November 2015
FUJITSU Desktop ESPRIMO
TechCommunity CCD webcast
Content

- Key values and positioning
- New, global naming scheme harmonizing the product portfolio
- Technical benefits of the ESPRIMO desktops based on the 6th gen Intel processor family
- New small form factor and system design of ESPRIMO D
- New ESPRIMO Q956 mini PC offers wide range of interfaces
- Lowest power consumption (high energy efficient power supplies, Low Power Active Mode)
Product Values
Our Offering Based on Four Key Values

Reliability - quality and investment protection
- Made in Germany
- In-house test center
- End-to-end concept
- Sophisticated technology

Innovation - user-oriented and cost-efficient
- 1st PC with Blue Angel certification
- 1st PC with green mainboard in mass production
- 1st PC with integrated functionality to replace landline phones

Green - harmonize the environment and business
- Lowest energy consumption
- Sustainable recycling
- High-efficient power supplies

Human-centric - perfect in form and functional design
- Best-in-class noise emission
- Tailor-made systems
## Reliability

### German Quality you can trust

Fujitsu ESPRIMO Desktops deliver outstanding reliability and durability – lowest failure rates on the market.

### How Fujitsu ensures the lowest failure rates

- In-house research and development, center for test and compliance, quality management
- Selection of high quality components & modules
- Close cooperation with leading technology partners
- Closed loop quality control
- Europe’s most modern manufacturing facility for desktops, notebooks and servers

### Quality at its best

Expertise in development and optimized production of Fujitsu ESPRIMO Desktops and motherboards leads to **extremely low failure rates**. Failure rates for Fujitsu ESPRIMO Desktops improved by 36% in just 48 months*

*Source: Fujitsu quality statistic 2009-2013
Innovation

Our approach :: User-oriented and cost-efficient as well as secure and flexible

- **Low Power Active Mode** – Combines availability with energy saving. Enables new usage scenarios like telephony or videoconferencing
- **Best-in-class power efficiency** – New, light-load optimized power supply offers an all-time-low energy consumption in standard operation mode
- **DeskView Load and customizing** – Efficient configuration and individualization of devices providing high cost savings despite complex IT infrastructures
- **Manageability** – Significant TCO reduction via a comprehensive offer of system management functions
- **Security and flexibility** – Sophisticated security tools and scalable configuration of FUJITSU ESPRIMO Desktops depending on business requirements
- **Leave no trace** - EraseDisk functionality extends information protection beyond end-of-life with selected FUJITSU ESPRIMO Desktops
Our responsibility :: To harmonize the environment and business with green ideas

- **Responsibility to the environment** – By selecting environmentally friendly materials, ensuring an energy-optimized product implementation and recycling in an environmentally conscious manner

- **Responsibility to business** – With sustainable cost reductions thanks to innovative energy-saving technologies and efficient supply chains

- **Halogen-free mainboard** – Fujitsu is committed to eliminating the use of harmful and potentially harmful substances in its ESPRIMO Desktops and production processes

- **Highest energy efficiency** – With up to 94% efficient power supplies and the ENERGY STAR® certificate
ESPRIMO Desktops
Segmentation of ESPRIMO PCs

**ALL-ROUND-LINE**
- Standard applications
- Manageability with the DeskView suite
- Excellent price to performance ratio
- Easy serviceability
- Immediately available via channel partners

**ADVANCED LINE**
- Complex applications
- Advanced Manageability with the DeskView suite & Intel Standard Manageability
- Managed lifecycle of up to 18 months
- Power supplies up to 94% efficiency
- Low Power Active Mode supports instant communication in the office
- Easy serviceability

**SUPERIOR LINE**
- High Performance, Manageable Computing
- Enterprise manageability with the DeskView suite & Intel vPro™ technology
- Long lifecycle option
- Highest energy efficiency with sophisticated power supply
- Zero Noise PC

Target Groups:
- Large Enterprise
- SoHo/SMB
- Public Sector

+ Advanced Line Features
Portfolio ESPRIMO Desktops

ALL-ROUNDT LINE
Standard Applications

- Q556
  - Mini PC (~2 liters)
  - Compact design for a tidy desk
  - Manageability with the DeskView suite
  - Lowest noise and energy consumption
  - Highly-efficient, integrated power supply
  - Low Power Active Mode supports instant communication in the office

- A525-L
  - Thin PC
  - Compact design for a tidy desk
  - Highly-efficient power supply reduces the energy bill
  - Fanless cooling for increased productivity
  - Lifecycle up to 24 months

- D556 / P556
  - Small form factor / Microtower
  - Manageability with the DeskView suite
  - Excellent price / performance ratio
  - Easy serviceability

