

Autumn Greetings from Headstart!

With the approaching year-end the pace of projects is really hotting up for most of our customers. At the same time, a lot of thought is focused on the next year's budget and how best allocate the funds. We believe we can give you some help with this: tell us what you need and we will make you an offer at a fixed price, if requested. A long-running co-operation well planned and scripted benefits the both of us.

Our end-of-the-year focus is on the tools that ease the daily life of your administrators and end users. With the Helppi helpdesk service our customers can get the backup their administrators need to solve issues. Role-oriented training again is to help your end users with their daily routines. At SAP FINUG's Autumn Seminar we have these programs on special offer. So, we will be there, and we are inviting you to come and discuss with us about the Headstart services and training available.

Those with a keen eye on market trends have seen the latest SAP news: launching of the SAP Business by Design (BBD) product which is certainly a most interesting move towards medium-sized enterprises. It is a web-based hosted product, easy to initialize, based on SOA, Service Oriented Architecture. It is predicted to land on Finnish shores in the last quarter of the year 2008. Business by Design does not exclude All-in-One products but rather completes the selection to include

the companies for which All-in-One is too comprehensive. We are following the situation to be in the forefront for serving the small and medium-sized sector with their customer needs in operation management.

Another interesting piece of SAP news is the acquisition of Business Objects. How this transaction will affect the SAP Business Intelligence supply is not quite clear yet since the business acquisition is not to be finalized until the first quarter of the year 2008. As Business Intelligence happens to be very close to my heart, this is good news: Business Warehouse integrates beautifully when SAP is used as the source system. However, there is an increasing need to link the information database with source systems outside SAP. No doubt Business Objects offer additional alternatives to customers and a firm foothold to SAP on the Business User's worktable.

All of the afore mentioned news are excellent reasons to hang together with SAP. We will be pleased to coach you in getting the best bits out of these changes, too.

Let's ride out the autumn storms!

Jussi



Kuvassa toimitusjohtaja
Jussi Peltonen

Headstart's home pages renewed

Headstart's home pages were renewed as from the beginning of October. Pages both in Finnish and English are at <http://www.headstart.fi/d/>.

Headstart Attending the SAP Finnish User Group Autumn Seminar

The SAP Finnish User Group (SAP FINUG) is organising the now traditional autumn seminar at Espoo Dipoli on the 7th of November, 2007. This time the topics cover such as governance, version change, project experiences, master data management and technology. For additional information about the program, visit SAP FINUG's homepages at www.sapfinug.fi.

Headstart will be present at Finug's autumn seminar at our own stand, so, come and meet us at this partner fair at Stand Nr. 7. We welcome you to give us feedback about our co-operation, take part in a raffle with a chance of winning relaxing spa weekend worth 660 euros and to place an order for a Headstart product on exceptional offer at the fair. At the Headstart stand you will also find relief from the neck and shoulder pain, an office worker's constant plague. Qualified massage therapists give you a 5-minute neck and shoulder massage at our stand from 11:00 to 18:30 hrs.

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Check Headstart offers at FINUG's fair from the back page!

On-track Training – at Last Uncomplicated SAP Training!

On-track training is a ready-to-use training package including the entire production, purchasing, sales and financial administration processes. It is customer-oriented training using the Customer's SAP system and the On-track training material.

With On-track training, every process entity can be combined with several units which form a role-oriented training path, for example, or it can be used as an introductory tool by constructing a ready-to-walk course path for training a newcomer or re-training a person chang-

ing tasks. The On-track training also provides information and skills in specialized fields. The duration of one On-track training unit is 1 day.

Come and learn about On-track training at SAP FINUG's autumn seminar, and we will tell you how to train end users to become experts in their field.

Step on the track and get more information from Ami Ilomäki (+358 40 417 6107 or ami.ilomaki@headstart.fi)

Headstart's Seminar Services Will Start in 2008

Headstart Seminars are aimed at diversified enhancements of the customer's working methods and at streamlining the procedures.

For now, the seminars will be held in Finnish language only. However, do not hesitate to contact Headstart if your company would be interested in having a private seminar in English — that can be arranged.

Improving the product availability and optimizing the stock levels, 12 Feb. 2008

Do you know how intensified co-operation can affect your invested capital, material flows and improve the availability? And how does the stock level affect your business?

Come to our seminar to get some updated advice to help you design and manage material flows.

More sense for your business with Business Intelligence (BI), 12 March 2008

Do you think that BI is simply a fancy abbreviation? We know how BI provides comprehensive services by developing your business plan, analyses, reporting and controlling as well as the data supply and data integration processes supporting such procedures.

How I learn SAP best, 15 April 2008

We know how to ease your life after system initialization, how to grow your knowledge and how to share the knowledge you already have gained!

Come and find new perspectives to and ideas of how to intensify the daily routines in your organisation after system initialization and how to guide

your team members to the same field while minimizing risks and fouls.

