

Standard ERP

Lingsoft Language Solutions

Language technology company Lingsoft chose Enterprise by HansaWorld with Accounting, Sales and Purchase Ledgers, Contracts, CRM, Quotations and Business Organiser for 4 users.

The growth of customer contacts and amount of field work created the need for Lingsoft's sales people to access and handle customer information on a "just-in-time" basis. Lingsoft introduced the HansaWorld Business Organiser to their sales and marketing teams to provide dynamic exchange of information.

■ COMPANY PROFILE

Lingsoft Inc. is an international full service language technology company. Its products are based on their world renowned sentence and word analysis technologies that have become a de-facto standard.

Lingsoft provides a complete set of language management solutions: translation and localisation services, customized language checkers, text mining tools, speech controlled services etc. They produce proofing tools for Microsoft Office products in all the Nordic languages and German. Their technology is used in most computers in those countries, illustrating Lingsoft's dedication to providing the highest quality language solutions.

The company has two offices in Finland and it employs 45 language technology professionals. They use Enterprise with Accounting, Sales and Purchase Ledgers, Contracts, CRM, Quotations and HansaWorld Business Organiser with 4 users.

■ SUPPORTING GROWTH

According to Lingsoft's Sales Director Jarmo Heikkilä, they were looking for a tool to manage the growing amount of customer contacts. "In today's intensely competitive and rapidly changing business environment, the need to be market-focused and customer-centric is more critical than any other time in the past," says Heikkilä.

"We needed a powerful tool to retain and use valuable information about our customers to enhance our business strategies, product and service offerings."

Heikkilä explains that Lingsoft has been using specially tailored software, mainly targeted to translation businesses. "However, our increasing activities with a large variety of customers, starting from private individuals



to large technology partners, forced us to re-evaluate our tools to be able to handle clients more efficiently."

According to Heikkilä, Lingsoft has been in productive cooperation with HansaWorld already since 1999.

"We have been satisfied with the previous steps together and pleased with the innovative approach HansaWorld has shown over the years. So when we started to look for new software to support our growth, naturally Enterprise was the first choice," he says.

■ BENEFITS OF THE BUSINESS ORGANISER

For many people in Lingsoft, Nokia Communicators have been the main communication tool for a number of years now. "We are living in a business world, where dynamic exchange of information is vital, especially for a company like ours. Increased contacts with customers and growing amounts of field work created the need for our sales people to access customer information on a "just-in-time" basis.

We find the HansaWorld Business Communicator answers this need well and it is now being introduced to our sales and marketing personnel," Heikkilä explains.

■ FUTURE PLANS

Lingsoft aims at offering its customers quick and high quality service, regardless of the place and time and wireless communication is at the core of these standards. So Lingsoft is eager to make use of existing possibilities offered by the HansaWorld Business Communicator as well as future developments.

■ ABOUT HANSAWORLD

HansaWorld is a leading software house providing a full suite of Enterprise Resource Planning and Customer Relationship Management products that delivers the flexibility required by today's businesses.

The group employs more than 300 staff with a strong network of subsidiary companies and distribution partners on all continents. This network enables us to offer international implementation in over 30 languages with country specific localizations. The products are easy to use and available on all smartphones, tablets and desktops including Mac, iPhone and iPad.

HansaWorld continually invests in Research and Development to provide innovative and future proof products to our customers.

As recognized innovators for over 25 years, HansaWorld shows continued technological leadership in the international business software industry.

More than 550,000 companies trust us with their business critical information.



HansaWorld UK Limited,
Dubai Silicon Oasis, HQ Building
Office A108-4, 1st Floor, Dubai, UAE
Phone: +971543871523
E-mail: jana.b@hansaworld.com