



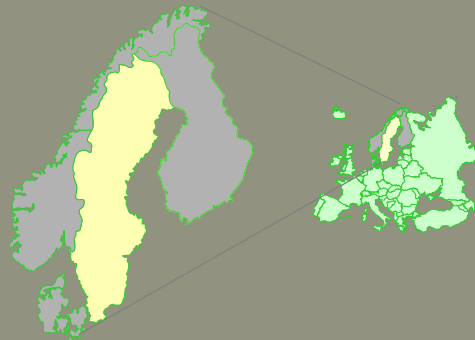
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Who we are

World leading and rapidly expanding Nordic facilities-based provider of broadband communications services

- Targeting mainly enterprise customers in the Nordic area
- Scalable, flexible, high-capacity broadband network
 - Optimised for high-speed communications services
 - All IP multi-services network

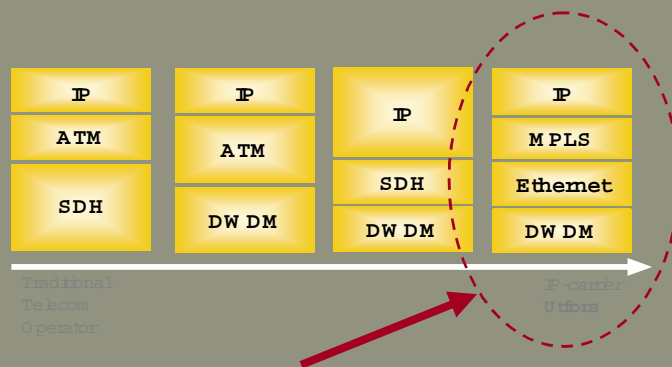


Business concept

Utfors delivers the market's most cost efficient high quality VPN broadband services, based on a next generation all-IP network, enabling Enterprise customers to capitalize on centralizing network resources and organization.



The way we do it - first to deploy the next generation data optimized - multiservices - all-IP - Service Provider Platform



Native Data (Native IP)



