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TeliaSonera Finland tightens cooperation with Relacom and Eltel Networks in the planning and documentation of fixed network

TeliaSonera Finland outsources the planning and documentation of regional network to Eltel Networks Corporation in south-west, west, middle and north Finland and to Relacom Oy in south and east Finland. The business transfer takes place on 1 February 2007, whereby about 80 people transfer to the employ of Eltel Networks and Relacom with full seniority rights.

The planning, documentation and implementation of regional network form an obvious entity that can be purchased from a partner, and this entity represents the core expertise of the partners now selected. From the point of view of TeliaSonera Finland, the act of outsourcing is a way of rationalising its operations and generating cost savings. The transferring employees will continue their work as part of the partners' strong regional organisation.

"Eltel Networks and Relacom are our partners in the implementation of regional network, so it is also natural to transfer these working stages that are so closely associated with the implementation of the network to our partners," says Mika Matturi, Vice President of Product & Production Finland in TeliaSonera's Broadband Services business area. "A cooperation model where a telecom company concentrates on strategic planning while a subcontractor handles the implementation has become common in the industry."

"Planning and documentation specialists greatly reinforce Eltel's telecom competence across the country. The service offering of telecom-network contracting simultaneously advances decisively," says Aimo Nuottimäki, Managing Director of Eltel Networks Corporation. To Eltel's employ transfer those designers and documentation specialists that work in telecommunications areas 02, 03, 06, 08, 014 and 016.

"We are very pleased with the agreement and the trust that TeliaSonera Finland has shown to our company. This outsourcing gives us an increasingly better opportunity to guarantee TeliaSonera Finland reliable and efficient construction and planning services," says Seppo Uitto, Managing Director of Relacom. To Relacom transfer documentation specialists and designers of regional network working in telecommunications areas 05, 09, 013, 015, 017 and 019.

TeliaSonera Finland's core expertise includes general network planning according to the network strategy and business plan. The company's specialist organisation supports regionally implemented tendering, construction and project management. The implementation planning and documentation of a passive network and the maintenance of cable TV network are purchased from external partners. "In addition, we buy on-site and support services supporting our core operations from outside

companies in order to even out load peaks," says Mika Matturi.

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Eltel Networks

Eltel Networks is a leading infranet company in Europe, specialised in electric power and telecommunications networks. Eltel designs, constructs and maintains power transmission and distribution networks, fixed and mobile telecommunications networks and networks of central and local government. The company strives to guarantee its customers uninterrupted and efficient transmission of power and signalling. In 2005, the company's net sales amounted to EUR 724 million. The number of employees is about 7,000.

Relacom

Relacom is a leading, independent and global provider of network services with over 16,000 specialists working in about 20 countries. Relacom constructs, installs and maintains fixed, mobile and company networks. The customers include the leading operators and system providers in the world who want to focus on their core business. On account of its experience and independence, Relacom is a reliable and highly-skilled provider of on-site data and telecommunications services. Further information: www.relacom.com

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TeliaSonera

TeliaSonera Finland Oyj, the Finnish profit centre of TeliaSonera, offers products and services under the Sonera brand.

TeliaSonera is the leading telecommunications company in the Nordic and Baltic regions. At the end of December 2005 TeliaSonera had 19,146,000 mobile customers (69,887,000 incl associated companies) and 7,064,000 fixed telephony customers (7,688,000 incl associated companies) and 2,263,000 internet customers (2,331,000 incl associated companies). Outside the home markets TeliaSonera has extensive interests in the growth markets in Russia, Turkey and Eurasia. TeliaSonera is listed on the Stockholm Stock Exchange and the Helsinki Stock Exchange. Net sales January-December 2005 amounted to SEK 87.7 billion. The number of employees was 28,175.
www.teliasonera.com