



# Profitable IT systems control

If you leave IT to Visma, you are guaranteed a secure, stable and controlled systems environment accessible regardless of where the employees are located. Visma have extensive experience and know-how with regard to IT systems control, we are always at the leading edge of developments and are committed to using technology that can give our customers competitive advantages.

ASP (Application Service Provider) ensures greater flexibility, economies of scale and clearer, lower overall costs than if the company has to maintain its own internal expertise and systems control resources.

Globalisation and a major change in pace are creating pressure on parts of the Norwegian business sector. The welfare model that

forms the basis of Norwegian society also leads to Norway being an expensive country compared with competitors in other parts of the world. In such a situation, information technology, knowledge of processes and the capability to easily adapt them represents crucial competitive advantage. Together with local expertise and extensive experience, this forms the basis of the products and solutions developed by Visma.

*Visma ASP gives our customers a competitive edge via cost effective systems control, stability, predictability and accessibility.*



## The positive reasons

### Accessibility

Users log on to the company's area, regardless of where they are located and what type of user unit is used.

### Economies of scale give security and stability

The Visma ASP solution gives the customer economies of scale on a par with large organisations, a high level of security and an uptime of almost 100 per cent.

### Predictability

The customer pays a fixed price per user, which enables a clear financial overview and allows for straightforward budgeting. Software can be leased or bought, depending on what is most favourable.

## Valuable know-how

### Processes and functions

By using an ASP solution from Visma, the customers' needs to be constantly updating their IT technology is almost eliminated. Our specialists have extensive and broad experience and expertise, including several decades of experience from IT systems control, ASP solutions, systems development and adapting solutions. Because our customers share the costs associated with this team of specialists with others, they have access to know-how that would have otherwise been expensive to maintain.

Our consultants follow the development on an ongoing basis, and consider what new investments we should make in machinery and software in order to always be able to offer our customers new competitive advantages. One characteristic of the development is that new technology creates new ways to do things. Visma has knowledge of processes and an overview that enables us to quickly implement new solutions and new technology, which lays the foundation for these changes. Having the capability to react quickly to changing needs in the market is a definite competitive advantage for our clients.

### Application know-how

It goes without saying that an ASP deals with the challenges associated with infrastructure, uptime and security. However, a good outsourcing partner must also have extensive expertise in application management.

Visma's knowledge of the customer's critical applications, combined with many years of experience and up-to-date expertise, represents major values and a great benefit for customers that want something more than purely a technology provider. No one knows more about their customers' critical applications than us. The specialists developing the solutions are easily accessible, our support consultants have the most comprehensive know-how on the software and we ensure that the ASP customers can concentrate on using the applications, not managing them; we take care of that.

### Infrastructure

At the base of every ASP solution is a comprehensive infrastructure, where the service provider takes care of all aspects of the physical technology. This applies to service and back-up of the server park, securing uptime and capacity in the communications lines, as well as upgrading and error recovery, all of which normally take place without the customers even noticing.



