



Positioning and Purpose of Uvance Wayfinders

June 26th, 2025

Global CEO & Senior Managing Partner,
Uvance Wayfinders

Shinichiro Shuda



Positioning and Purpose of Uvance Wayfinders

(10min)

Global CEO & Senior Managing Partner, Uvance Wayfinders

Shinichiro Shuda

Capability of Uvance Wayfinders

(5min)

Head of Japan, Managing Partner, Uvance Wayfinders

Akira Kudo

Transforming Business and IT by leveraging Data & AI as its core

(5min)

Head of Global Technology Practice, Managing Partner, Uvance Wayfinders

Satoshi Mihara

Purpose of Uvance Wayfinders



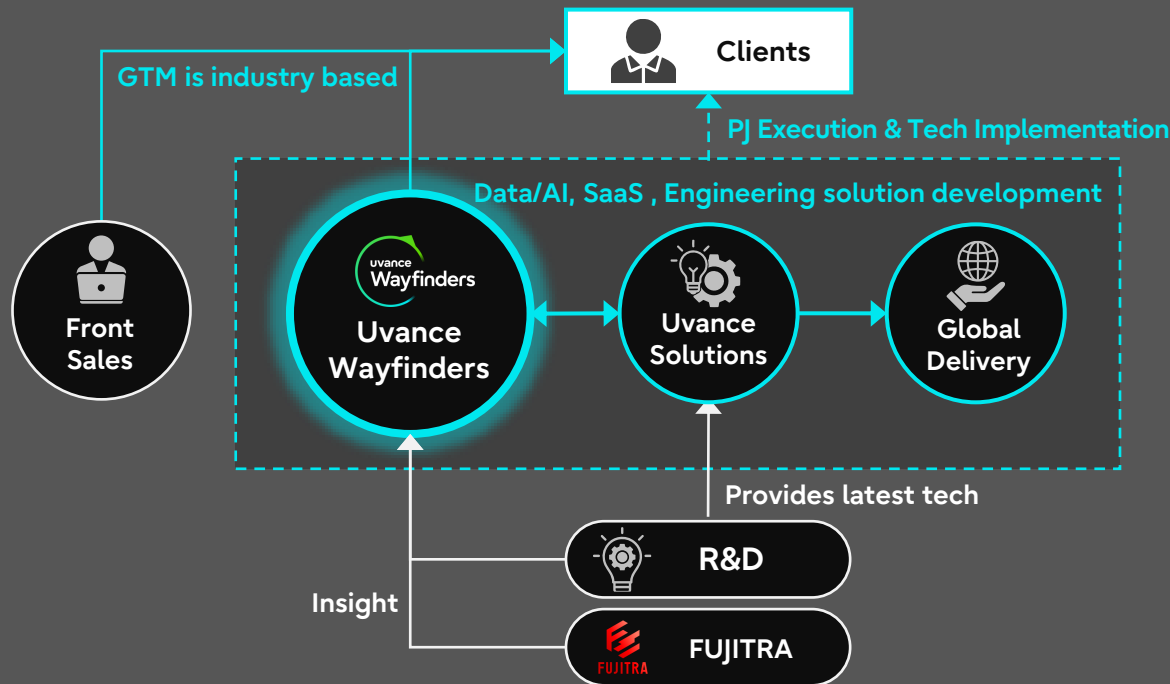
We are a consulting team within Fujitsu that aims to provide clients with Fujitsu's comprehensive capabilities and maximize client value End-to-End.

"One-Fujitsu"	Being the linchpin to clients by bringing the capabilities of front-end sales, solutions, technology-delivery and R&D together
End-to-End Delivery	Provide value from business reform to detailed design, POC, implementation, continuous development & operation and implement pricing that reflects the value created
Industry Expertise	Being our clients' adviser by constantly providing a hypothesis for Uvance Verticals and industry issues
True Global Team	Execute a business that is consistent by implementing a globally standardized organization structure, HR/Hiring/Assessment system, consulting methods, culture and operating model.

Structural View of One Fujitsu



Uvance Wayfinders is the linchpin to realize an End-to-End delivery of Fujitsu's unified capabilities to clients.



Example of Our Services

- Development and implementation of industry solutions
 - Uvance SaaS
 - 3rd Party SaaS
 - Industry Application
- Business transformation and utilization of Agentic AI in the planning, reform, implementation of transformation phase
- Design and implementation of IT architecture & data layer that is essential for AI implementation

Enhancing value for our clients



Uvance Wayfinders will enhance client value through the following 4 methods.



Utilization of organized FUJITRA Insights

Organizing our internal business transformation experience from the last 5-7 years.

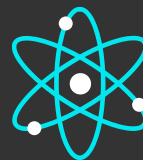
Through the publication and sharing of our own experience, Uvance Wayfinders will tackle client issues.



Leading Business Transformation

In an engineer centric team, it is difficult to generate solutions that can change the operation itself, let alone transforming the entire business.

