



# SWICON360

## news

march 2010

### SWICON360 SIGNALS ITS INTENT TO DOUBLE UP ON MARKET STRENGTH, CAPITALISE ON LOCAL PEOPLE DEVELOPMENT

**We are very pleased at the outcome of our official launch of the SAP® ERP HCM application and HCM Spectrum in the Cloud offering held recently in Johannesburg.**

The feedback we have received from customers and partners, including SAP AG and Vodacom Business, indicates that this offering is an ideal platform with which to meet local requirements. As the domestic market continues to take shape around global economic development and reform, there is a growing appreciation for what Human Capital Management actually means to core operations.

It is our assertion that this realisation and level of awareness of HCM, its implication and influence on system development and integration could not have taken place at a better time. This is because South Africa stands at the threshold of a golden opportunity to advertise and demonstrate its capability in terms of advancing business using next-generation technologies as well as existing and emerging trends. At the heart of this opportunity is people and skills development.

In the development of the HCM Spectrum in the Cloud and the cluster of services that are designed to transfer the benefits of Human Resources as a Service, we remain mindful of market prerequisites. These include cost of ownership, access to the required level of service and support, and market experience. We assert that the HCM Spectrum in the Cloud allows clients to leverage off the capabilities of the SAP® ERP HCM application. This will make a lasting difference going forward and is indicative of our knowledge and level of expertise in this ultra-competitive area of trade and commerce.



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**Ermanno Quartero,**  
Managing Executive of  
Vodacom Business

### Vodacom Business extends private cloud network in Africa

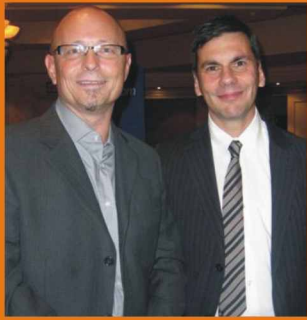
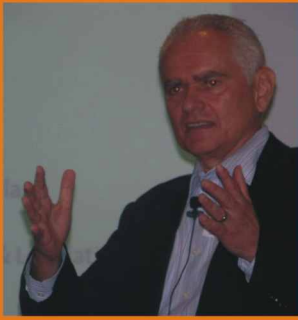
**Vodacom Business is further deploying its private cloud hosting solutions for businesses throughout Africa, expanding into Nigeria and Kenya and looking for partnerships in developing hosted business applications.**

"We built a private cloud in South Africa for business networks, with a data center in Midrand and Durban and Cape Town following this year. We are continuing building data centers in Nigeria and Kenya to bring private clouds to the rest of Africa", said Ermanno Quartero, Managing Executive, Products and Marketing at Vodacom Business.

Quartero sees an opportunity in migrating from public clouds, often local and unsecured networks, to secured, private clouds for business use. The company has already deployed the infrastructure needed for accessing the clouds, including the installation of optic fibre.

"Cloud computing is the next technology that will change the way we do business. We are not only deploying infrastructure to support bandwidth peak usage, we are looking into developing applications with local and international partners", he added.





All round performance and human resource benefit. Executive management at Swicon360 (Pty) Ltd., recently unveiled its latest offering. Responding to current market requirements, the company believes it has hit the nail on the head with an offer to customers of a low risk, high return human asset investment.

## SWICON360 HAS PEOPLE AND BUSINESS INTEREST AT HEART

**Swicon360 (Pty) Ltd. recently launched their business process outsourcing (BPO) services in support of the SAP® ERP Human Capital Management (SAP ERP HCM) application. The announcement of these new services, called HCM Spectrum in the Cloud, further strengthens Swicon360's market position, as it is now the only SAP-certified provider of BPO services headquartered in Africa.**

HCM Spectrum in the Cloud is the latest solution to emerge from Swicon360's extensive portfolio of HCM-focused range of solutions. The new services were unveiled at Emperors Palace, Johannesburg, Gauteng. The introduction of this solution heralds a new phase of offerings to local and international business communities. "Skills, skills development, effective recruitment and focused, successful management of human resources is arguably the most significant and influential aspect of national business in South Africa and on the continent today," said Markus Bucher.

"In association with industry leaders SAP AG and Vodacom Business, we have introduced a solution that takes human resource management to a new level in making services available as a virtual and easily accessible platform. It is essentially offered as human resources as a service." Cost often presents a barrier to entry into the market and a hurdle for smaller organisations to truly gain the advantages of a well-organised, effectively utilised HR component. The new HCM Spectrum in the Cloud solution allows organisations and businesses to cost-effectively access world-class best practices in HCM, allowing clients to access the capabilities of SAP ERP HCM without making large upfront investments in hardware and infrastructure.

SAP ERP HCM has achieved global acclaim for its integrated approach that allows for the forecasting, planning and hiring of the best talent and cultivating these skills by effective management of talent. Vodacom, a hosting partner of Swicon360, lauds the introduction of the delivery of SAP ERP HCM via BPO services from Swicon360. This latest announcement adds to Vodacom Business's stable of services, helping make online software-as-a-service (SaaS) applications in the cloud a reality to all customers. Swicon360 can now deliver to customers a cost-driven business case in support of SAP ERP HCM, backed up by its status as a "Powered by SAP" certified provider of BPO services. Customers can realize benefits of implementation as early as three months, as a result of Swicon360's certified template approach.



### Quick Q & A - Maya Bucher, COO at Swicon360

#### Business:

How do you think technology in your sector is benefiting the country?  
Enhanced network capability as well as data centres built to international standards are enabling companies who want to concentrate on their core business to tap into a HCM solution powered by SAP

#### Personal:

What inspires you?  
Seeing a difference when the right technology is deployed in the right way and seeing a smile on someone's face when using the technology and it makes a difference in their live

**Watch the Africa Awakes Video Interview, Up close and personal with Markus Bucher at:**

[http://www.swicon360.co.za/news\\_MarkusVidInterview2010.php](http://www.swicon360.co.za/news_MarkusVidInterview2010.php)

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