



Tieto

TI-PROFESSIONAL SOLUTION

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RECOMMENDATION

TT-Professional Solution worked together with the Finnish Data Communication Association (FDCA) in October 1997 in arranging a marketing trip to the Baltic countries. TT-Professional Solution is aiming to expand its markets and seeking new international customers and partners. The Baltic countries are one of the rising market areas for Finnish information technology companies. The Finnish Data Communication Association offered its services in arranging the trip by providing the contacts, arranging the meetings and seminars, and taking care of the practical matters of housing and transportation.

The trip proved to be successful in several respects. The services

- gave the opportunity to educate and inform potential target customers about TT-Professional Solution and its products and services
- helped to understand better the current market situation and the culture in the Baltic countries
- gave the initial contacts to partners that can be used for further developing the business
- provided leads to the first potential customers

The trip showed that the Finnish Data Communication Association has expertise in working in the Baltic countries and has can offer several contacts to governmental organizations in these countries.

Using the help of the Finnish Data Communication Association can be recommended for information technology companies which require the first contact to the Baltic countries, especially to the government market.

I am very pleased with the results of the cooperation.

Jani Hursti
Product Manager
TT-Professional Solution Oy