

TietoEnator and Kommunedata to collaborate

Danish Kommunedata and TietoEnator have entered a three-year agreement for the provision of services for larger IT systems and Web hotel solutions. The agreement will enable TietoEnator to provide services and to create total solutions on the Danish market, a capability that was previously lacking. The agreement further strengthens KMD's position as one of the country's largest service providers.

KMD (Kommunedata) will now become the service provider for TietoEnator's customers when information is to be stored in Denmark. This is a consequence of the collaborative agreement entered today between the two IT services providers, Danish KMD A/S and TietoEnator Processing and Support AB, TietoEnator's Swedish subsidiary. The agreement means that KMD will be the service provider for the contracts that TietoEnator's company signs in Denmark.

? Our position as a service provider and Web hotel is further strengthened and we are very happy that one of the largest Nordic IT companies has chosen KMD as their collaborative partner,? says KMD's managing director, Lars Monrad-Gylling.

The agreement is in line with KMD's new business strategy from March, which features among other things, an openness for partnerships, collaborative agreements and alliances with other IT providers in several of KMD's business areas. KMD is clearly one of the country's largest service providers, and KMD's Web hotel, which house sites for, among others, 500 private businesses, is also one of the country's largest.

TietoEnator provides services directly in Sweden and Finland. In Denmark, TietoEnator had previously lacked the capabilities to provide local service. This has now changed.

? The agreement is an important tactical move for us on the Danish market. It gives us substantially improved capabilities in delivering total solutions for larger Danish companies and institutions,? says Senior Executive Vice President Dan-Åke Enstedt, TietoEnator Processing and Network Support.

The initial focus for TietoEnator and KMD is on the creation of an established range of products and services. The partners cannot yet provide concrete information on the agreement's financial impact.

? It's too early to know exactly what this will mean in terms of expected increases in earnings. But just one large order could mean sales of tens of millions in Danish kronor for KMD,? says Lars Monrad-Gylling, managing director at KMD.

The agreement will remain in effect until June 31, 2003.

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With a staff of 10,000 and an annual turnover of 1.2 billion euros, TietoEnator is a leading supplier of high value-added IT services in Europe. TietoEnator provides consulting, systems development and integration, operation and support, product development services for customers as well as software services. The Group has in-depth knowledge of its customers' businesses in areas such as telecommunication, banking and finance, the public sector and the forest industry.

www.tietoenator.com

KMD (www.kmd.dk), with 2,500 employees in Denmark, had sales of 10 billion kroner for the year 2000.

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