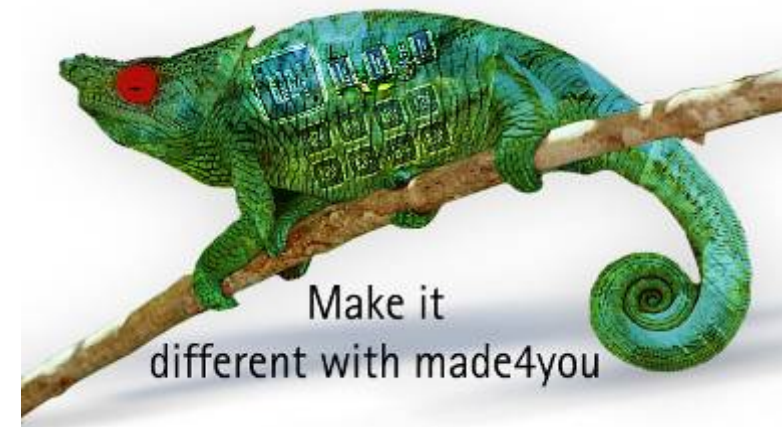


Tailor-made products to meet our customers individual requirements

made4you guide



Each company and each business has unique demands to its IT infrastructure.



Fujitsu Siemens Computers customizes LIFEBOOK and ESPRIMO Mobile professional notebooks, FUTRO thin clients, ESPRIMO professional PCs, CELSIUS workstations, ECONEL and PRIMERGY industry standard servers to individual customer demands.



The customer has the freedom of choice in getting systems which perfectly fit in his specific environment.



Benefits at a glance:

- One contact over the entire project - from planning to delivery
- Customers get the configuration which fits exactly to his demands
- The specific system receives an own order code to simplify the order process
- Highest product continuity and lifecycle extension by sophisticated lifecycle management
- Customizing projects are totally integrated in our standard processes ensuring highest quality
- Individual customizing is our excellence



The benefits of made4you

Hardware Services	For customers who need a very special configuration adapted to their specific environment.
Software Services	The scope of software services ranges from individual customer software load (from master hard disk, CD/DVD or flash module) to personalized configurations.
Add-on Services	One box solution, customized packaging as well as individual laser marking.
Extended Component Lifetime	Although Fujitsu Siemens Computers stands for continuity, product stability and longevity, some product roll-outs require even more. They need an active lifecycle management, an enhanced lifecycle or a change control management to ensure total system identity.

We make sure



Customizing options

Possibilities and advantages

Service	Hardware	Software	Add-on	Extended Component Lifetime
Examples	<ul style="list-style-type: none"> ■ Installation and qualification of individual components ■ Ensuring proper function of additional, non-standard components ■ Individual country kits with specific accessories by adding or removing manuals, CDs, ... ■ Setting of correct input voltage if this is necessary for a specific region ■ Protection against unauthorised access to the PC by master key solutions 	<ul style="list-style-type: none"> ■ Predefined password or boot sequence by individual customising of the CMOS settings possible ■ Via generated master disk each system can be personalized to specific customer needs ■ Specific customized boot sequence allows booting via the LAN to have consistent software in the whole network 	<ul style="list-style-type: none"> ■ Labels with customer (bar) codes or customer specific information are fixed onto to the system ex factory. To minimize administration effort serial numbers, MAC-addresses and inventory numbers are documented ■ UUID can be printed on the system power rating plate, the delivery note and the package label of the box ■ Central administration and inventory becomes even easier by flashing inventory number into BIOS ■ Individual customer logo can be printed on the systems ■ Individual laser markings on the keyboard, housing, ... ■ Less waste on customer side by the use of XXL-packaging ■ On demand several systems and ordered accessories are put in one sole covering box 	<ul style="list-style-type: none"> ■ Component fixed during the timeframe defined together with the customer by hardware freezing ■ Freeze of BIOS version allows to keep customer software load stable ■ Active communication of upcoming changes (Hardware, Software, BIOS) to guarantee adequate integration time ■ Extension slots for customer components like LAN cards, multimedia and audio cards can be fixed
Advantages	<ul style="list-style-type: none"> ■ Hardware services ensure customer specific solutions ■ Ready-to-run solution minimizing deployment cost ■ Security solutions ■ Individual systems out of one hand ensure highest quality, no third party involved 	<ul style="list-style-type: none"> ■ Optimized installation times ■ Minimum integration effort at customer site ■ Ready to run systems ■ Consistent IT infrastructure 	<ul style="list-style-type: none"> ■ Simple inventory management, maintenance, installation and integration ■ Professional rollout ■ Individual laser markings ■ Box-in-box packaging for easy handling 	<ul style="list-style-type: none"> ■ Product continuity across a pre-defined period ■ Easier handling of large IT environments ■ Problems with the match of hardware, software and several BIOS releases are prevented