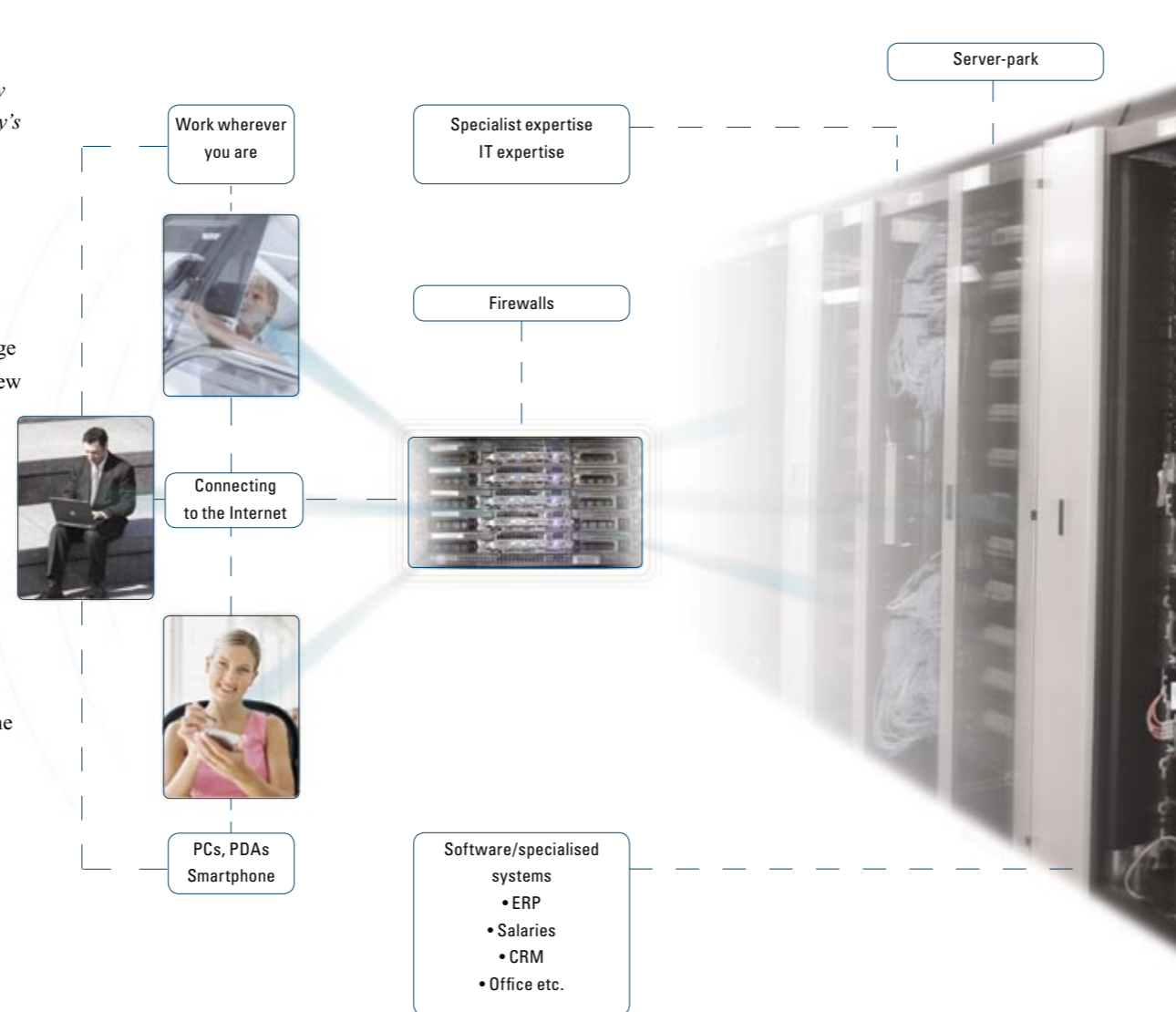
# A platform for SUCCESS

An ASP solution entails Visma taking over the responsibility for and the systems control of whole or parts of the company's IT solution. The concept encompasses the infrastructure, such as servers and hard disks, and all approved software. The ASP customers reduce their own need for IT expertise, experience and updating thereof.

The installation, upgrading and error recovery of software take place centrally, and normally at night outside peak usage times. This also applies to the ongoing implementation of new technology and new solutions.

Users log on, regardless of where they are located, either via the Internet or a separate program that is installed on the user unit. It is possible to work from a variety of units, such as traditional stationary PCs and laptops, PDAs and Smartphones with a Windows operating system.

Because the ASP concept is flexible and easily adapted to the customers' individual needs, the solutions are suitable for organisations with everything from a few to hundreds of employees.



## Why ASP?

An ASP agreement with Visma focuses on the company's core activity and releases resources that were previously used on managing and developing IT. The customer can focus on the daily running of the business, and how to get optimum use from the various software solutions and processes linked to these.

The ASP solution, which individual customers share with a number of others, entails economies of scale that provide a high degree of security and an uptime that is almost 100 per cent. Regular back-ups and mirroring disks, the physical security of data, mirrored solutions in case equipment fails, and protection of information are some of the benefits that all customers can enjoy.

ASP gives the company a predictable economy, with a price per user. In practice, the solution entails the customer sharing the physical infrastructure, the access to experience and expertise, and thus also the costs, with other parties using the solution.

