

We make sure

FUJITSU COMPUTERS
SIEMENS

IT value chain with a sense of responsibility

Martijn Boermans
Program Marketing Manager



We make sure



Global Presence

- Strong presence in all key markets across EMEA
- In co-operation with our shareholders and partners we offer our global customers
 - Offices in more than 70 countries
 - Distribution in more than 180 countries
 - Own or partner service delivery capacity in more than 180 countries
 - Global products and services
 - Global Account Management
 - Global network with ISV's and system integrators

Americas

EMEA

Asia / Pacific



- Footprint of Fujitsu Siemens Computers
- Footprint of Fujitsu, Siemens and global delivery partners
- Fujitsu Siemens Computers takes care for global products, services by Fujitsu, Siemens and global delivery partners

One uncomfortable truth about IT: natural resources

We make sure



Large quantities of energy and raw materials,
numerous poisonous chemicals and immense
quantities of freshwater

...all this is used in making small computers



Each PC put on the scrapheap in 2008 PC has
used on average the equivalent of:

- 14.2 m³ water
- 53 kg crude oil
- 107 kg iron ore

The production of one 2g memory chip needs:
32 kg water, 1.6 kg fuel, 72 g chemicals, 700 g gas

One uncomfortable truth about IT: natural resources

We make sure



Microelectronics Process Chemicals	Potential Emissions
AsH ₃	AsH ₃
BCl ₃	Cl ₂ , BCl ₃ , HCl, SiCl ₄ , CCl ₄ , CHCl ₃
Br ₂	Br ₂ , HBr, SiBr ₄
CF ₄ , C ₂ F ₆ , C ₃ F ₈ , C ₄ F ₈ , C ₅ F ₈ , CHF ₃	C ₂ F ₆ , CF ₄ , C ₃ F ₈ , C ₄ F ₈ , C ₅ F ₈ , CHF ₃ , HF, F ₂ , SiF ₄ , OF ₂ , COF ₂ , C ₂ F ₄ , CO
CH ₃ COCH ₃ (Acetone)	CH ₃ COCH ₃
CH ₃ OH (Methanol)	CH ₃ OH (Methanol)
C ₂ H ₅ OH (Ethanol)	C ₂ H ₅ OH (Ethanol)
(CH ₃) ₂ CHOH (Isopropanol)	(CH ₃) ₂ CHOH (Isopropanol)
CH ₃ O(CH ₂) ₃ OOCCH ₃ (PGMEA)	CH ₃ O(CH ₂) ₃ OOCCH ₃ (PGMEA)
C ₂ H ₅ OOCCC(OH)CH ₃ (Ethyl lactate)	C ₂ H ₅ OOCCC(OH)CH ₃ (Ethyl lactate)
C ₄ H ₉ ON(CH ₃) (NMP)	C ₄ H ₉ ON(CH ₃) (NMP)
C ₄ H ₉ SO ₂ (Sulfolane)	C ₄ H ₉ SO ₂ (Sulfolane)
CH ₃ (CO)C ₅ H ₁₁ (2-Heptanone)	CH ₃ (CO)C ₅ H ₁₁ (2-Heptanone)
Cl ₂	Cl ₂ , HCl, SiCl ₄ , CCl ₄ , CHCl ₃
HBr	HBr, Br ₂ , SiBr ₄
HCl	Cl ₂ , HCl, SiCl ₄ , CCl ₄ , CHCl ₃
HF	HF, F ₂ , SiF ₄ , OF ₂ , COF ₂
NF ₃	NF ₃ , HF, F ₂ , SiF ₄ , OF ₂ , COF ₂ , NO, NO ₂ , N ₂ O
NH ₃	NH ₃
NH(Si(CH ₃) ₃) ₂ (HMDS)	NH(Si(CH ₃) ₃) ₂ (HMDS)
N ₂ O	N ₂ O, NO, NO ₂
O ₃	O ₃
PH ₃	PH ₃
SiF ₄	HF, F ₂ , SiF ₄ , OF ₂ , COF ₂
SiH ₄	SiH ₄
SF ₆	SF ₆ , HF, F ₂ , SiF ₄ , OF ₂ , COF ₂ , SOF ₂ , SO ₂ F ₂ , SO ₂
Si(OC ₂ H ₅) ₄ (TEOS)	Si(OC ₂ H ₅) ₄ , CH ₃ OH, HCOOH, C ₂ H ₅ OH, CO, CO ₂
PO(C ₂ H ₅ O) ₃ (TEPO)	PO(C ₂ H ₅ O) ₃ (TEPO)
TiCl ₄	TiCl ₄
WF ₆	WF ₆ , HF, F ₂ , SiF ₄ , OF ₂ , COF ₂