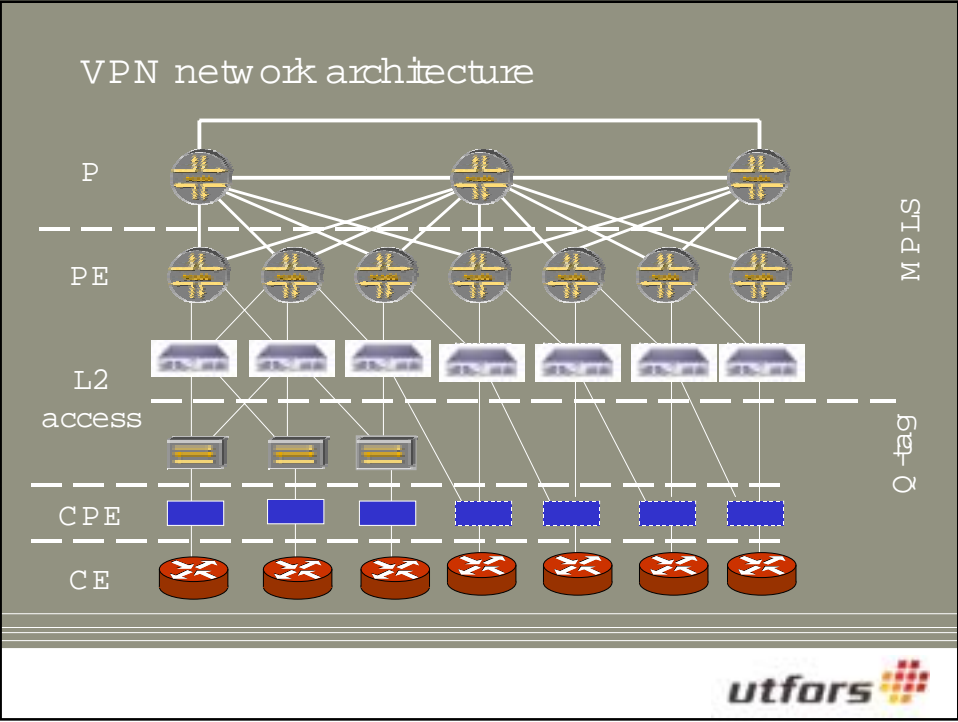
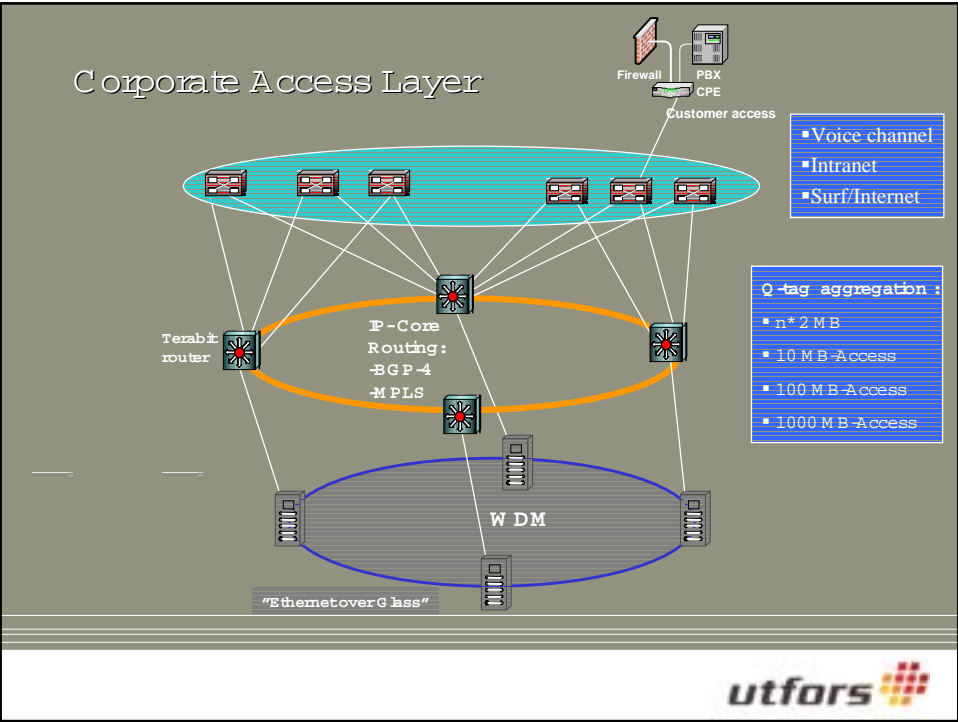
Native Data (Native IP)

Application data that is carried in the Data Link Protocol that it originates in, and is native to, and does not get modified in the process of being carried over a network

- For example:

All desktop data that originates on 802.3 Ethernet remains as 802.3 Ethernet regardless of being carried over coax (10Base5, 10Base2), or over copper twisted pair (10BaseT, 100BaseT), or over optical (100BaseFX, 1000BaseLX, 10GBaseLW)



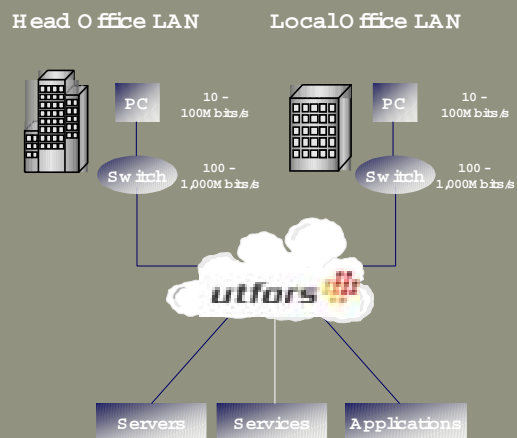


Current Corporate services in the broadband network



Core strategy - Debottlenecking the WAN enabling for centralisation, higher availability and new applications