Users have access to their data, regardless of where they are located or what type of user unit they use to log on. The solution gives access based on pre-defined roles and user configurations, and the security level profile associated with the user.

An ASP solution is flexible and scalable, and new users can be added in a few minutes. No software needs to be installed at the customers' premises. For support, the user contacts Visma's helpdesk and talks to experienced consultants who are familiar with the individual customers and the different solutions.

## A solution for the majority

An ASP solution is flexible, which makes it suitable for a number of companies and many types of organisations.

Because the customers can choose between owning or leasing the applications, we can help you find the most favourable solution, based on the current number of employees as well as future numbers, the company's liquidity, type of operation and software requirements.

## ASP from Visma

Visma is one of Norway's most experienced Application Service Providers. We have utilised and developed the model for a number of years, and manage all of our ASP customers in the same solution, which covers our own data requirements. This is an extra security and guarantee. No one knows Visma's applications better than us.

Using Visma ensures that your outsourcing partner is an expert in the most important programs you use. It goes without saying that we also work with Microsoft Office and other widely used software. In addition, our experience and expertise will replace the internal need for a separate IT department and increase the level of preparedness in relation to the opportunities and potential impact of new technology and changes in business processes.

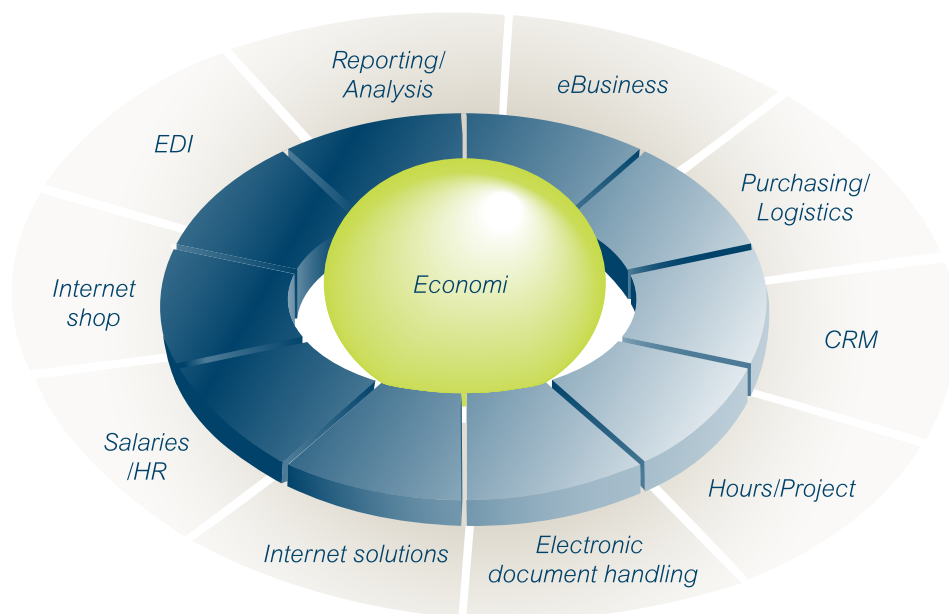
Our systems control centre is located in a specially designed building, with the focus on the security of IT operations, at Kaldbakken just outside Oslo. Double solutions, known as redundancy, ensure that this power station can operate even if individual components fail. The actual building, as well as the data that is stored here, are monitored around the clock, throughout the year.

Do you want to know more?

For more details, go to: [visma.no/asp](http://visma.no/asp)

## Solutions for any need


Visma has a broad range of software with functionality suitable for companies that want to simplify their operations. Our program development is based on knowledge of Nordic customers' business processes, and will provide the most effective solution regardless of the size of the company. Within our specially developed IT solutions, the functionality is adapted in cooperation with the various business sectors. Our software is also available as an ASP.



### Unique local expertise

Visma Software has a nationwide distribution facility, which is the largest in Norway. All of our distributor consultants have completed an extensive certification programme. Individual distributors also have their own distributor licence. This is a stamp of quality and a guarantee for you as a customer.

Always up-to-date on the Internet!

 [www.visma.no](http://www.visma.no)