



Consulting by Fujitsu

Strategic planning unlocks healthcare investment

Fujitsu enabled the development of robust business cases and roadmaps, helping the health service secure funding and modernise critical clinical infrastructure.

Industry: **Healthcare**

Headquarters: **Melbourne, Australia**

Employees: **Approx. 5,000+**



6

Months engagement
timeframe

3

Initiatives: Legacy,
AV, WoWs upgrades

The customer sought a structured approach to secure funding for critical infrastructure upgrades, aiming to modernise systems and improve clinical efficiency with Fujitsu's support.

Securing investment for critical healthcare infrastructure

The customer, a major State Government Health Service, was seeking to modernise its technology environment to better support evolving service needs. A number of legacy systems were approaching end of life, while ageing audiovisual (AV) infrastructure and Workstations on Wheels (WoWs) were becoming less effective in supporting day-to-day clinical workflows. These challenges highlighted opportunities to streamline processes, improve reliability, and better enable the integration of newer technologies.

To support this transition, the organisation identified the need to develop well-structured, costed business cases aligned with state investment requirements. This approach helped guide prioritisation and enable a staged, sustainable implementation within available budget cycles.

Translating complex needs into strategic plans

Uvance Wayfinders, Consulting by Fujitsu, partnered closely with technical, clinical, and operational teams to define the scope and objectives of each investment area. Through detailed current and future state analyses, Fujitsu identified critical interdependencies and mapped business processes to demonstrate the impact of proposed upgrades. Legacy systems were prioritised due to lifecycle risks, leading to the design of a transition to enterprise-grade controllers. For AV and WoWs, Fujitsu conducted structured analyses incorporating reliability metrics and maintenance history. The team then developed comprehensive business cases aligned with state requirements, including problem statements, strategic context, defined benefits such as safety and compliance, and detailed cost modelling. Multi-year phased resource analyses and roadmaps were created to guide funding prioritisation and rollout schedules.

“We translated complex clinical and technical needs into compelling, costed business cases, enabling vital funding.”

— Consulting Contact Point, Uvance Wayfinders



Fujitsu developed robust, costed business cases and multi-year roadmaps to secure funding for critical healthcare infrastructure upgrades.



Millions

AUD funding secured

Delivering confidence and clarity for funding approval

The engagement resulted in submission-ready investment assurance material, including governance documentation, funding schedules, and executive-level artefacts. These deliverables provided clear accountability pathways and documented delivery risks, enabling informed decision-making and executive oversight. With robust business cases in hand, the customer secured vital funding for critical projects, ensuring strategic alignment, cost-effectiveness, and phased implementation.

About the customer

A major State Government Health Service delivering comprehensive healthcare across a wide region, operating multiple facilities and ensuring high-quality patient care through modern infrastructure.



Submission-ready business cases aligned with state criteria



Secured funding for legacy system replacement and AV upgrades



Clear phased roadmap for long-term operational resilience

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