

## Client

### Fujitsu

**FIVE YEARS  
TOGETHER  
CLOSE  
PARTNERSHIP  
MAKES THE  
CLIENT'S  
DIGITAL PATH  
SMOOTHER**

Some years ago, Fujitsu Finland and ONEiO Cloud Oy (formerly Service-Flow) agreed on a collaboration reaching for the future: Fujitsu, as a reseller, can offer its clients ONEiO iPaaS integration solution for service management and process automation.

ONEiO's integration solution can automate integrations utilized e.g. in many different kinds of ICT services and SIAM implementations that are necessary as digitalization progresses and becomes everyday reality.

*"Clients demand faster and easier deployment of new solutions as well as flexibility. We use ONEiO in our ServiceNow practice, in particular, to remove bottlenecks efficiently from integration projects. This is why the partnership with ONEiO is an important mainstay for us,"*

– Jukka Hämäläinen Sales Director, Fujitsu ServiceNow

**FUJITSU IS THE LARGEST AND MOST EXPERIENCED  
SERVICENOW PROVIDER IN EUROPE.**

From Fujitsu's ServiceNow practice's viewpoint, the solution is directly linked to the heart of digitalization. It is about automating the processes related to system integration in a modern way, utilizing robotic process automation.

ONEiO's solution is an enabler to Fujitsu. It helps tackle and tames the challenges traditionally encountered in system integration. These often include e.g. the lack of integration expertise and resources, tight schedules, and making sure the integrations will work even in the future. Compared to other solutions, ONEiO has the benefit of being able to get the ecosystems and integration interfaces of other service providers connected, so each party can keep their own tools and software, and there is no need to learn new software or ways of working.



**KEEP YOUR  
OWN TOOLS  
AND SOFTWARE**

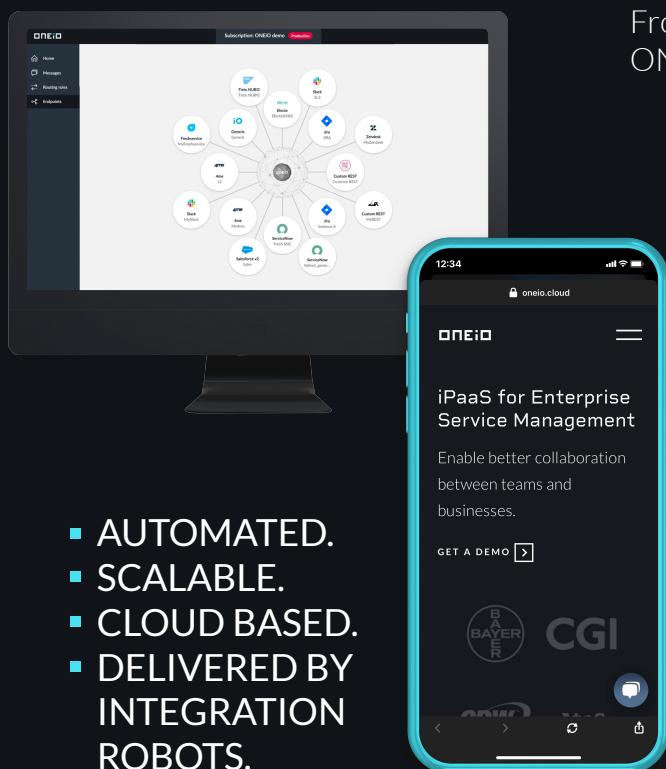
# ONEiO

## CASE STORY



*"ONEiO is a ground-breaking solution, as it challenges traditional ways of designing and implementing software integrations. It also decreases the amount of manual labour significantly. Fujitsu is an important partner to us, because it also wants to provide services in a new way. We have a clear common vision of what digitalization requires"*

– Sales Director Erkkä Heinola from ONEiO Cloud Oy



- AUTOMATED.
- SCALABLE.
- CLOUD BASED.
- DELIVERED BY INTEGRATION ROBOTS.

From the point of view of a service provider like Fujitsu, ONEiO's solution supports ServiceNow practice's sales.

"It makes sure that the winning car has winning tyres, i.e. that all the other parties connected to ServiceNow also communicate with each other," Heinola continues.

### ABOUT ONEiO

ONEiO Cloud Corporation is a software as a service (SaaS) provider specializing in the further development and production of their next generation integration platform (iPaaS). Founded in 2011 in Helsinki, Finland, and now with offices in Germany, the United Kingdom and the United States, ONEiO's iPaaS enables an effortless and easy integration without specific integration skills and removes the problems related to traditional integration delivery, maintenance and reliability. If you'd like to get started, try ONEiO free for 14 days and have your integrations up and running within just a few hours.

**ONEiO** FREE YOURSELF.  
HIRE A ROBOT.



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