The production of one 2g memory chip needs:
32 kg water, 1.6 kg fuel, 72 g chemicals, 700 g gas

We make sure



Fujitsu Siemens Computers The Green IT value chain



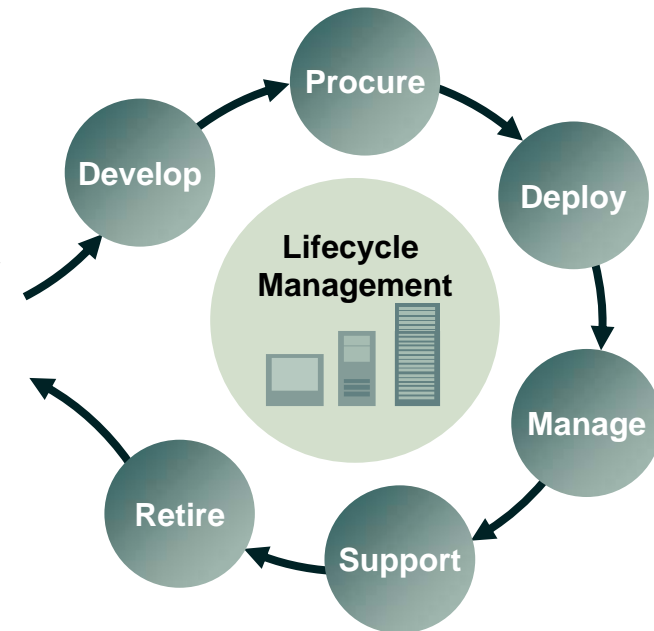
The Green IT Value Chain

We go beyond legal requirements

We set high environmental protection standards:

- Environmentally aware product concept – from development to recycling
- Environmental technology as an innovation motor
- Systematic environment management by integrating all environment-relevant aspects in corporate processes

We also meet our targets via voluntary agreements, such as Eco Flower, Nordic Swan, Blue Angel, Energy Star,...



