

Digia to provide YIT Equipment with Microsoft Dynamics AX services

Digia and YIT have signed a four-year service agreement covering the provision of Microsoft Dynamics AX development, maintenance and consulting services to YIT Equipment. The agreement supports Digia's strategy to be a comprehensive service partner by offering YIT the opportunity to focus on developing its core business. Digia will take over the operative administration of the system that manages YIT Equipment's business processes.

"We were not pleased with our previous model, where invoicing was based on the number of hours worked rather than on a fixed-rate charge that covers very little actual service. We started to look for a new solution, and liked Digia's new approach, which is based on a fixed-rate service charge, and under which we shoulder responsibility for business process functionality together. One key aspect of the proposal was linking pricing to business process functionality and thereby creating a shared incentive," says YIT's **Panu Vehniäinen**, Director, IT services and development.

"Modernising traditional services, and thereby giving service providers greater responsibility for their customers' business, will be one of the leading concepts in the business and service development of the future. Customers will receive a more predictable, more agile and duplicatable package that will create a foundation for competitive, healthy and efficient service," says Digia's **Juho Seppälä**, Director, Microsoft Dynamics.

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Digia is a Finnish software and service provider that helps leading organisations develop services, manage their operations and harness information both at home and abroad. Our R&D is based on the changes that impact people's everyday lives. Digia employs around one thousand experts in Finland, Sweden, Norway, Germany, China, Russia, and the United States. The company's net sales totalled EUR 97.4 million in 2014. Digia is listed on the NASDAQ OMX Helsinki exchange (DIG1V).

YIT is a construction industry leader. We are creating better living environments in Finland, Russia, the Baltic countries, the Czech Republic, Slovakia and Poland. Over a century of experience has secured us a strong market position: we are the largest housing developer and one of the largest business premises and infrastructure developers in Finland, and also the most significant foreign housing and area developer in Russia. Our vision is to be one step ahead – while taking care of our customers, partners and personnel. We have nearly 6,000 employees in eight countries. In 2014, our revenue amounted to around EUR 1.8 billion. Our share is listed on NASDAQ OMX Helsinki. www.yit.fi