



**IMTECH TELECOM SWEDEN CASE STUDY**  
 DSL INFRASTRUCTURE PROVISION TO  
 BREDBANDSBOLAGET IN SWEDEN TO DEVELOP  
 MULTIMEDIA SERVICES



Lucent Business Partner, Imtech Telecom to roll out best of breed xDSL equipment for Bredbandsbolaget (B2) including ADSL, ADSL2+ and provide ongoing support services throughout Sweden.

Bredbandsbolaget (B2), a leading service provider in Sweden, plans to provide the latest xDSL solutions and services for its customers - internet access, VoIP (Voice over IP), PC-TV (television channels delivered via personal computers) and home cinema services. The infrastructure will support B2 as it expands its consumer market. Lucent will work with Imtech Telecom Sweden to install and complete the project.

B2 is continually striving to introduce new services and broaden its range of multi-media offerings, and will be able to create new revenue generating opportunities, while reducing overall operational expenditure. Lucent's DSL solutions have the capabilities offering higher port density and integral IP switching while enabling high quality service maintenance via Service Level Agreements (SLAs). This is backed by both the local and technical expertise of Imtech Telecom.

Imtech Telecom will deliver the DSL solutions and provide maintenance and ongoing support services to B2. "DSL is an important growing market in Sweden and Imtech Telecom's technical expertise makes us the ideal partner to work with B2 and Lucent to complete this project " said Mikael Schütt managing director Sweden for Imtech Telecom. "Our knowledge and services combined with the quality of the Lucent xDSL equipment will enable B2 to introduce and develop its existing range of services and expand its subscriber base."

Lucent will provide its Stinger<sup>®</sup> FS+, a DSL access concentrator that enables the introduction of profitable next generation IP services over DSL. The Stinger FS+, provides enhanced IP performance, offering the bandwidth needed to support increased subscriber densities and providing Quality of Service (QoS).

The Stinger FS+ is designed to support and manage large numbers of subscribers with support for 1,008 subscriber ports per chassis while enabling services such as streaming media, IP multicast audio and video applications such as broadcast television, conferencing, video on demand and pay-per-view. The Stinger<sup>®</sup> FS+ supports a multitude of DSL flavours such as ADSL, ADSL2+, VDSL, S(H)DSL.

Lucent's Business Partner strategy involves working with local service providers and business partners such as Imtech Telecom in order to grow market share in Europe in areas including DSL. This enables Lucent to extend its



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|  | <b>Bredband</b><br>10/10 eller<br>100/100 Mbit/s<br>dubbelriktat |  | <b>Telefoni</b><br>Ring billigare! Precis<br>som vanlig telefoni<br>fast via Bredband |  | <b>Digital TV</b><br>Framtidens TV-<br>tjänst med Video-<br>on-Demand |
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reach and address revenue-generating opportunities with internet service providers and large enterprises including government organisations.

### Bredbandsbolaget - the biggest alternative broadband provider

Bredbandsbolaget offers high-speed broadband for Internet access, telephony, digital-tv and add-on broadband services. They currently have 335,000 residential subscribers, which makes them Sweden's second largest broadband provider with 25 percent of the market - They are No.1 in the big cities.

They also have a fast-growing business subscriber base. Bredbandsbolaget is Sweden's largest broadband telephony player with over 80,000 customers. Their network is being continuously extended, and can now reach some 2 million Swedish households in more than 70 population centres nationwide.

### They are enhancing their offering

Bredbandsbolaget's expansion plans are ambitious and realistic. The market has high demand, and they have proved they can match it. Bredbandsbolaget was the first player to launch high-speed broadband via phone points, the first to launch IP telephony and the first to launch digital-tv via broadband. Since April 2005, they are the only broadband provider offering all mass TV channels via broadband. They will continue to build their business with the same high ambition to develop their offerings and service.

### A secure challenger

Their success is founded on daring to challenge existing structures and trying new approaches. Bredbandsbolaget's flexibility and efficiency makes them fast-moving in a changeable market, which gives us an edge on the competition. Their business has a very clear focus - to be the leading high-speed broadband provider for the Internet, telephony, TV and add-on services, with high quality and reliability.

The corporation was founded in 1998 and has some 290 employees. In 2004, their sales were SEK 1,196 m and EBITDA was SEK 200 m. Their main shareholders are Investor, the Carlyle Group and Access Industries.

### Imtech Telecom

Imtech N.V. is a European technical service provider in the fields of information & communication technology, electrical engineering and mechanical engineering. With around 14,000 employees, Imtech achieves an annual turnover of around 2,0 billion euro. Imtech holds strong positions in the buildings, industry, marine, infrastructure and telecoms markets in Belgium, Germany, Luxembourg and The Netherlands and is also active in Sweden, UK and Spain. Imtech shares are listed on the Euronext Stock Exchange (Amsterdam), where Imtech is included in the Midkap index (AMX) and the Next 150 index. For more information on Imtech, visit its Web site at <http://www.imtechtele.com>



  
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