Pep up your Budgeting, 15 May 2008

Challenged by changing budgeting needs? Renewing your current budgeting models and upgrading the budgeting process should really be started in time "the Headstart way" with brand new ideas for the autumn's budgeting round.

Come and talk with us to take a fresh look at the questions related to your budgeting. You will have new thoughts of how the system solutions can support your budgeting process.

Do not hesitate to contact Ami Ilomäki (+358 40 417 6107 or ami.ilomaki@headstart.fi) if you have any questions regarding the Seminars.

Process Game – Play Your Team to the Same Field

The Process Game combines the different parts of your organisation, creating hands-on experience of co-operation. It proves in practice how the SAP system works and the information flow passes through the processes.

The Process Game presents you how the basic data control the functions and how the operation chains form an entity. During the game you

change roles and learn why your workmate's job is as important as yours.

The Process Game can form one unit of the On-track training program or be used as a separate training entity.

The duration of the Process Game is 1 day, and it is designed for maximum 12 players at a time. Drop by and pick up more details at our stand

at SAP FINUG's autumn seminar.

Play your SAP right, so, boost the know-how of your team and contact Ami Ilomäki (+358 40 417 6107 or ami.ilomaki@headstart.fi)

Headstart Offers at FINUG's Fair

Headstart Helppi introductory offer

- Silver Level 3 months – service charge for a total of 1000 euros only
- Bronze Level 3 months – service charge for a total of 500 euros only
- Free initialization – you only pay for the hours needed for opening the remote connection
- After a 3-month trial, the contract period is 24 months with the service charges according to the Headstart pricelist
- The offer is valid from 07 Nov. to 15 Dec. 2007

Headstart Process Game

- Process Game in the Headstart system, 3500 euros per game
- Preparatory work in the customer's system invoiced hourly – ask for a quotation!
- The offer is valid from 7 Nov. to 16 Nov. 2007

Headstart Seminars

- 12 Feb. 2008: Improving the product availability and optimizing the stock levels
- 12 March 2008: Sense for business with Business Intelligence (BI)
- 15 April 2008: How I learn SAP best

- 15 May 2008: Pep up your budgeting
- Price: 350 euros per a seminar or 1200 euros per four seminars or four participants
- All Seminars will be held in Finnish language
- The offer is valid from 7 Nov. to 16 Nov. 2007

On-track Training

- Role-oriented SAP training on your system
- You can choose 1 to 7 units per a role to be trained in
- Minimum four persons per a unit to be trained
- Learning with the On-track training material
- Preparatory work be charged separately
- Price per 1 unit 500 euros per participant, 7 units 3200 euros per participant
- The offer is valid from 7 Nov. to 16 Nov. 2007

Prices are exclusive of VAT. For further information and detailed terms of order please contact your key customer manager, Ami Ilomäki (+358 40 417 6107 or ami.ilomaki@headstart.fi) or Johanna Lipponen (+358 400 914 325 or johanna.lipponen@headstart.fi).

Headstart Took the Floor at SAP World Tour Event

On the 3rd of October, 2007, Headstart attended the SAP World Tour event as one of the speakers. It was Heikki Kuusirati who addressed the meeting with the message summarised for you below:

Competitiveness of the Finnish SMEs rides on tools: What and how to buy to stay competitive?

The needs and challenges of SMEs are similar to those of larger companies with the exception that they have fewer resources available. How should the SMEs develop their purchasing to succeed in today's marketplace?

Firstly, there is the Enterprise Resource Planning or ERP program to be selected as a genuine backup for the company's business activities. When you are opting for ERP, it is easy to notice that all alternatives contain substantially the same basic functions. Then the buyer should take a better look into the basic functions and beyond to see which functionality is actually essential and which is not. At the same time she/he has to think it through and find out which way the company is headed during the next few years because the system they choose needs to support business activities in the future, too. More important than choosing a program with an ability to simply meet today's needs is definitely to choose the platform suited

for developing your business for the future requirements.

After choosing the program and the platform one needs to choose the right partner who helps the buyer's company develop further, stay with the development, and even come top of the league. It is no longer enough to be as good as one's neighbor or the "best" company in the field – ideas and developments must be traced within a larger scope. Typically, the best partners pick ideas from other industries, adapting them to your own field. So, choose a partner who understands your needs and sees through them the essential for your company in order to adapt the solutions accordingly. The supplier has to be able to offer overall solutions, that is, entire business processes, not just an operation management system. Apart from that, your partner has to know how to enhance and maintain the know-how and skill of your personnel, and by doing this, offer to deliver to you a project pattern that suits you best, either a turnkey or a solution tailored just for you. Added to this, your partner has to be committed to support and maintain your business activity so that you may concentrate on what is most important – running your business.

For further information, please contact Heikki Kuusirati (+358 40 842 9495 or heikki.kuusirati@headstart.fi).