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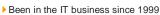**An inspiring it-partner**

Headlight - an executive summary

- Company founded in: 2001
- Office in: Örebro, Västerås, Borlänge
- Number of employees: 50
- Background as IT-consultants from among others Cap Gemini, Logica, Know IT, Tieto, Cybercom, Sogeti
- The company's focus from the very beginning was to be able to deliver IT-projects from seed to plant and continuously grow with a good mixture of IT-architects, project leaders/test leaders and system developers in order to be able to respond the market demands for efficient IT-projects.

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Nicklas Kaloinen - Presentation

- 36 years old
- Live in Västerås, Sweden
- B.Sc. in Information Technology Engineering
- Been in the IT business since 1999
- Employed by Headlight since 2007
- Working as project manager
- Aim is to become IPMA C certified project manager 2011

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System - Background

- *Existing e-business application*
- *Developed to be used by external customers*
- *Basic functionality:*
  - *Track orders*
  - *View documents*
  - *Search material*
- *Information available from 6 different business units*

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Case for change

Connecting the new business unit to the application will increase the overall business service level to our customers. This includes:

- *One face to the customer*
- *A state of the art e-business solution is one step in becoming the no1 in Stainless*
- *Information available 24/7*

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Case for change

- *Reduced sales administration costs for both customers and supplier*
- *Increased customer loyalty*
- *Sales organisation to become more available to focus on increased sales and customer support*
- *Possibility for internal sales staff to access the new business unit stock service*

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Project main objective

"Extend the available business units connected to the application with the new business unit at the basic and agreed level of functionality that applies to all business units connected to the e-business solution"

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Project sub-objectives

- **Project plan is written and approved by the steering committee**
- **Each system function is developed, tested and approved by the business**
- **All relevant documentation written and approved**

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Project sub-objectives

- **Hand-over to support organization has been signed-off**
- **System released to production environment**
- **Completed intensive care period**
- **EVA document written and handed over to steering committee**

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Guiding Principles

Development of the application should follow the company principles and guidelines:

- **Development will be based on meeting external customer needs**
- **Functionality will be driven by the need to be fast, simple and user friendly**
- **The application will be developed with a 'One Company' approach, with common processes and services from all connected business units**

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Challenges

Project have many challenges to overcome before meeting its objectives:

- **Several systems included in the solution**
- **Geographically spread project organization**
- **Different vendors**
- **Resource availability**
- **Limited time plan and budget**
- **Resistance from the business to implement the solution**

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Headlight is a successful partner for IT intensive companies and public sector organizations.

www.headlight.se

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