Involving consultants broadens the conversation, allowing us to explore better solutions.



Utilization of our latest tech

Instead of leaving our technologies in the lab, Uvance Wayfinders will boldly conduct demonstrations using the technology to solve client issues.

AI provided from a 3rd party will be used but will distinguish with areas where only we can develop.



Succession of Fujitsu Culture

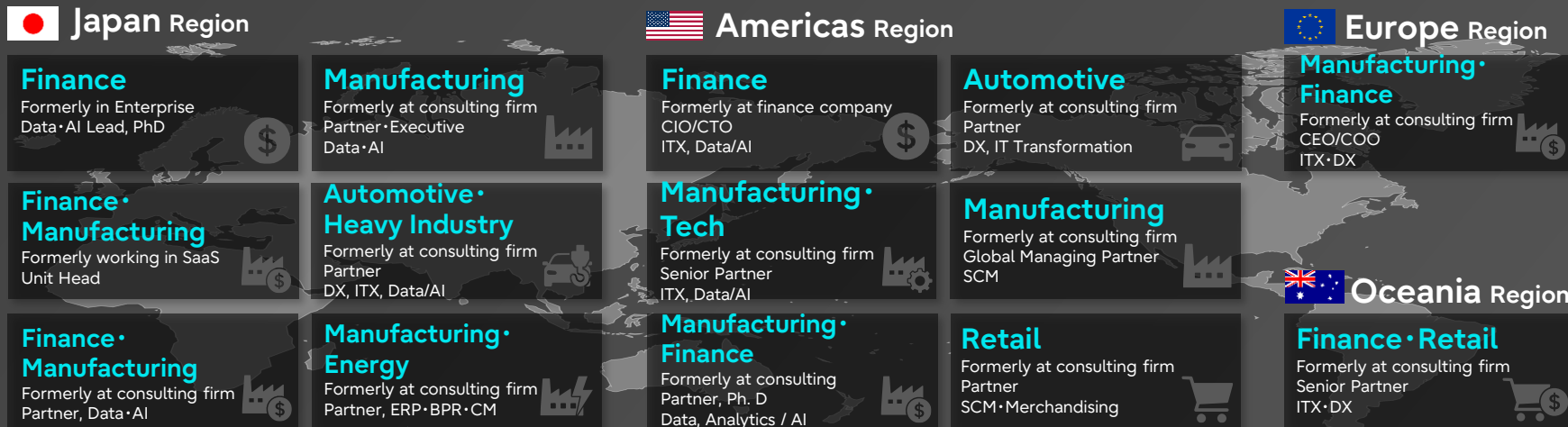
Challenge ourselves with solutions that is unprecedented.

Co-create with our clients until the very last and will take responsibility up to continuous operation.

Technology experts onboard

A diverse set of leaders who have experience in both industry verticals and technology are onboard with us. They have already started engaging with clients in each region.

An Example of Hired Partners



Our Purpose

Make the world more sustainable by building trust in society through innovation





Capability of Uvance Wayfinders

June 26th, 2025

Head of Japan, Managing Partner,
Uvance Wayfinders

Akira Kudo

Consulting Capabilities of Uvance Wayfinders



Industry Consulting

- Providing insights into individual companies by developing a future outlook of the industry based on industry expertise
- Transforming the ecosystem needed for solving individual issues

Industries

Healthcare
Mobility
Finance
Manufacturing
assembly and process
Retail/CPG

Operation Transformation

- Designing business process on the premise of AI
- Constructing a mechanism that integrates ECM/SCM execution and management
- Realizing digital operation, digital twin

Experiences

Employee
Customer
Design Consulting
Change Management

Operations

ECM
SCM
Finance

Data & AI



Experience Consulting

- Transforming people is essential for corporate transformation
- Providing support for the transformation of companies, organizations, and individuals based on experience

Technologies

Governance
Architecture
Application
Modernization

Transformation through Technology

- Designing and constructing Enterprise Architecture which is AI Ready
- Realizing a practical modernization and application

Manufacturing Digital Twin



Mapping manufacturing data from ECM/SCM/ERP. Conducting various simulations using Fujitsu's ML and AI.

- Impact analysis of regulatory changes
- Impact analysis of geopolitical risks
- Customer impact analysis of defective part

DX & Culture Transformation



Conducting culture transformation that drives DX practices by integrating FUJITRA experience and consultant's objective view.

- Pairing of consultants and practitioner
- Over 150 transformation themes and 30 frameworks
- Sharing of failed cases and transformation roadmaps

Trusted Society



Starting from infrastructure led projects, will envision the future 10 years ahead through broad concepts & technology outlook.