ADVANCED LINE
Complex Applications

- D756 / P756
  - Small form factor / Microtower
  - Advanced Manageability with the DeskView suite & Intel vPro™ technology
  - Managed lifecycle of up to 18 months
  - Power supplies up to 94% efficiency
  - Low Power Active Mode supports instant communication in the office
  - Easy serviceability

SUPERIOR LINE
High Performance, Manageable Computing

- Q956
  - Mini PC (~2 liters)
  - Compact design for a tidy desk
  - Enterprise manageability with the DeskView suite & Intel vPro™ technology
  - Managed lifecycle of up to 24 months
  - Power supplies up to 94% efficiency
  - Low Power Active Mode supports instant communication in the office
  - Easy serviceability

- X956 / X956/T
  - All-in-one
  - Enterprise manageability with the DeskView suite & Intel vPro™ technology
  - Highly-efficient, integrated power supply
  - Lowest noise and energy consumption
  - Touch options
  - Integrated multimedia module (option)
  - Low Power Active Mode supports instant communication in the office
  - Easy serviceability

- D956 / P956
  - Small form factor / Microtower
  - Enterprise manageability with the DeskView suite & Intel vPro™ technology
  - Highest energy efficiency with sophisticated power supply
  - Low Power Active Mode supports instant communication in the office
  - Zero Noise PC
  - Easy serviceability

- D956 / P956
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  - Easy serviceability
Overview - ESPRIMO New Naming Scheme in 2015

**Global Common No.**

**D(x) 0 0 0**

- **Product generation**
  - 6 = Skylake-S
  - 7 = Next gen
- **Features set**
  - 5 = New baseline
- **Positioning as system**
  - 5 = All-Round segment
  - 7 = Advanced segment
  - 9 = Superior segment
- **Channel (home models: “H”)**
  - A = Thin PC
  - Q = Mini PC
  - D = SFF
  - P = Microtower
  - X = AiO
- **Series name/ cabinet**

**Example:**
- ESPRIMO D556/E85+
- ESPRIMO P956/LL

**Region Flexible No.**

/ X X X X X

- **Suffix**
  - E85+ = Power supply efficiency
  - E90+ = Power supply efficiency
  - E94+ = Power supply efficiency
  - LL = Long lifecycle

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## Highlights - ESPRIMO Desktops Based on 6th Gen Intel® Platform Technology

### DDR4 memory support
- doubles the max. memory versus DDR3L
- 33% better memory performance versus DDR3L
- 10% lower memory module power consumption versus DDR3L
- better availability for future upgrades (DDR3 will go EoL in the near future)

### M.2 slot for high speed SSDs
- 4 - 5 times faster than the current SATA interface
- Available as PCIe and SATA version for selected models

### Trusted Platform Module (TPM) 2.0 – for all devices
- Latest version with improved security level & ready for future Windows versions

### Lowest power consumption
- Low Power Active Mode available for all chassis form factors
- Light load optimized power supplies (E94+)
- E90+ power supplies optional in All-round segment

### Improved connectivity
- More digital graphics ports, VGA optionally available
- More high-speed USB ports
- Additional legacy ports (PS/2 in ESPRIMO Q, 2nd serial port)
New ESPRIMO Form Factor and Features

New Desktop PC form factor: ESPRIMO D

New ESPRIMO Q with integrated palm vein sensor and/or SmartCard reader and Display integration
New SFF - ESPRIMO D
From 3 to 1, Experience Greatest Expandability and Highest Efficiency in a Small Form Factor

- Compact housing
- Global availability
- **Intel® Skylake** platform
- DDR4 memory
- Up to 3 digital display connectors
- Improved onboard graphics
- M.2 Slot for onboard SSD
- Low load PSU with 94% efficiency
- Low Power Active Mode
# Comparison ESPRIMO C/ E/ D Series