We make sure



Fujitsu Siemens Computers Production & Recycling

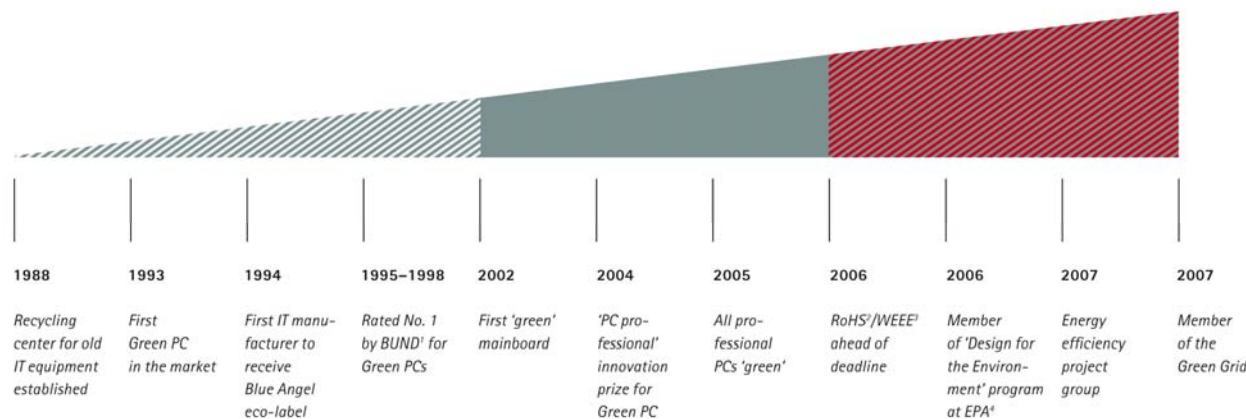


For a better business. For a better planet.

We make sure



- We are the first IT vendor with a complete range of environmentally sound products for the datacenter, in the office, on the move and at home
- “Saving the planet through green IT” is one of our five core innovation goals
- 20 years green
- Taking care for the environment reflects our brand essence
It is IT with a sense of responsibility



Production and recycling: improvements achieved

We make sure



- Soldering using nitrogen saves 850,000 liters of water per year; that corresponds to the consumption of five families
- Reduced share of lead in mainboards (12g to under 3g) beyond the obligation saved 4.5 tonnes of lead
- Bulk deliveries, reusable packaging and recycling specific modules reduces packaging waste by 30 tonnes a year
- The Recycling Center in Paderborn can reuse up to 98% of the weight (WEEE guideline is 75%)



Trade-in

We make sure



GREEN IT-Inruilprogramma Bespaar tot 40% op uw aanschafprijs



Fujitsu Siemens Computers is lid van het United Nations Global Compact Initiative. Wij leveren innovatieve producten die de energie consumptie helpen verminderen. IT with a sense of Responsibility. We Make Sure.

BLUE ANGEL

Onze zakelijke PC's, de ESPRIMO E Small Form Factor PC en de ESPRIMO P microtower voldoen aan de Blue Angel normen.

→ www.blauer-engel.de



ENERGY STAR

90% van PC's voldoen aan de voorwaarden van Energy Star. Met de introductie van de nieuwe versie Energy Star 4.0 in juli 2007 zal het aantal PC's die aan de eisen voldoen sterk verminderen.



Energy Star V4.0 categorieën en energie consumptie inactieve status/system

max Watt		SCM
		Aller additionele componenten
	SCM	Aller additionele componenten
SCM		Basic Systemen met 1 Multicore CPU en 1 GB geheugen
Aller additionele componenten	Basic Systemen met 1 Multicore CPU en 1GB geheugen	Basic Systemen met 1 Multicore CPU en 2GB geheugen en Grafische kaart (VGA) en 2 een- of 2-voedingen, 24GB en TV-kaart
Basic systemen met single-core CPU en alle PC's die niet in C-klasse passen	Basic Systemen met 1 Multicore CPU en 1GB geheugen	Basic Systemen met 1 Multicore CPU en 1 GB geheugen en Grafische kaart (VGA) en 2 een- of 2-voedingen, 24GB en TV-kaart
Categorie A	Categorie B	Categorie C

We make sure



Fujitsu Siemens Computers Short term company focus



“Green“ is a topic for the whole lifecycle

We make sure



Overall view of environmental influences

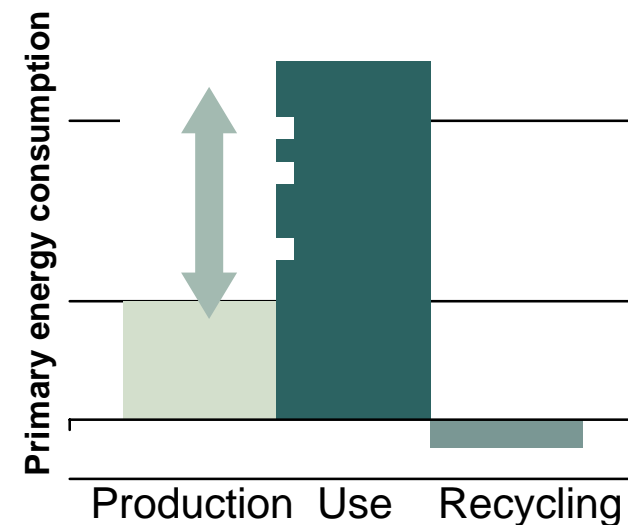
- Energy
- Natural resources

Fujitsu Siemens was a pioneer in the environmentally-friendly design of phases I (production) and III (recycling)

