



PRESS RELEASE
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Acando wins contract to implement Microsoft Dynamics CRM

Acando, one of Microsoft's largest implementation partners of Dynamics CRM and Dynamics AX in the Nordic region, has been commissioned by the leading Norwegian manufacturer of maintenance-free windows, H-Produkter AS, to implement a new CRM system. H-Produkter is owned by the Norwegian Flakk Group.

With Microsoft Dynamics CRM 2011, H-Produkter will get a complete CRM solution that quickly and easily allows access to all aspects of the company's customer relations. The solution has an Outlook interface, which means that users do not need to be trained. H-Products' staff can easily access reports, analyzes and key figures on any device they might use.

- For us it was important to have a CRM system that can grow with our own growth. Of great importance was also that it was quick to implement in order to continue to restructure and strengthen the market work. Microsoft Dynamics distinguished itself as the best CRM option to support our growth strategy, says Karin Sæter Hånes, IT Manager, H-Produkter AS.

- For Acando the agreement on implementation of Microsoft Dynamics 2011 for H-Products is a further confirmation of the growth Acando has in this area. Microsoft Dynamics CRM 2011 is well suited for fast growing companies as it provides excellent view of both customer relations and marketing in a fast and efficient manner, says Vice President Sven Ivar Mørch, Acando AS.

H-Produkter AS is a leading Norwegian supplier of low maintenance vinyl and aluminum windows. H-Produkter's weather-resistant solutions give the building owner considerable financial savings by cutting maintenance and replacement costs throughout the lifetime of the building. The Flakk Group of Companies consists of businesses in different industries, ranging from travel and tourism to helicopter services, energy saving building materials, light weight composites, innovative log homes and natural textiles.

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Acando

Acando is a consulting company that in partnership with its customers identifies and implements sustainable business improvements through information technology. Acando provides a balance between high customer value, short project times and low total cost. Acando has annual sales of about EUR 170 million and approximately 1,100 employees in five countries in Europe.

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