

## **Ericsson and EXi Telecoms in global partnering agreement for 3G roll-out**

**Ericsson enters into agreement with EXi Telecoms for engineering and implementation of Ericsson's 3G systems with network operators. The aim of the agreement is to provide fast rollout of 3G mobile networks.**

The agreement is part of Ericsson's strategy for leadership in 3G and the continued outsourcing of non-core activities to world-class partners. The two companies are combining their expertise and capacity to meet the growing demand for fast rollout, primarily for the next generation telecom system, UMTS, but also for today's networks.

"Our strategy for 3G includes a strong commitment for fast delivery of turn key projects," says Melker Norlund, Vice President, Division Global Services, Ericsson. "This agreement with EXi underscores the competitiveness and strength of Ericsson's 3G offering and our ability to offer total solutions to operators worldwide."

"This Global Agreement ensures our continued involvement with leading edge technology," said Berwyn Roberts, EXi Telecoms Managing Director. "Our global reach and competence in all telecoms services is key to our rapid growth. These factors necessitate a continuous investment in our employees. Last year we invested over USD 1.5 million in training alone."

EXi Telecoms already provides turnkey services to telecom equipment suppliers and operators in all continents. Ericsson has been a key EXi Telecoms customer since 1995.

*Ericsson is the leading communications supplier, combining innovation in mobility and Internet in creating the new era of mobile Internet. Ericsson provides total solutions covering everything from systems and applications to mobile phones and other communications tools. With more than 100,000 employees in 140 countries, Ericsson simplifies communications for customers all over the world.*

Read more at <http://www.ericsson.com/press>

### **FOR FURTHER INFORMATION, PLEASE CONTACT**

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## **EXi**

The EXi Telecoms Group provides specialist telecoms expertise to major operators and equipment manufacturers worldwide. EXi has managed large and complex outsourcing in Europe, Middle East, South America, Africa and Asia Pacific. These skills are provided in the areas of implementation, test, network integration and support of telecoms networks, also the fast growing Datacom market. By specializing in these areas EXi allows it's customers to focus on their core business, enabling faster response to market demands at lower total costs, whilst improving customer service quality levels.

EXi Ltd (UK) was formed in 1995 with 60 employees. The group now has 1500 personnel directly employed worldwide, including 1100 technical specialists. Last year EXi achieved a 50% growth in sales with turnover exceeding \$60m. Annualized turnover currently exceeds \$150m. The group has regional headquarters in Zagreb (Central and Eastern Europe), Dusseldorf (Western Europe), Warrington (UK), Kuala Lumpur (Asia Pacific), Beirut (Near & Middle East, Africa), and Buenos Aires, Argentina (South America), with associated satellite companies.

Further information on EXi Telecoms is available at [www.exitelecoms.com](http://www.exitelecoms.com)

## **About 3G/UMTS**

Ericsson began research on WCDMA more than ten years ago, and initiated the first WCDMA tested already in 1995. Ericsson currently has 17 WCDMA trial systems in operation in countries throughout Europe, Asia-Pacific and North America. The company is in a unique position of leadership in mobile systems; larger than its nearest two competitors combined and the only supplier to offer mobile systems in all existing standards, from the first generation through the third generation. Based on WCDMA technology, Ericsson's 3G system to be supplied can also be referred to as UMTS, a European denomination for 3G. UMTS stands for Universal Mobile Telecommunications System.

For up to date information see our reference list on:

[http://www.ericsson.se/pressroom/referencematerial/3g\\_referencelist.shtml](http://www.ericsson.se/pressroom/referencematerial/3g_referencelist.shtml)