

Case: Co-Location team, Norway

- **About TeliaSonera**
TeliaSonera provides network access and telecommunication services that help people and companies communicate. With 180 million subscriptions, TeliaSonera is Europe's 5th largest telecom operator and employs almost 28000 people.
- **The customer's situation**
TeliaSonera Norway has decided to put extra efforts into meeting other operators requests of lending space in their structures. This has been defined as a business area with substantial possibilities of generating revenue to a reasonable low cost.
- **Orbion's approach**
Through an ambitious recruitment plan, strongly committed to see the project succeed, we are currently having 6 fulltime employees working within the Co-location team. In this respect, the capacity in handling Co-locations requests has been increased substantially after Orbion Consulting took over the responsibility 01.07.2012.
- **The solution**
Orbion has build the project team on highly skilled personnel with extensive knowledge of TeliaSonera Norway. As a result, we have had a short startup phase, and been able to deliver good results from the very beginning of the assignment.
- **The result**
 - Increased revenue to TeliaSonera Norway within Co-location business
 - Cost per handled site is at the same level or lower for NetCom compared to earlier
 - Substantial capacity increase in the Co-location team
 - Increased level of customer satisfaction (operators applying for space) as the lead time from application to offer for space is decreasing



Customer testimonial:

“Orbion has through this functional assignment added an excellent solution to our capacity needs within Co-Location handling!”

Olav H. Alme, Senior Legal Advisor,
Site Governance, Telia Sonera Norway