<table>
<thead>
<tr>
<th></th>
<th>ESPRIMO C720</th>
<th>ESPRIMO E4/520</th>
<th>ESPRIMO E7/920</th>
<th>ESPRIMO D556/ D756/ D956</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Dimension</strong></td>
<td>265x315x88</td>
<td>330x405x104</td>
<td>340x382x98</td>
<td>332x338x89</td>
</tr>
<tr>
<td><strong>liter</strong></td>
<td>7.4l</td>
<td>13.9l</td>
<td>12.9l</td>
<td>10l</td>
</tr>
<tr>
<td><strong>Serviceability</strong></td>
<td>yes</td>
<td>no</td>
<td>yes</td>
<td>yes</td>
</tr>
<tr>
<td><strong>Slots</strong></td>
<td>1x low profile</td>
<td>4x low profile</td>
<td>4x low profile</td>
<td>4x low profile</td>
</tr>
<tr>
<td><strong>3,5” Bay</strong></td>
<td>1x</td>
<td>2x</td>
<td>2x</td>
<td>2x</td>
</tr>
<tr>
<td><strong>ODD bay</strong></td>
<td>1x slim</td>
<td>1x 5,25”</td>
<td>1x 5,25”</td>
<td>1x slim</td>
</tr>
<tr>
<td><strong>Bay options</strong></td>
<td>1x 2,5” instead of 3,5”</td>
<td>2x 2,5” instead of 3,5”; 1x 3,5” + slim instead of 5,25”</td>
<td>2x 2,5” instead of 3,5”; 1x 3,5” + slim instead of 5,25”</td>
<td>2x 2,5” instead of 3,5”</td>
</tr>
<tr>
<td><strong>PSU efficiency</strong></td>
<td>90%</td>
<td>85%</td>
<td>85% / 90% / 94%</td>
<td>85% / 90% D556 / 94% D756, D956</td>
</tr>
<tr>
<td><strong>USB in front</strong></td>
<td>2x USB 2.0</td>
<td>2x USB 2.0</td>
<td>4x USB 2.0 or 2x USB 2.0/ 2x USB 3.0</td>
<td>2x USB 2.0</td>
</tr>
<tr>
<td><strong>Low Power Active Mode</strong></td>
<td>no</td>
<td>no</td>
<td>no</td>
<td>yes</td>
</tr>
</tbody>
</table>
ESPRIMO D – Inside View

- Speaker (optional)
- Parallel port (optional)
- M.2 connector for SSD
- Slots area
- 2nd serial port (optional)
- Intrusion switch optional
- On/off switch
- 3.5” or 2x 2.5”
- 3.5” with screws or 2x 2.5”
- Slim ODD optional
- HDD LED
# Graphic Connectors/ Options for Intel® Skylake Platform

<table>
<thead>
<tr>
<th>Desktop to Display</th>
<th>Display</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Desktop</strong></td>
<td><strong>DP</strong></td>
</tr>
<tr>
<td>DP (Display port)</td>
<td>DP display cable&lt;br&gt;S26391-F6055-L220&lt;br&gt;S26361-F4527-V1 (bulk, 90pcs.)</td>
</tr>
<tr>
<td>DVI-D</td>
<td>DVI display cable&lt;br&gt;S26391-F6055-L240&lt;br&gt;S26361-F1115-V1 8 (bulk, 100pcs)</td>
</tr>
<tr>
<td>VGA (optional)</td>
<td></td>
</tr>
</tbody>
</table>

USP’s to Influence Tenders

- Same upgradeability/ functions with smaller dimensions (10l vs 13l)
- Low Power Active Mode for lowest power consumption, supporting UC&C environments
- PSU (E94+) with lowest power consumption under low load applications
- 4x USB/ 2x Audio in front for best connectivity in all segments (e.g. headsets in UC&C environments)
- Monitor outlet in PSU (E90+, E94+) for less cables/ power consumption
- Silent system with lowest noise (fan stop with E94+ in Superior segment)
- EraseDisk for secure data deletion after EOL
New Mini PC - ESPRIMO Q
ESPRIMO Q continue the Mini PC in new housing

**Highlights ESPRIMO Q**
- More interfaces
- Intel® Skylake-S platform
- DDR4 memory
- Up to 3 digital display connectors
- Improved onboard graphics
- M.2 Slot for onboard SSD
- PSU eff increased at low load
- Multibay concept: Smartcard reader, Palm Secure or ODD
- Serial, PS2

**Still supported:**
- Wireless LAN support
- Low power active mode
- Internal PSU
- Global available ESPRIMO Q956)
ESPRIMO Q556, Q956

Rear Interfaces

Q556
- AC-in
- Serial
- DVI
- DP
- LAN
- USB 3.0
- PS/2

Q956
- AC-in
- Serial
- DVI
- DP
- LAN
- USB 3.0
- USB 2.0

Multibay Concept:
- ODD
- Palm Secure
- Smartcard Reader

Front audio

Serial port
DVI-D
PS/2

2 more USB, 2nd DisplayPort
Option

PS2 optional (cable)
PalmSecure / Smartcard Option

Possible options (instead of DVD drive):
- Smart card reader or
- PalmSecure sensor or
- Smart card reader together with palm vein sensor

“Match on Card”:
storage of the “palm vein data” on smartcard
→ Access only with smartcard & hand
→ no biometric data locally stored