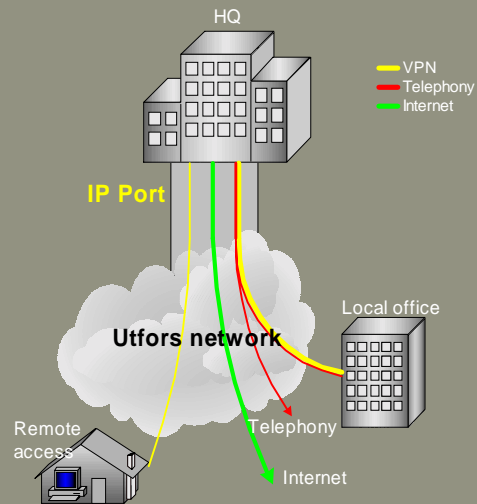
- Centralisation/Outsourcing
 - Servers
 - Services
 - Mail, Print, File... ..
 - Applications
- New applications
 - Meeting
 - Corporate TV Channel
- "Enough" Internet bandwidth/PC



IP Port

The service includes

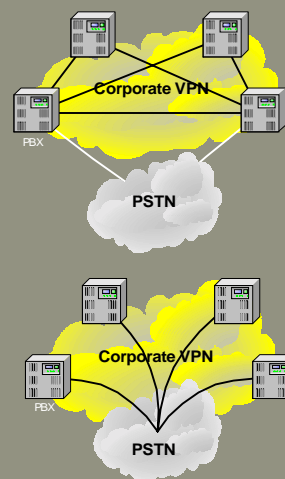
- Internet access
- Corporate VPN
 - point-to-point or point-to-multipoint
- Fixed telephony (Direct access)
 - Calls for free ON NET
- "Non-overbooked" capacity
- Distance independent



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Corporate VPN for telephony

- Subscription fee included in IP Port
- Distance independent fee
- Simple to administer and maintain
- Free calls on Net

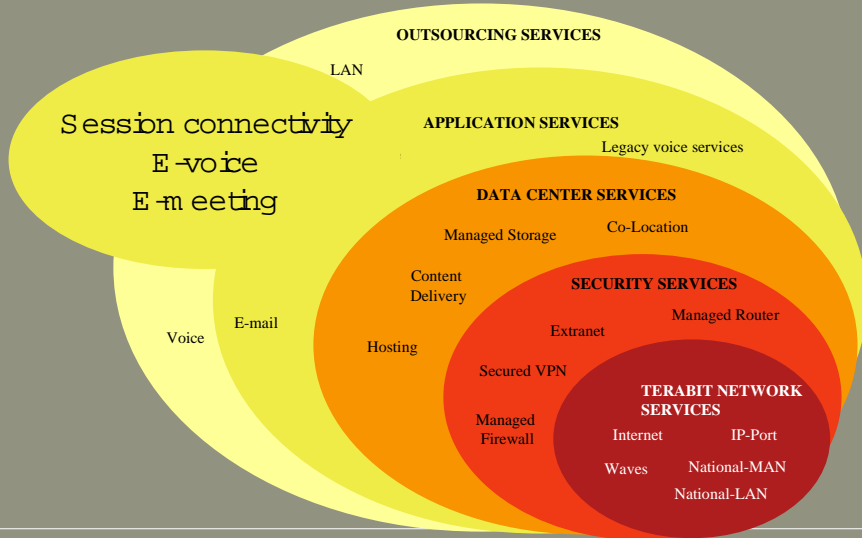


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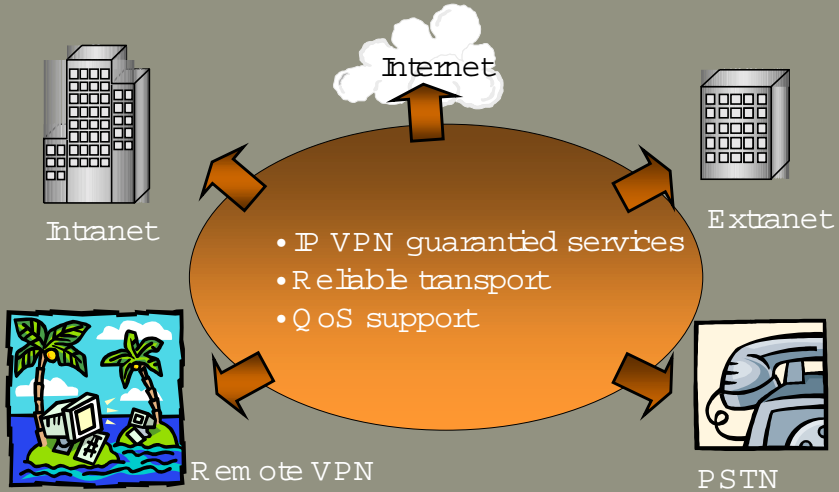
New Corporate services
in the broadband network



