

PARTNER-FORCE™



Through company-wide commitment to the distribution channel, Fujitsu's Partner-Force storage partner program was designed to promote strong working relationships between Fujitsu Computer Products of America, Inc. (FCPA) and our solution provider partners.

To demonstrate this commitment we have developed channel programs that deliver marketing support, technical expertise and sales tools to member partners. The benefits to your business can be tremendous. As a member of FCPA's Partner-Force program, you will have access to valuable information and programs that will make you more competitive in the marketplace.

PROGRAM BENEFITS

- Access to data from Fujitsu's FACT Lab™
- Dedicated Partner-Force web site
- Exclusive Partner-Force newsletter
- Product and solution education materials
- Lead referral program
- Toll-free technical support
- Free product literature

- **Dedicated Partner-Force web site**
www.Partner-Force.com is your source for information on Fujitsu storage products, channel activities and programs to support your business. Upon enrollment you will receive a password to access the site.
- **Toll-free technical support**
Direct access to storage support specialists. This is also your gateway to product returns if the need arises.
- **Access to data from Fujitsu's FACT Lab**
Fujitsu's Firmware And Compatibility Testing (FACT) Lab in San Jose, CA is continuously testing our 3.5" SCSI and Fibre Channel and 2.5" Mobile hard drives with the latest and greatest enclosures, HBA's, controllers and switches to ensure compatibility.
- **Free product literature**
Datasheets, brochures and other helpful sales tools are just a click away when you order online — free of charge.
- **Exclusive Partner-Force newsletter**
Receive updates on Fujitsu products, industry trends, FACT Lab results and the latest channel programs and promotions.
- **Product return program**
Access to Fujitsu's leading product return program, including on-line RMA submittal, on all in-warranty disk drive products purchased through authorized Fujitsu distributors.
- **Certificate of Authorization**
Proudly display your status as an official Authorized Partner of Fujitsu Computer Products of America, Inc.

- **Product and solution education materials**
Access to roadmaps, white papers, case studies and information about the latest storage technologies to help you sell, integrate and partner with Fujitsu.
- **Lead referral program**
Receive pre-qualified end user leads directly from Fujitsu based on your area of expertise.
- **Additional benefits based on eligibility include:**
 - Marketing development funds
 - Access to special promotions
 - Discounted evaluation units
 - Field sales support

BECOMING A FUJITSU PARTNER

To become a Fujitsu Partner-Force member and begin reaping the benefits of teaming up with one of the world's leading manufacturers of hard drives and magneto-optical drives, visit our web site at www.Partner-Force.com. Your application will be reviewed and you will be issued a password giving you access to the more confidential, exclusive program features available only to Partner-Force members.



ABOUT FUJITSU'S FACT LAB

When building systems and solutions such as a RAID server or high definition video editing solution, component compatibility is critical. Located in San Jose, CA, Fujitsu's Firmware And Compatibility Testing (FACT) Lab saves you time and money by doing compatibility testing for you. The lab procures enclosures, controller cards, adapters and switches and software from leading manufacturers and puts them through a series of interoperability tests with Fujitsu hard drives. Results are posted and regularly updated on www.Partner-Force.com. In addition to testing compatibility, Fujitsu's FACT Lab can assist customers with joint qualifications and perform problem duplication and resolution of disk drive related issues.

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Depending upon your business model and needs, the FACT Lab can provide additional cost and time saving benefits, including:

- Joint qualification assistance with your customer-unique testing requirements.
- Testing and advance communication of new Fujitsu HDD product and firmware releases.
- Development, testing and publication of application-based solutions.

CONTACT US

If you have questions or comments about Partner-Force, please e-mail us at mypartner@fcpa.fujitsu.com.

ABOUT FUJITSU COMPUTER PRODUCTS OF AMERICA, INC.

Fujitsu Computer Products of America, Inc. is a wholly owned subsidiary of Fujitsu Limited, a leading provider of Internet-focused information technology solutions for the global marketplace. FCPA provides innovative solutions for the U.S. marketplace. Current product offerings include: high-performance hard disk drives, magneto-optical drives and scanners.



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