

Zipper by Semcon starts an IT factory and extends its range of services

In order to meet customers' requirements for installing Windows 2000 and exploiting its capability for automatic distribution of software, Zipper is extending its service range by starting an IT factory. The factory will configure and package software according to the Microsoft standard (MSI) which means that programs will be sent automatically to company PCs and users. Zipper has gained three new customers in less than a month, including Akzo Nobel. Zipper expects sales from the factory to reach SEK 10 million in the current year.

"There has been a very positive reception to the factory," says Sten Hellström, sales manager at Zipper by Semcon. "Using our FastTrack concept we have already installed Windows 2000 for around 40 customers. There is great demand for providing packaged software to customers. To create rationality for customers we can now offer efficient organisation and processes at our new IT factory."

"The success of both FastTrack and our IT factory illustrates that customers aim to buy complete solutions rather than hiring consultants. We are seeing that our business concept is being appreciated more and more," says Johan de Verdier, Managing Director of Zipper.

Three multinational companies have already placed orders for packaged applications. The companies use FastTrack, Zipper's concept for installing Windows 2000, and now wish to ensure swift roll-out of their software. After packaging, the software is certified to verify that it works efficiently in its new environment.

"Customers pay a fixed fee to get their applications packaged. We take responsibility for the process, making things simpler for our customers," concludes Sten Hellström.

Zipper by Semcon was started in August 2000. Zipper's business concept is based on packaged IT solutions combined with consulting services. Zipper works to ensure that an IT platform is stable and has a layered framework. Solutions focus on the general components in all IT structures. The purpose is to create high, measurable efficiency and productivity for our customers, who include Vattenfall, Orkla, Akzo Nobel, Region Skåne, SAS and AstraZeneca.

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Semcon is one of Scandinavia's leading design and high tech consulting businesses with more than 1600 employees and over SEK 1000 million in sales. Semcon develops products, processes and human resources in partnership with Sweden's leading industrial companies.

The combination of profitability over the past twenty years and Semcon's long relationships with leading industrial companies forms the basis for continued success.

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