FRONTEC

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Frontec and Telia expand cooperation

Frontec has worked for many years with Telia in a number of areas, including with Telia Telecom's customer support system for Internet accounts, assisting in continuous development and support. In the area of eBusiness, Frontec has been involved in several projects for Telia E-commerce. Some weeks ago an agreement was also signed with Telia and FöreningsSparbanken's jointly owned company, Marakanda, on the Tur&Retur® travel management system. Now the cooperation is being expanded through Telia's selection of Frontec as a framework agreement partner.

"This framework agreement follows an evaluation of over 30 prospective companies, primarily with capabilities in project management and business and systems development," says Lennart Sandberg, who is responsible for Telia's IT agreements. "Our suppliers must be in the forefront in telecommunications, finance, insurance, logistics and such technologies as mobile communication, Internet/broadband, CRM and ERP. Frontec is an attractive partner thanks to its years of experience with sophisticated eBusiness solutions and the cutting-edge mobile communication competence of its BlueLabs subsidiary."

"Telia selects suppliers with proven capabilities and extensive experience, which shows the importance of this framework agreement. The fact that foreign competition also took part in the bidding shows that Telia today is a very market-oriented procurer", says Jan Rehn, Marketing Manager Frontec. "At Frontec, we try to limit our framework agreements to a few key partners, since they involve a major commitment in terms of resources and competence. Our subsidiary BlueLabs has for instance created a completely new unit with specialized capabilities that new 3G operators have begun to demand and we look forward to our continued cooperation."

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