Workplace protect/workplace manager:
comfortable integration of “match on card” function

planned for Q2/2016
ESPRIMO Q - USPs to influence Tenders

- A low volume mini PC (~2l) featuring Multibay concept (DVD option/Smartcard reader/Palm Secure option) and integrated power supply
- Low power active mode for lowest power consumption for UC&C applications
- Light load optimized PSU with up to 92% efficiency
- PS2 connector for keyboard including on/off function (Q956 optional)
- High number of interfaces: serial port, 3 digital graphics interfaces and 8 USB ports (Q956)
- Zero Noise: Silent system with fan stop at low load
- Erase disk for secure data after EOL
Power consumption
New Technology Reduces Your Energy Bill

- **ESPRIMO D/P956** with E90+ power supply
  - Generation 2015/16 cuts your energy bill by 10% = 1€ / year*
  - Compared with a 4-year old PC saves up to 40% = ~4€ / year*

- **ESPRIMO Q956** with E90+ power supply
  - Savings > 46% = 2.21€ / year*
    estimated for ESPRIMO Q956 versus ESPRIMO Q920

*LPAM = Low Power Active Mode to support UC&C applications

*http://www.fujitsu.com/fts/products/computing/pc/desktops/datasheet-finder/ (energy white paper, 0.17 € / kWh); Typical Energy Consumption (TEC), ENERGY STAR® 6 based

* Target: > 46%
Energy Cost – Based on Power Supply Efficiency and Drive Form Factors

- ESPRIMO D956 features 3 different power supplies:
  - E85+ up to 85% efficiency
  - E90+ up to 90% efficiency
  - E94+ up to 94% efficiency

Saves up to 33% = 3.57€ / year*

- Replacement of a 3.5“ drive with 2.5“ HDD / SSD or M.2 SSD saves further 46% = 3.23€ / year*

* http://www.fujitsu.com/fts/products/computing/pccomputing/computing/datasheet-finder/ (energy white paper, 0.17 € / kWh); Typical Energy Consumption (TEC), ENERGY STAR® 6 based

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ESPRIMO Q
Onboard Power Supply Efficiency versus External AC-Adapter

- ESPRIMO Q with onboard power supply
  - No external AC-Adapter needed
    - Less cables, clean desk
  - Lowest energy cost
    - Power supply with > 90% energy efficiency
    - Improved light-load efficiency
  - Saves ~10kWh/year = 1.7€/year*

- External AC-Adapter
  - Based on standard technology
  - Used by most mini PCs on the market
  - Typically up to 87% energy efficiency only

* http://www.fujitsu.com/fts/products/computing(pc)/desktops/datasheet-finder/ (energy white paper, 0.17 € / kWh); Typical Energy Consumption (TEC), ENERGY STAR® 6 based

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Always Available Office PC

Always Available Office PC by FUJITSU – Low Power Active Mode

1. Combines availability with energy saving
   The PC looks like it is “off” but background application tasks can still run in the new Low Power Active Mode. When the PC is not processing applications, it needs less than 5 Watts of energy when entering this innovative operation mode.

2. Provides businesses with a wide range of new usage scenarios
   The desktop is instantly available as an access device for unified communications applications like telephony or video conferencing. Email is always synchronized, virus scans can run at night, administrators always have in-band access to the PC.

3. Innovative technology, easy-to-use software
   Fujitsu software allows simple configuration of the Low Power Active Mode.

4. Always Available ESPRIMO Desktops
   Feature supported by Advanced and Superior Line ESPRIMO Desktops based on the 6th generation Intel® platform technology.

Always Available Office PC boosts productivity!
Further Benefits of the Always Available Office PC

:: UC&C Environment ::

- A single device supports a wide range of communication tasks around the clock
- Ready to communicate 24/7, 365 days per year, never miss a call
- Save energy, stay connected
- Replaces your traditional desk phone

:: Office Environment ::

- The PC is constantly available, no more waiting
- Software updates can be deployed around the clock
- Content can be shared at anytime
- IT can manage/ maintain the PC around the clock
- Applications are always up-to-date
- Reduced energy consumption, less heat dissipation

Boost communication and productivity in the office!
Summary
In a Nutshell

- ESPRIMO Desktops based on the 6th generation Intel® platform technology address the latest market trends with sophisticated functionality
- New small form factor Desktop comes in a compact housing, addressing the needs of global customers
- Best-in-class development and production Made in Germany
- Low Power Active Mode supports instant communication in the modern office
- High-efficient power supplies reduce the energy bills and reduce the environmental footprint
- Reliably run the office applications of today and tomorrow
General information – contact your partner account manager in the region

PSTC is planning to implement a Channel Demo Program to push our LIFEBOOKs & ESPRIMOws with Intel Skylake Technology

Every qualified partner can get up to a maximum of 3 demo units to test and to show the products

Intel will pay for the „rental of the systems“ for 3 months

Every region will receive a reimbursement for each demo unit

Preferably the channel partners should be qualified as SELECT Expert

The program will start in October 2015

And will run until the end of March 2016