

# StepStone Solutions Wins Further Customers in Q3

Submitted by: Devonshire Marketing Consultants Limited

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## New Customers for HireEnterprise and OneStep

In the third quarter of 2004, StepStone Solutions won two new European customers for the HireEnterprise solution with Canon Europe and with HRblue in Germany. In addition, three new customers have selected StepStone's OneStep solution.

Canon Europe has adopted HireEnterprise to power its online recruiting across EMEA. The HireEnterprise product is built by Hire.com and sold and supported in Europe by StepStone under an exclusive agreement. Within Canon, HireEnterprise will support 21 operating companies across 14 countries in 10 languages. In addition the solution will provide an internal recruiting platform to enhance staff retention and redeployment. The first sites will be launched in UK, France and Germany before the end of 2004, with other countries rolling out during Q1 2005.

In Germany, the recruiting services organisation HRblue has selected HireEnterprise to power its candidate relationships and recruiting programmes on behalf of its clients. "HRblue is a long-established provider of Executive Search, Personnel Placement, Outsourcing and Talent Management services. By adopting the leading e-Recruiting Software solution from StepStone and Hire.com, we can make our product range even more attractive and innovative," said Heike Gorges, Vorstand of HRblue AG.

In addition HRblue has joined the StepStone Gemstone Alliance and will recommend and offer StepStone Solutions products direct to its customers. In total StepStone's recruitment solutions are now used by seven different German organisations.

In Belgium, OneStep has been selected by the recruitment agency HR Squared. In addition Janssen-Cilag who first adopted OneStep in 2003 have signed a new contract for a further term.

In Denmark, StepStone has signed two further customers for its OneStep product: Semler Gruppen the Volkswagen/Audi Distributor in Demark, and the recruitment agency Copenhagen Executive (formerly Causa Consulting). "As a recruitment agency for highly qualified job seekers we receive a lot of applications every day, with many arriving spontaneously. It is very costly and time consuming to manage these applications since we make a point of contacting all candidates for initial screening. With OneStep all these spontaneous applications can be assigned automatically to an appropriate category within the application management system and thus handled much more efficiently," said Jan Bach, Senior Consultant and Director from Copenhagen Executive.

With existing OneStep customers at Elite Miljö, NMI and SSI, this brings the total number of OneStep customers in Denmark to five.

## About StepStone Solutions

StepStone Solutions uses state-of-the-art technology to provide organisations with their own fully branded online recruitment sites. StepStone offers a range of products to meet the needs of organisations large and small for solutions that increase the quality of talent, reduce hiring time and save costs. All

StepStone Solutions are offered as fully managed services on an ASP basis so that they can be deployed rapidly, delivering results to the business immediately. StepStone Solutions customers include Irish Life, ARVAL PHH , the Institute of Healthcare Management , Carrefour Belgium, Robert Bosch, TNT Express and Toyota Europe. For more information see [www.stepstone.com/solutions](http://www.stepstone.com/solutions).

#### About StepStone ASA

StepStone was founded in Norway in 1996 and pioneered the development of online recruitment in Europe. Today StepStone is Europe's leading provider of online career services and recruitment solutions. StepStone's public career sites cover 13 European countries, providing high-quality candidates to recruiters quickly and effectively through individually focused campaigns. StepStone's recruitment solutions allow customers to operate their own private career sites, covering both external and internal candidates. Thousands of companies, including Tandberg, IKEA, Coca Cola, Deutsche Bank, Toyota, Whirlpool, Levi Strauss, Bertelsmann, KLM, Manpower, Vedior and KPMG, use StepStone's services to help them recruit qualified staff across Europe. For more information see [www.stepstone.com](http://www.stepstone.com).