Expanding Utfors' Value-Added Services

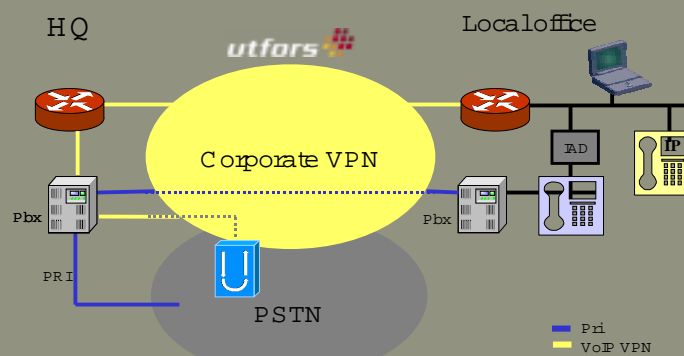


Utfors converged network architecture



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Corporate VPN for telephony - evolution

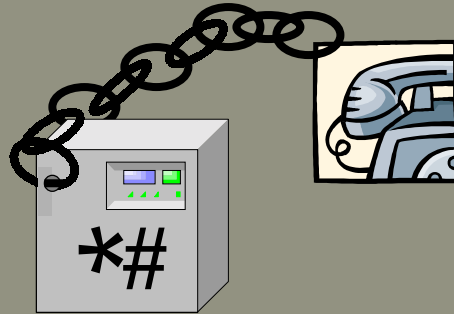


- Extending Pbx service area
- Offering access Utfors PSTN gateway

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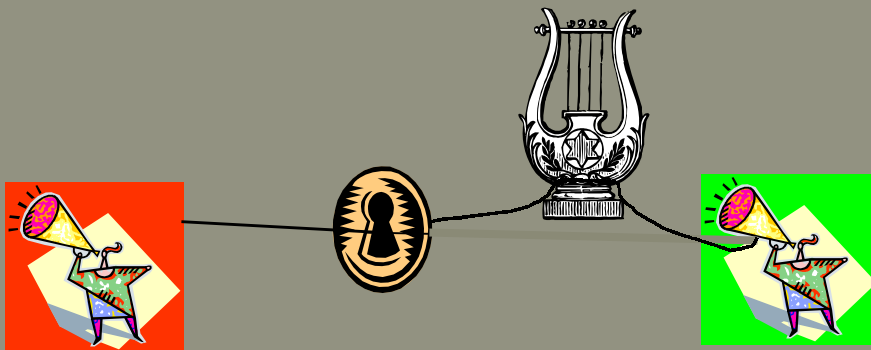
Are you locked in old chains?

- Telephony specific device
- Tied to vendor service roll-out



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Services of your choice – Time to play



Interoperability

-U tfors certified

NAT/FW traversal

-U tfors SIP VPN

Services

-U tfors SIP services

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"Pick the low hanging fruits!"



- Personalized call treatments
 - Follow me services
 - Call routing
 - Call filtering
- Desktop integration
- Voice mail
- Multimedia conferencing services