- Overall concept consulting
- PMO and change management
- Policy Twin



Transforming Business and IT by leveraging Data & AI its core

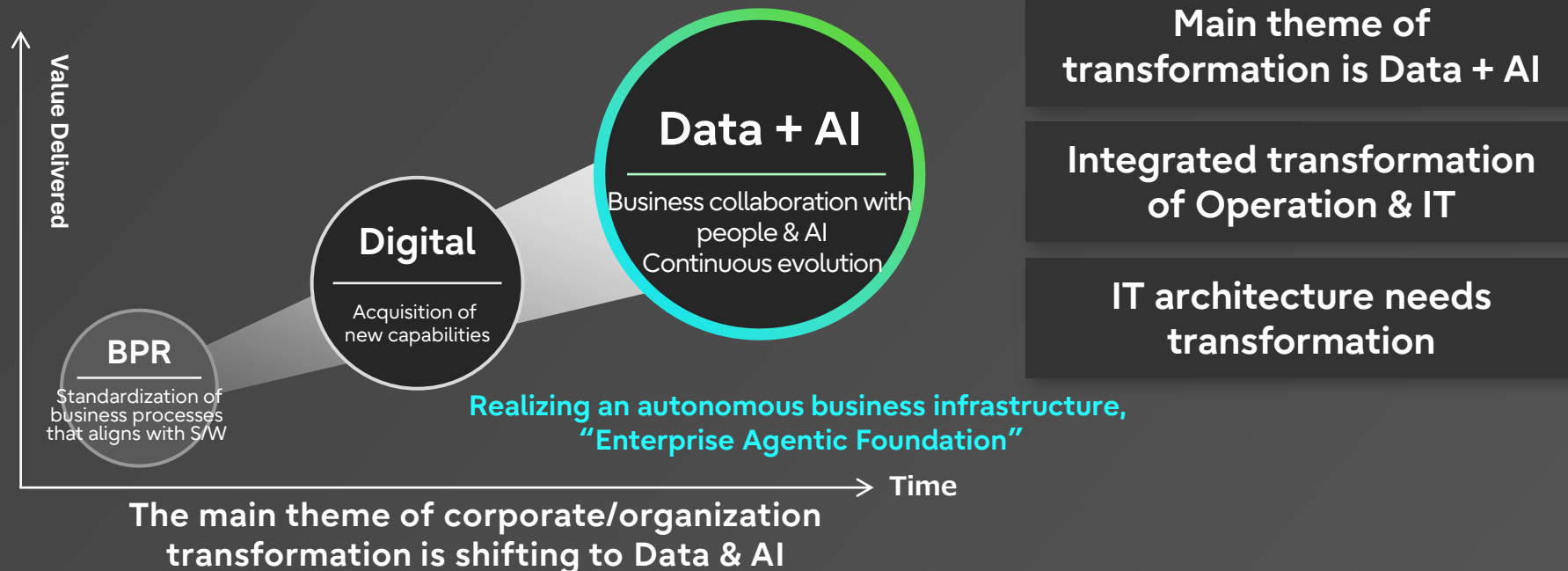
June 26th, 2025

Head of Global Technology Practice,
Managing Partner, Uvance Wayfinders

Satoshi Mihara

Data & AI is the engine to business transformation

Transforming operation and IT end-to-end utilizing Data & AI in order to realize a world where Agent AI can become the business foundation of corporations & organizations.

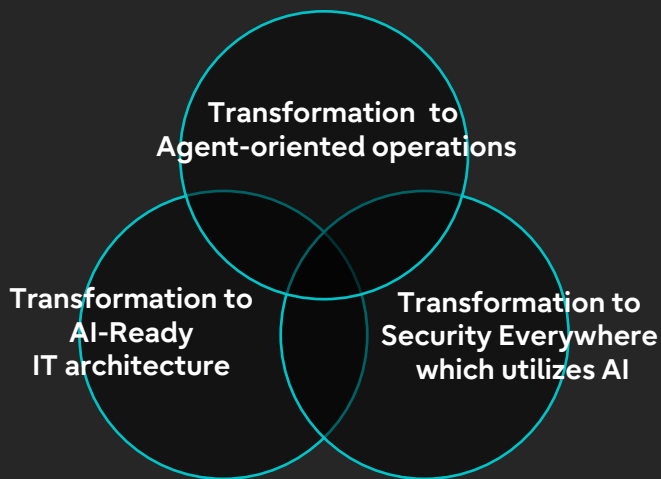


Approach of realizing “Enterprise Agentic Foundation”

Autonomously and continuously allowing evolution of operation and IT by our clients' utilization of Data & AI realized through unifying the capabilities of Fujitsu.

Realizing Enterprise Agentic Foundation

Drive integrated transformation of operations & IT



Full utilization of AI

AI Oriented Consulting

Continuous AI visualization
of the environment
Full automation of IT
lifecycle through AI
Project enhancement

⋮

AI Consultant as a
Service

Strength of Wayfinders

One Fujitsu

Rich industry knowledge
(Process & Data)

Experience knowledge
based on Fujitsu's own
transformation

Mission-critical IT
implementation capabilities

Realization and challenge of
creating something which
does not exist.



Thank you

