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Fiberdata in TurnIT Communication supplies equipment for broadband networks in Östersund and Norrköping

Fiberdata AB – a company in the TurnIT Group– is one of Sweden's leading suppliers of broadband technology for urban networks and residential area. The company has won orders to supply network equipment and services for the installation of broadband networks for about 1,000 apartments in the Lugnvik district of Östersund, and 400 apartment blocks in Norrköping. Fiberdata estimates the value of the contracts at SEK 6 million.

The clients in Östersund are three tenant owners' associations belonging to the housing cooperative organisation, Riksbyggen, who are working together in a joint procurement programme. With an eye to future requirements, they have decided to invest in a very high-capacity network, currently 10 Mbit/s. In preparation for higher capacity requirements in the future, they have laid fibre optics cables to every apartment.

Prefer to own the network themselves

"The fact that we ourselves own the network means that we can connect to any Internet operator we choose, and we can sign agreements with local video hirers, for example", says Roger Matzén, representative for the tenants owners' associations in Östersund. "During the purchasing process, we were also in touch with Bredbandsbolaget, but their solution means in practice that we would be tied into their services exclusively virtually for ever".

At present, they are negotiating for Internet connections with Telia, Tele2 and Sonera, among others.

Security essential

Fiberdata's technical solution provides a very high level of security and integrity for users of the network. Every household is protected by a firewall function, so that individual users cannot "listen in" to each other, and this eliminates the possibility of a neighbour reading other people's e-mails. If residents want to link up with each other, to play games, for example, they can log in to a separate VLAN.

"Fiberdata won the contract because it offered an excellent, well thought-out technology, and because it has solid experience with this type of solution", says Roger Matzén.

"This contract bears out our philosophy that it is best if the tenants owners' associations own their own networks. Through not being committed to specific service providers, they avoid painting themselves into a corner with a limited range of services. They can negotiate cheaper prices, and take their pick of the best of several suppliers' ranges, for example, for Internet access, telephony, video, ASP and other types of future services", says Torbjörn Eriksen, President of Fiberdata.

Fiberdata is part of TurnIT Communication, a business area of TurnIT AB - one of the larger Swedish IT groups listed on the OM Stockholm Stock Exchange's Attract40 list. TurnIT has 1150 employees. Its business idea is to act as an IT partner, and to offer a low-risk share through the acquisition of companies in different areas of the IT market. The Group's operations are divided over five business areas; Supplies, Software, Communication, Consulting and Outsourcing. It also includes TurnIT Development, which invests in IT companies at an early stage of development.

TurnIT AB (publ)

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Fiberdata AB constructs large networks and supplies infrastructure for data and telecommunications. The company offers its clients project planning, installation, commissioning, training, operational support and service.

Many of its clients have higher than average requirements for performance, functionality and security. Consequently, Fiberdata has been involved in several hundred complex and technically advanced projects, including the installation of urban networks and other large-scale operations.

The business idea is to focus on advanced communications solutions with cutting-edge technology. Fiberdata's own Development Department solves clients' specific problems, and develop its own products where necessary. The ability to combine standard solutions with customer-tailored solutions gives Fiberdata a unique position on the market.

Fiberdata was established in 1982, and has 140 staff in twelve locations in Sweden, and in Oslo. Sales in 1999 were SEK 175 million. Since 1996, the company has been part of TurnIT AB (publ).