed to investment in UK skills and research and development, driving customer outcomes and promoting social value. We employ 124,000 people around the globe, including around 8,000 people across the UK, promoting diversity and inclusion as a DWP Disability Confident Leader. We are recognised as a Times Top 50 employer for Women since 2017, a Stonewall Top 100 Employer for 2023 and were awarded an EcoVadis Silver Rating, the world's largest provider for sustainability ratings.

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