

# Data Sheet

## Certified Pre-Owned Cards Program

Quality equipment at significantly reduced cost

The Fujitsu Certified Pre-Owned Cards Program helps you maintain your installed base of Fujitsu equipment and reduce costs without sacrificing network reliability or service quality. Whether you need to keep legacy or discontinued equipment running, or need to control costs to stay within your maintenance budget, Fujitsu Certified Pre-Owned Cards may be the right answer for your business. All cards are refurbished and warranted by Fujitsu, the original equipment manufacturer.

### Avoid the Grey Market

Although purchasing products on the “grey market” can seem attractive due to the low prices at which goods are offered, it can be risky. The grey market is a secondary distribution system and is not supported by the original equipment manufacturer.

Products purchased in this fashion can be unreliable and purchasers have no way of knowing if they are receiving a working unit. There is no way to be certain that the unit they’ve purchased is genuine and not an inferior counterfeit—or that the unit in hand has not been stolen. Of course, there are greater dangers, since defective or counterfeit units can stop working or malfunction unexpectedly, which, in some cases can be catastrophic.

Additionally, third-party vendors cannot certify grey market parts without the original design specs. In the rare case that such a guarantee is offered, customers have no way of knowing whether they are getting a new part, a counterfeit part, or simply swapping one defective part for another.

### The Solution You Need at the Price You Want

In today’s world, balancing cost with performance is always a challenge. Costs are under continual downward pressure while subscribers’ performance expectations are growing. Your customers demand high availability and minimal downtime.

You’re challenged to do more with less, and keeping legacy and discontinued equipment running as long as possible is an essential cost-control option. It seems like an impossible task no matter what size company you’re with. Now, there’s a solution: Fujitsu Certified Pre-Owned Cards.



### Dependable Parts at Significant Savings

In order to help customers avoid the risks inherent in purchasing equipment from the grey market, Fujitsu has created the Certified Pre-Owned Cards program. With this program, customers are able to buy dependable factory refurbished parts from the original equipment manufacturer at a significant savings.

# Pre-Owned Equipment You Can Trust

## Six-Point Inspection Process

Each certified pre-owned card undergoes a rigorous six-point inspection process, leading to our unrivaled quality guarantee:

1. Verification of Fujitsu serial number
2. Inspection by Fujitsu trained technicians
3. Repair and replacement of defective components
4. Fujitsu quality testing
5. Software set to requested release
6. Transfer of ownership and registration of warranty\*

*\*One year warranty is standard, expandable to three years for an additional fee.*

## Quality You Can Count On at a Price You Can Afford

Whether you're maintaining current, legacy or discontinued equipment, you can stretch your budget while still relying on the high quality you expect from Fujitsu.

## Direct from the OEM

With this program, you can acquire current, discontinued or legacy cards directly from Fujitsu, the Original Equipment Manufacturer, entirely avoiding the pitfalls of the grey market such as counterfeiting and unexpected system failures. No other vendor can certify Fujitsu equipment to the original manufacturing specifications.

## Guaranteed Fujitsu Quality

All certified pre-owned Fujitsu cards carry a one-year warranty\* and a transfer of the owner of record. As well, certified equipment is covered by your current Fujitsu Maintenance Support Program (MSP) contract.

## Wide Range of Inventory

Fujitsu has a wide range of optical and electrical transport and management cards available under this program for current, discontinued and legacy products.

## Environmentally Friendly

When you buy certified pre-owned cards from Fujitsu, you're not only getting exceptional quality, you're also contributing to the health and sustainability of our environment. A certified, pre-owned product means that no additional resources were consumed in making a new product. With the Certified Pre-Owned Cards Program from Fujitsu, you can save money and have a positive impact on the environment.

*\* Extendable to three years with payment of an additional fee.*

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