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# R&P Newsletter

We talk about:

Message from us, New Projects, Social networking sites for business?, Consultants back in demand, Vista or Windows XP?, and finally, New Stammtisch: Universität Karlsruhe (TH).

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## Inside this issue:

- Message from the Managing Partner 1
- News: Managing a SAP implementation, Set-up a Shared Service Center, developing an ICT Strategy... 1
- The Boom of Social Networking Websites: A Blessing or a Curse for Companies? 2
- Consultants are back in Demand 2
- Vista vs. Microsoft: Is Microsoft's new operating system worth the upgrade? 3
- New Stammtisch: Universität Karlsruhe (TH) in Singapore. 3

## A message from Reppel & Partners Pte Ltd

Welcome to the first edition of Reppel & Partners Pte Ltd's newsletter in 2007.

Why did it take so long to come up with a new issue?

So much has happened!

We have moved (again). With the new office in a shop house at the East Coast we have finally space to nearly double our headcount until the end of this year.

We are trying to find the best people possible to support our clients. For example, we were able to hire Estevan Solymossy as Junior Consultant. He is a Brazilian native currently working mainly for our client Petrobras Singapore Private Ltd. And, we are currently processing a shortlist of Junior Consultants with a German background to choose from to specifically cater to our German speaking clients. Finally, we are planning to fortify our ICT Services with even more expertise.

Furthermore, this new environment enables us to do more technology testing than before to being able to recommend the best possible solutions for our clients .

Like e.g. our opinion piece on Vista vs. XP in this issue.

But more important, we had a great year so far and enjoy very healthy relationships with our clients and business partners!



We did not push back this release for any longer as I feel we owe you some updates on the ICT universe relevant to Management.

With the advent of social networking becoming a real challenge for today's CIOs we wanted to shed some light on this. And on a more personal note, as I volunteered to be the guinea pig, we want to give you our opinion about MS Windows Vista (see below).

The next newsletter is already in editorial and we hope to provide you more insights in December. Until then

**Frank Reppel,**  
**Managing Partner.**

## New Projects: Managing an SAP Project, Setup a Shared Service Center, and developing an ICT Strategy ...

One of the newest projects we are involved in with one of our existing clients is the planned rollout of SAP in their local entity. The going live is set for 2010 but the planning process has already started. With us taking on the Project Mgmt we are looking forward to a busy time in 2009.

A new flag-ship deal we have just signed is the set-up and management of an IT

Shared Service Center for a renowned corporation in the engineering space.

And, recently we have finalized an ICT Strategy together with one of our long-term clients for their Asia-Pacific operations. The strategy was meanwhile successfully presented to the senior management of the MNC.

Updates on this in the next newsletter.





**Facebook® offers privacy features going far beyond those of many competing social networking sites, users just do not know how to choose privacy options carefully.**

**Do's and Don'ts for your employees when considering access to social networks:**

1. Do not allow everybody to see your profile and personal data.
2. Do not publish critical information like your corporate email address or phone numbers.
3. Think twice about who you allow to become your friend!
4. First disable all options, then open them one by one when you have decided you want and need it.
5. Exercise great care over which third party applications you add to your profile as information can be shared inadvertently.
6. Never write or publish material that may cast your company in an embarrassing light.

## The Boom of Social Networking Websites: A Blessing or a Curse for Companies

Social networking sites offering an interactive, user-submitted network of friends, personal profiles, blogs, groups, photos, music and videos internationally, experience an immense boom in recent years. More and more young people become part of this internet phenomenon and sign up to online communities. The most popular sites are currently Facebook® where 65% of all American students possess a profile and MySpace® with 200 million active users worldwide.

As employees spend increasingly time on social networking sites privately, companies have to decide whether to allow users the access to this kind of sites in the workplace. In a quick move, usually businesses block access to Facebook and MySpace from company computers.

What could be the reason for this reaction? For one it is the fear of a loss of productivity. Secondly, companies worry about security. Employees reveal personal and other confidential information to strangers, which can be used to commit crime against individuals and/or their employers. Furthermore, the use of these sites can strain a company's network, especially owing to proprietary add-on applications taking a lot of bandwidth away from the 'business'.

