

Serving SOLUTIONS

As cybercrime increases across the globe, Unisys Finland is offering innovative solutions to its diverse range of clients.

Images courtesy of Unisys Finland

Unisys Finland has seen tremendous growth recently as its revenue and raft of IT solutions expand. As one arm of a global information technology company, Unisys Finland can draw on a wealth of expertise and knowledge when providing its portfolio of IT services, software, and technology.

Its latest innovation, the Stealth Solution Suite, is on the cutting-edge of cybercrime prevention, helping companies prevent hackers and terrorists from infiltrating digital devices. This new technology has drawn considerable interest across Europe as companies attempt to deal with this new avenue of security concern.

As managing director of Unisys Finland, Onni Fagerström has been working closely with his team to provide leading solutions for the ever-changing technological needs of Europe's biggest organisations. Onni sat down with *The CEO Magazine* to discuss how technology and Unisys Finland will evolve in coming years.

***The CEO Magazine:* With technology rapidly evolving, how do you ensure that Unisys Finland stays at the forefront of the industry?**

Onni: I think there are a couple of things that are happening and we

need to follow these changes in the market. One thing is social media. Many businesses use social media to learn about market offerings and identify suitable providers before proceeding to the next phase. As I recall, nearly 60 per cent of the buying process happens online before any serious discussion takes place. We need to amplify our voice online and grow our digital influence. That's definitely one thing that we need to focus on.

The other area is the bring your own devices area. In coming years, I think many of our own employees, who are currently using Unisys laptops, will start to use their own devices for work because this is a trend that we've seen in many other countries, particularly with younger workers who are used to using their own devices. This is something that companies across Europe will have to adapt to, including the inherent security and privacy issues that accompany it.

How was Unisys' Stealth Solution Suite developed, and what is the potential of a technology like this?

The Stealth Solution Suite was originally developed for military communication purposes and it is definitely one of our key growth areas for the future. I think with the current climate at the moment, with all the cyber attacks and

cybercrime, the Stealth Solution Suite is increasingly important. With this solution, we can eliminate the threat before it becomes an issue and win the fight against cybercrime.

What was your journey to becoming MD of Unisys Finland?

In 2008, when I was in the position to take this role I already had 35 years of experience in the information technology industry. I have always worked with global companies like ITT and IBM and I knew most of our clients' key decision-makers, so I have learned to listen to the clients' needs and make good use of Unisys' portfolio. I have used my education and experience to find the right solution to meet the client's demands. I took the best practices from all the global IT companies that I worked for and utilised them within Unisys. Throughout my time here I've also utilised the great range of training and development opportunities that Unisys offers.

You've seen many transformations for Unisys Finland in recent years. One notable achievement was your 33-per-cent growth from 2012 to 2013. How did you achieve that?

We did grow our annual revenue by 33 per cent, and typically this rate of growth is associated with huge technological change with our enterprise clients. However, >

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What's your view on the European market? Are you optimistic?

We have seen some light at the end of the tunnel in Europe. There have been some signs of the situation improving, with some European countries cutting debt, so it's definitely looking better than a few years ago. That's where I see that we have some opportunity for growth in Europe.

How do you reach out and engage with employees across your operations?

As a leader, I see that whenever you can find people who have the best skills and knowledge, even better than yourself, then you will be successful at the end of the day. Building a motivated and knowledgeable team is vital.

It's also crucial to support social programs and events at work as it increases productivity and communication while decreasing

sick leave. In Finland, most of the employees work at a client's site or at home so it's important to regularly organise social events so that the team can come together and communicate. You need to give your employees the opportunity to meet each other in a social way, not only in a work environment.

What is your vision for Unisys Finland?

I think the basic building blocks for Unisys Finland are innovation and intelligent solutions. Unisys has developed new innovative technologies that we are bringing to the market right now.

Bring your own device and mobility will become key in the future for employees who will start to bring their own devices. Unisys will be there to deal with the major security concerns facing enterprises as growing numbers of their employees use consumer devices. We can offer innovative solutions to these security issues. •

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this was not the case. The growth was mainly coming through Unisys Finland's partners, like EMC, Dell, Microsoft, and others.

Like our corporate, we closed the fourth quarter of 2013 fiscal year with a very good result and we delivered significantly increased profit and revenue growth in Finland. The first half of the 2014 fiscal year looks very good as well. Having said that, the situation in Europe is unpredictable.

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