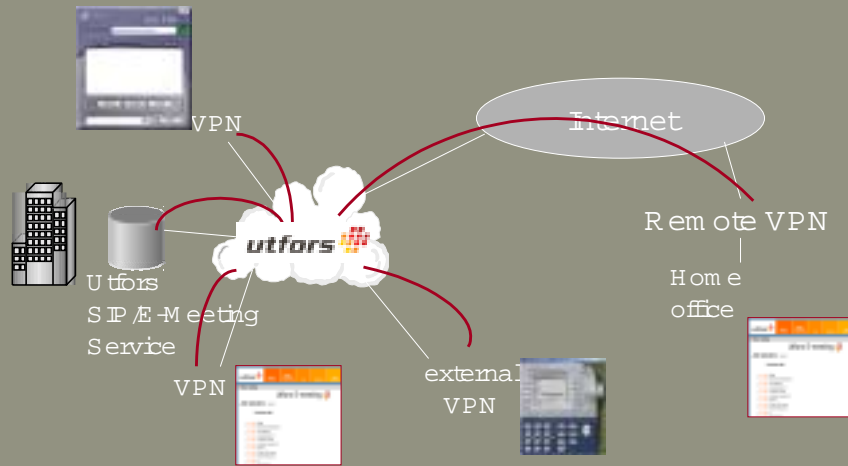
Legacy voice services



Utfors E-meeting service



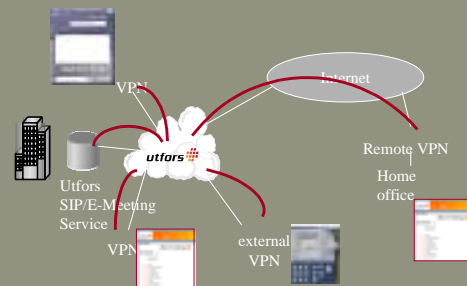
Utfors' IP port, E-meeting, SIP services and Remote VPN – a combined and complete product concept



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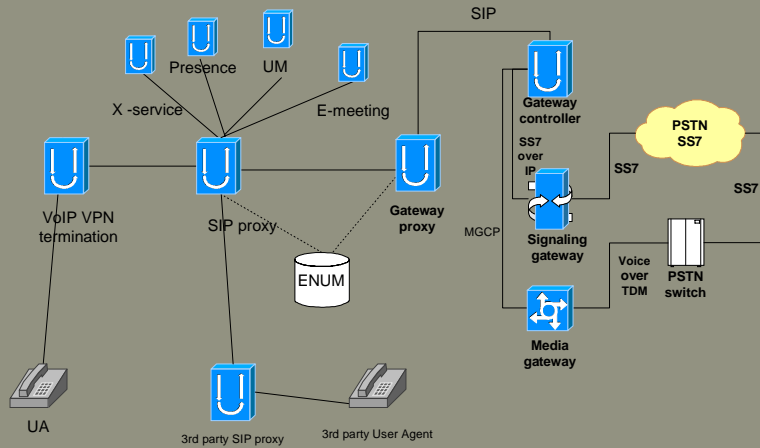
WHY?

- Efficient cost management
- Reduce organisational cost
- Reduce infrastructure investments
- Broaden functionality
- Increase reliability
- Flat rate VoIP connectivity
- Free on-Net calls



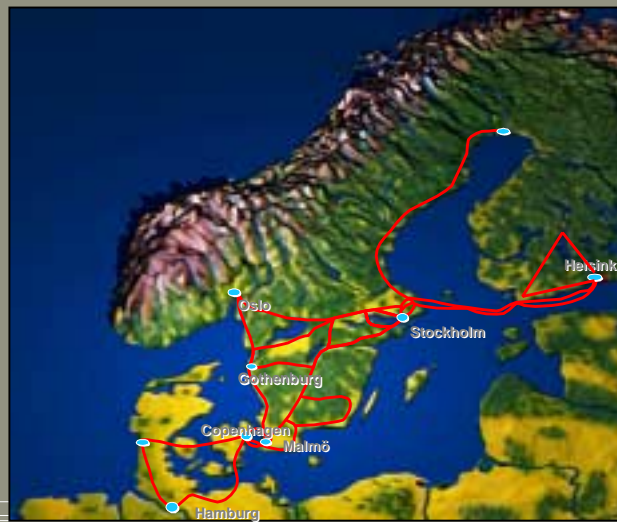
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Utfors SIP network architecture



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The Nordic Network



The Nordic Network

- Building national roads
- Links up most large and medium-sized cities and towns
- Integration with existing metropolitan networks
- Plans for a further Nordic 4000-6000 Km expansion for a total of 8000-10000 km

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Key Customers

Domstolsverket PNB
Volkswagen Debité & Touche
Saab SEKO SBAB Preem
Elanders Riksbyggen TietoEnator
Ericsson Nokia Etena
Veritas Expressen