However, there is a number of companies deciding against blocking access to social

networking sites. Some regard them as useful tools promoting innovation and creative networks. Others are simply afraid of a backlash when restricting the right to use to what the employee might see as a valid 'business tool'.

Information about first companies experimenting with the use of these networks, encouraged by websites such as LinkedIn® or Xing® are promising. As the boundaries of a business start to blur, these services offer a unique chance to find business partners offering a complete new and unique solution set.

So companies have to consider pros and cons and make up their own mind whether they want to allow their employees to visit social networking websites from office computers or not.

Though, if they do so it is indispensable teaching users to be cautious and to think about privacy settings carefully, so that corporate data is not put at risk. To furthermore address productivity concerns it might be a good idea to establish rules determining when and from which computer employees are allowed to access social networking sites, e.g. before and after core office hours or to provide internet access in communal staff areas.

On the left you find some tips for the use of social networking sites from the workplace.

Do write us about your experiences to [contact@reppelandpartners.com](mailto:contact@reppelandpartners.com).

## Consultants are back in Demand

In a recent survey the US marketing research company Kennedy found out that the consulting market for IT Strategy and IT Planning will grow considerably in the next three years with a yearly average growth rate of about 9%. In their report "IT Strategy and Planning Consulting Marketplace 2006-2009: Key Data, Trends and Forecasts" the market researchers describe how the demand for consulting in especially higher management levels rises significantly.

This is due to the use of by-now-fully-

developed techniques like web services or IP networks in combination with globalization, regulation and other macroeconomic factors. Consequently, the competition on global markets requires companies to introduce new business models and supporting processes.

The accompanying increased complexity of the IT deployed makes it necessary for businesses to revise their organizational structures.

All this increases the need for the service of IT Strategy consultancies more and more in future.



## Opinion—Vista vs. XP: Is Microsoft's new operating system worth the upgrade?



The Universität Karlsruhe (TH) invests the additional money given by the government to the three elite Universities, approximately 96 million Euros per annum, in research dealing with topics important for the future like Nanobiology, Optics and Photonics.

With the release of Windows Vista some time ago, many companies are asking themselves if now would be the right time to make the switch to Microsoft's latest addition to the Windows family.

There are a few reasons for upgrading. First of all, Vista comes with an impressive graphic quality and innovative features including a new Windows sidebar and powerful search functions. Another one is the increased security: It offers an advanced firewall and a new User Account Control (UCA) feature. Furthermore, Vista claims to present a better overall user experience, a faster operating system and fewer system crashes.

Despite all those benefits Vista is often object of severe criticism that includes more restrictive licensing terms, the integration of new forms of Digital Rights Management, the usability of the UCA security technology and the increase of hardware resources.

In addition, there are serious concerns that Vista is incompatible with

existing anti-virus and security programs as well as other software. It is also often reported that older applications cause trouble due to device driver incompatibilities.

We have tested the newest OS on the block and are less than impressed: Apart from the gadgetry look and feel it does not offer any real business value! Aero, as the new graphical interface is known, offers soothing vistas (sic!) and interesting transparency on the windows themselves. However, any real improvement for a business user is nowhere to be seen.

Summarized one can say that there are a few valuable features delivered by Windows Vista, but compared to its disadvantages, especially the problem of compatibility and changes to the user environment, every company should reconsider a change from XP to Vista. Only if Vista offers you new features important for your company and your users are prepared for the switch can you consider deploying Vista.

Otherwise, it would be prudent to wait at least a little longer...

## New 'Stammtisch': Universität Karlsruhe (TH)

What else is going on:

Frank has been asked and is planning to set-up a new Stammtisch (regulars table), a very specific one, so to say... As a Degree holder of the German University 'Universität Karlsruhe TH' he wants to start a 'AlumniKaTH of Singapore' in cooperation with the Alumni network in Karlsruhe.

The [Universität Karlsruhe](http://www.uni-karlsruhe.de) (Fridericiana) is one of just three uni-

versities in Germany, which so far have won in the Excellence Initiative of the Federal Government and the Federal States and are now so called 'Elite Universities' (Ivy League) in Germany.

In case you are a graduate of the University Karlsruhe and interested in joining the Stammtisch please contact Frank at: [alumnikath@ReppelAndPartners.com](mailto:alumnikath@ReppelAndPartners.com).

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