

2000-02-23

## **HiQ helps international telecoms company, Swedia Networks, to start up in France**

**International telecoms entrepreneur, Swedia Networks, is being helped by HiQ to establish itself in France, offering a range of services in design, construction and infrastructure operation for electronic communication.**

Swedia Networks is a network builder with both fixed and mobile telecoms systems. The market was previously limited to the Nordic region but the company has pulled out all the stops and is now establishing itself globally. With its international telecoms focus, HiQ was regarded as a natural partner for the assignment and was appointed as project leader for the start-up in France.

**"For HiQ, the management assignment means taking part in the start-up and managing the French company during the initial, sensitive period. One of HiQ consultants is working with strategic issues for the new business in Paris, where a French partner is acting as bridge-builder," says Patrik Boman, HiQ Data's Managing Director.**

HiQ has had a partnership agreement with Swedia Networks since 1998 and a general agreement was signed between the two companies last year. The general agreement makes HiQ a one-stop supplier of consultancy services to Swedia Networks.

**"HiQ's ambition of following its customers into Europe results in new, exciting assignments, especially for our management activities. We are mainly seeing demand for our services among international telecoms players, probably due to our breadth in telecoms, in which we work with suppliers, operators and end-users alike," Boman concludes.**

**For more information, please contact:**

Patrik Boman, Managing Director, HiQ Data, tel. +46 8 588 90 000.

Sture Wedin, Deputy Managing Director, Swedia Networks,  
tel. +46 70 318 20 44.

*HiQ is an IT and management consultancy company focusing on high-tech telecoms, mobility and Internet solutions. Formed in 1992, the company is now a leader in these fields and the Nordic region is its domestic market. The Group's turnover in 1999 was SEK 223 million and the company employs 300 people in Sweden, Norway and Denmark. HiQ is listed on the Stockholm Stock Exchange's O list. For more information, please visit our web site at [www.hiq.se](http://www.hiq.se)*

*Swedia Networks is one of Nordic region's most active telecoms entrepreneurs in the field of design, construction and service of electronic communication infrastructure. Swedia Networks employs just over 2000 people in a nationwide organisation in Sweden. Turnover for 1999 was SEK 3,900 million. Swedia Networks today also has branch offices in Norway, Denmark and Ireland and is in the process of establishing itself in other parts of Europe. The company is part of the Telia Group. For more information, please visit the Swedia Networks web site: [www.swedianet.com](http://www.swedianet.com)*