Current focus is on phase II (usage)

- Dynamic data center: virtualization, dynamic resource management, monitoring and regulating server power consumption, N:1 redundancy,...
- Green PC classification
- 'Zero Watt Standby' displays: introduction of 6 different patented methods

Product Lifecycle of



Value proposition Green

We make sure



Silent system design

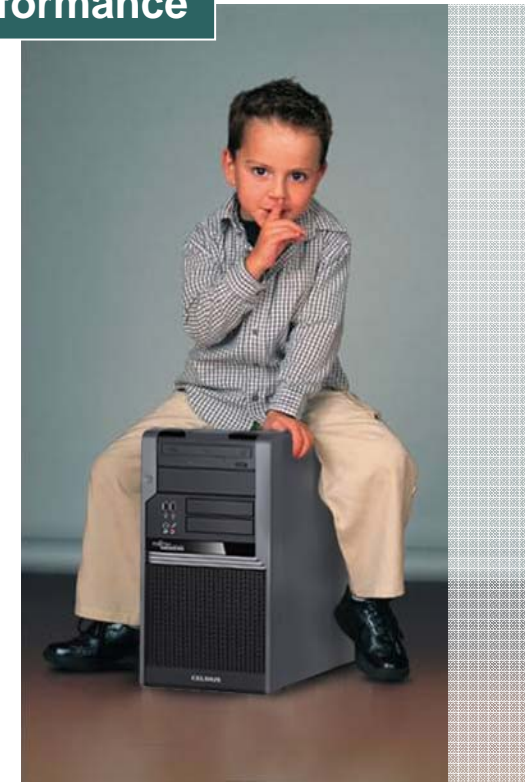
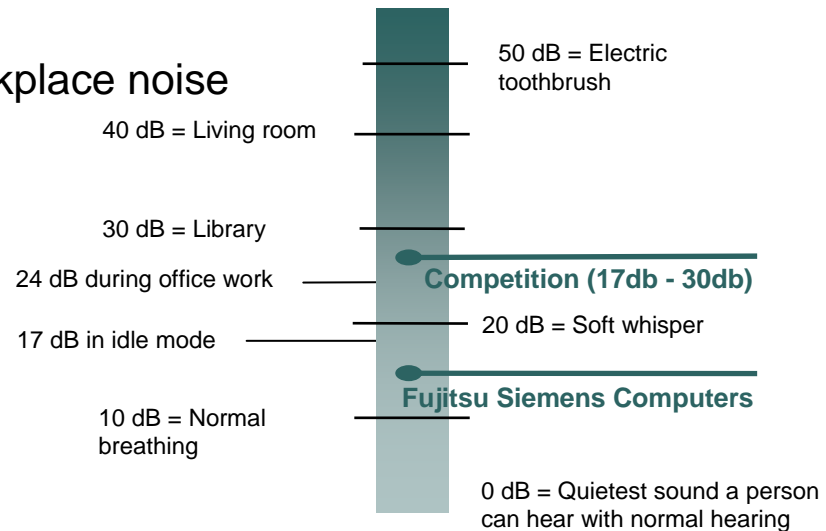
Increased worker productivity without compromising on performance

■ Features

- Sophisticated hardware design
 - Optimized fans or fanless
 - Air tunnels that provide efficient airflow within the system
 - Only 17db in idle mode

■ Benefits

- Reduced workplace noise



We make sure



Fujitsu Siemens Computers Thank you

