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Attn: News Manager

## Continued strong demand – Cyber Com in a recruitment drive

Cyber Com is in the midst of a recruitment drive to cover the need for another 100 consultants on top of the 300 or so currently employed.

“Cyber Com’s strategy is to find the best consultants in the industry. Ones who are so competent and experienced that they give our customers an added value our competitors find hard to match,” says Mats Alders, President and CEO of Cyber Com.

At present Cyber Com’s consultants have, on average, ten years’ experience of the industry. There are offices in Stockholm, Uppsala, Göteborg, Sundsvall and Malmö.

Despite a turbulent year for the market, in September Cyber Com announced operating earnings before goodwill amortization of SEK 21.3 m for the first three quarters of the year. Net sales were as much as 94 per cent up on the same period in the previous year. The future also looks bright for Cyber Com, and in the new year it will therefore continue to carry out several different recruitment activities.

“Making use of the networks of our employees has proved to be the best method of recruitment,” says Mats Alders.

Besides direct networking, other methods include internal breakfast meetings and advertising via the press, radio and the internet.

“At Cyber Com the combination growth and profitability has from the outset been an obvious factor. Focusing on our core areas of e-Business and telecom is one reason why we have been able to advance our positions continually. Another reason is the fact that we have concentrated solely on recruiting the best consultants”, says Mats Alders.

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The Telecom and Services business area offers consulting services and package solutions for the telecommunications market. Among other things, the company is at the leading edge for payment solutions for mobile services. Its customers include leading players such as Ericsson, Netcom and Telia Mobile.

In the e-Business business area, the company sells advanced consulting services in the commercial, manufacturing industry and banking/finance markets. The emphasis is on trade between companies, and besides Ericsson, customers include companies such as DFDS Torline and the brokerage business Nordisk Fondkommission.

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