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Mobile operators Sense and Europolitan reach Service Provisioning agreement

Europolitan and Sense have entered a Service Provisioning agreement, whereby Sense will purchase capacity in Europolitan's GSM network in order to market mobile telecoms services under its own brand.

"Sense is already an established player in the mobile telecoms market today," says Jon Risfelt, MD and CEO of Europolitan. "The fact that Sense has chosen to work with Europolitan enables us to enhance return on our investments in infrastructure and systems. Service Provider agreements broaden the range of mobile telecoms services in the market, providing customers with greater options and a wider range."

Sense is a virtual mobile operator that purchases capacity in the networks of other operators for its mobile telephony traffic instead of owning a GSM network of its own.

"The UMTS licence that was recently awarded to Europolitan means that the agreement is of particular strategic importance to us. The basis of our business concept includes being able to offer the most attractive mobile services through agreements with leading operators at the cutting edge," says Nadir Nalbant, CEO of Sense Communications International ASA.

Europolitan AB is a Swedish GSM operator and holds a licence to build a 3G network. The company is a leader in the field of technically advanced services. The Europolitan Group, which also includes the stock market listed parent company Europolitan Holdings AB and Europolitan's sister companies, Europolitan Stores AB, Ocom AB, Doberman AB and Mobile Relations AB, has around 1,300 employees. Vodafone owns 71 percent of Europolitan Holdings, and 29 percent is owned by private shareholders, investment companies and pension funds. The Vodafone Group has operations on five continents and serves over 65 million customers.

Over the past year, Sense has established itself as the biggest virtual mobile operator in the Nordic region with more than 260,000 mobile and Internet customers. The company is established in both Norway and Sweden and soon in Denmark. When Sense launched its mobile services in Sweden last April, it was the first new operator in seven years. The company has been listed on the Oslo Stock Exchange as of 22 December 2000. See also www.sense.com.

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