

CoCre8 Technology Solutions

Established: 1 April 2020 (Previously Fujitsu Services Core (Pty) Ltd)

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About CoCre8:

CoCre8 Technology Solutions describes itself as connecting potential to infinite possibility and we believe in trust, teamwork, mutual effort, and synergy. Co-creation, co-design, co-invention, and co-production is the core of our business philosophy, and we work with our customers and partners to craft solutions for their specific needs.

CoCre8 is the result of what was previously known as Fujitsu Services Core (Pty) Ltd and was formerly owned by Fujitsu Corporation of Japan. With effect from 1 April 2020 Fujitsu Services Core (Pty) Ltd was renamed CoCre8 Technology Solutions (Pty) Ltd ("CoCre8") and is now 100% locally Black owned and appointed the OEM representative for Fujitsu Products and Services for English speaking Africa. CoCre8 is a Level 2 Broad-Based Black Economic Empowerment (B-BBEE) contributor, working towards achieving a Level 1 certificate. Fujitsu appointed CoCre8 to look after Fujitsu's interests in South Africa and English-speaking Africa.

CoCre8 Technology Solutions is a brand that encapsulates the values and ambitions of the people who make up the organisation. The passion and support of the whole organisation is embedded into the following two statements that encompasses the CoCre8 brand.

- The ethos of CoCre8 is: We challenge today. Innovate for tomorrow. Build the future, now.
- Our Value proposition - Connecting Potential to Infinite Possibility, is the essence of who we are.

Our energy contained within our Channel and Alliance Partners enables us to deliver infinite possibilities to our clients.

CoCre8 Technology Solutions is an organisation that is focused on providing solutions to customers based on their unique requirements and pain points and has a solid track record in digital platform enablement and readiness, allowing to

help key clients with their digital transformation journeys.

The company is able to fulfil its digital transformation mandate by partnering with vendors and solution providers to ensure that it is able to best serve its customers. CoCre8's go to market is predominantly focused on direct touch with clients but fulfilled via the channel. This approach enables the best of both worlds where the customers' challenges are understood and addressed first-hand, while fulfilling through partners to respect the channel. CoCre8 invests in the channel by providing training, marketing, and service backing.

Co-creation, co-design, co-invention and coproduction is the core of our business philosophy, and we work with our customers and partners to craft solutions for their specific needs.

Partnering is central to CoCre8's business model, and we will continue with our current Go to Market strategy, but with increased investment into the partner ecosystem.

We have established ourselves as a trusted adviser to our customers, ensuring we are always relevant in the strategic space. We acknowledge that the digital transformation journey will require strong partnerships and joint investment in new skills. Therefore, we have partnered with strategic partners across Africa to deliver thought leadership to our clients.

CoCre8 Solutions:

CoCre8 provide a wide range of solutions that are customised to our client's requirements. Our solutions are aligned to five pillars that enable Digital Transformation; Security, Big Data & Analytics, Next Generation Infrastructure, Hybrid Cloud and Data Management. The solutions are fit for purpose and extends across the Edge, Core and the Cloud.

Security:

- Edge
 - Client Computing Devices with integrated Palm Secure Biometrics;
 - Absolute asset management software solution;
 - Kapalya security encryption software solution to protect end user data;
 - CommScope Ruckus Ethernet and Wi-Fi;
- Core
 - Fortigate Firewalls;
- Cloud
 - HyTrust security encryption solutions to protect system;

Big Data & Data Analytics:

- Core
 - SAP S4 HANA Solutions

Next Generation Infrastructure:

- Core
 - Converged Infrastructure – Microsoft Hyper-V or VMware vSphere deployed on Fujitsu PRIMERGY Servers and an option for storage - ETERNUS or NetApp
 - Hyper-converged Infrastructure – Microsoft Azure Stack HCI, VMware vSAN, or Nutanix deployed on Fujitsu PRIMERGY Servers
 - Top of Rack Ethernet: Brocade and Mellanox
 - Storage Switching: Brocade
 - Attached OEM & ELA software: Microsoft, VMware, Nutanix, SUSE and Redhat
 - PrimeQuest for mission critical x86 workloads

Hybrid Cloud:

- Cloud
 - Microsoft Azure Stack
 - VMware cloud Foundation
 - Microsoft Azure Business Applications

Data Management:

- Edge
 - PFU Scanners
- Core
 - ETERNUS physical and virtual tape libraries
 - Commvault Data protection software
 - Quantum physical and virtual tape libraries
- Cloud
 - NetApp Data Fabric

Custom Solutions:

- Firearm Tracking
- Secure Messaging
- Edu-Smart Centre
- Kiosks
- Digital Pocket Book
- Transportation crew scheduling and route visualization

Customer Portfolio:

CoCre8 has an established customer landscape with sound relationships. Our Blue Account strategy is the foundation enabling growth, continually feeding pipeline into the Partner ecosystem. This engagement strategy allows us to have a direct touch with clients but fulfilled via the channel. We help sustain Business longevity through understanding the needs of our customers.

CoCre8 is an authority on Data Centre Solutions from Core to Cloud and we are seen as trusted advisors by our customers.

Some of these customers consists of the following:

