



PRESS RELEASE  
MAY 19, 2011

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## ERICSSON SIGNS MANAGED SERVICES CONTRACT WITH TELENOR SWEDEN

- Three-year contract to manage and develop Telenor Sweden's field services, including field maintenance and implementation services across its complete fixed and mobile networks
- The strategic partnership brings additional service competencies to Ericsson, reinforcing its services footprint in Sweden and its long-term service commitment in the region

Ericsson (NASDAQ: ERIC) has signed a major managed services contract with Telenor Sweden, provider of data and telecommunication services. Through the deal, Ericsson will gain valuable competence in the service area and reinforce its service business in the region.

Ericsson's Service business has grown significantly over the past years, and the company foresees that the importance of services will continue to increase. Ericsson is well positioned to react to this scenario, thanks to the skills of its service professionals and the scale of its global operations in service delivery. Ericsson employs more than 45,000 service professionals worldwide, the majority working regionally or locally. Ericsson has invested USD 1 billion in tools, methods and processes to secure capabilities and competence in service delivery.

Robert Puskaric, Head of Region Northern Europe and Central Asia, Ericsson, says: "Today Managed Services is one of the fastest growing areas in the telecom industry. With this new strategic partnership we gain valuable competencies and greater capabilities for us to continue to develop our service business, and to emphasize our long-term service commitment in the region. The experience of Telenor's employees and the best practices of Ericsson's global services organization will benefit this entire community.

"Ericsson will now continue to develop as the most competitive and attractive service supplier on the Swedish market," he adds.

Magnus Zetterberg, Chief Technology Officer, Telenor Sweden, says: "Our ambition is to build and operate the most modern network in Sweden, and Ericsson has throughout this process shown that they are willing to commit to this ambition. Ericsson has a clear plan for how to implement and develop the field-related activities, and we look forward to working with them on this. The industrial partnership between us will strengthen our competitiveness and be of great benefit to our customers throughout Sweden."

Forty-four Telenor employees will join Ericsson's Swedish service organization on July 1, 2011, as a result of the strategic managed services partnership.

Ericsson currently provides Telenor with solutions such as IMS, transmission networks and service platforms.

In the bidding process, Telenor Sweden was advised by Northstream.



Robert Puskaric

NOTES TO EDITORS:

Our multimedia content is available at the broadcast room:

[www.ericsson.com/broadcast\\_room](http://www.ericsson.com/broadcast_room)

*Ericsson is the world's leading provider of technology and services to telecom operators. Ericsson is the leader in 2G, 3G and 4G mobile technologies, and provides support for networks with over 2 billion subscribers and has the leading position in managed services. The company's portfolio comprises mobile and fixed network infrastructure, telecom services, software, broadband and multimedia solutions for operators, enterprises and the media industry. The Sony Ericsson and ST-Ericsson joint ventures provide consumers with feature-rich personal mobile devices.*

*Ericsson is advancing its vision of being the "prime driver in an all-communicating world" through innovation, technology, and sustainable business solutions. Working in 175 countries, more than 90,000 employees generated revenue of SEK 203.3 billion (USD 28.2 billion) in 2010. Founded in 1876 with the headquarters in Stockholm, Sweden, Ericsson is listed on NASDAQ OMX, Stockholm and NASDAQ New York.*

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**About Ericsson's managed services offering**

Ericsson has the telecom industry's most comprehensive managed services offering. It ranges from designing, building, operating and managing day-to-day operations of a customer's network, including end-user services and business-support systems, to hosting service-layer solutions and providing network coverage and capacity on demand. As the undisputed leader in managed services, Ericsson has officially announced more than 100 contracts for managed services with operators worldwide since 2002. In all current managed services contracts, excluding hosting, Ericsson is managing networks that together serve more than 800 million subscribers worldwide.