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## **IBM and Ledstiernan enter into alliance**

**IBM and Ledstiernan have signed a Technical Alliance Agreement that makes IBM a preferred solution provider for Ledstiernan's portfolio companies.**

Under the terms of the agreement Ledstiernan's portfolio companies will gain access to IBM's technology and experience in the development and implementation of technically advanced mobile solutions. They will be given opportunities for exposure to IBM's customers and gain access to IBM's global contact network and its marketing channels.

"IBM is a prominent industrial player with long experience of IT and mobile technology. As a partner with valuable experience and a network of contacts, IBM can generate added value for us and our portfolio companies in our relations with our existing and prospective customers and partners," says Johan Wachtmeister, President of Ledstiernan.

The agreement has already resulted in several of Ledstiernan's portfolio companies entering into business arrangements with IBM. A case in point is Ambio, for which IMB, together with AU-system and other suppliers, is developing the Focuz system, which is Ambio's mobile solution for property companies.

"The alliance with Ledstiernan fits in with our global strategy which involves selecting a small number of venture capital companies in the Nordic region as a means of gaining access to new, creative technologies and solutions that can strengthen and extend IBM's product offering. Together with Ledstiernan's portfolio companies we can develop comprehensive solutions for existing and new customers and market segments," says Torbjörn Chami, Nordic Region manager at IBM Net Generation.

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**Ledstiernan AB** is building Europe's leading seed and venture capital company with a focus on mobile communication. [www.ledstiernan.se](http://www.ledstiernan.se).

**IBM Net Generation** is a business unit within IBM whose goal is to introduce IBM's IT expertise and solutions to newly started and established companies with new business models in such market segments as service providers, wireless e-business, life sciences, media, e-market places and Internet. For more information: [www.ibm.com/netgeneration](http://www.ibm.com/netgeneration).