

Ericsson has several WCDMA test systems installed throughout Europe and Japan and customer interest is strong. Earlier this spring a demo center for third-generation mobile telephony was inaugurated in Kista. Photo: Thord Andersson

Strong WCDMA range arouses interest

Ericsson is now intensifying its marketing of third-generation mobile systems. Recently, the world's largest mobile telephone operator, NTT DoCoMo of Japan, selected Ericsson to supply both commercial WCDMA phones and base stations.

13

1999 no year of plenty

Ericsson's report for the first quarter of 1999, which was published last week, showed a decline in profits and a slight increase in sales. 1999 will be no year of plenty for Ericsson, according to company president Sven-Christer Nilsson. However, he is optimistic about the company's future.

2

T18 launched with new film

The T18 is the first of Ericsson's new mobile phones to reach the market. One of the phone's many features is voice control, a function highlighted in the TV commercial for the product.

3

NEWS

Acquisitions save time

Ericsson's Internet product portfolio is becoming more complete, according to Torbjörn Nilsson, senior vice president of Marketing and Strategic Business Development, following Ericsson's recent purchase of the datacom companies TouchWave and Torrent. The acquisition of specialist companies saves a considerable amount of time in product development.

6-7

Falken – the smart antenna

By using Ericsson's new Falken antenna, operators can accommodate more subscribers within the same area. Falken has been tested in Russia.

23

Wireless flight bookings

From the autumn, customers of the Scandinavian airline SAS will be able to book their tickets by themselves using GSM phones and a mobile computer.

5

contact

The publication for Ericsson employees all over the world

Publisher

Lars A. Ståhlberg,
phone + 46 8-719 31 62
lars.stalberg@lme.ericsson.se

Corporate editor

Lars-Göran Hedin,
phone + 46 8-719 98 68,
lars-goran.hedin@lme.ericsson.se

Senior editor

Patrik Lindén
phone + 46 8-719 18 01
patrik.linden@lme.ericsson.se

Editorial staff

Thord Andersson,
phone + 46 8-422 03 16
thord.andersson@ebc.ericsson.se

Lars Cederquist

phone + 46 8-719 93 31
lars.cederquist@era.ericsson.se

Nils Sundström

phone + 46 8-719 93 83
nils.sundstrom@lme.ericsson.se

Gunilla Tamm

phone + 46 8-757 20 38
gunilla.tamm@era.ericsson.se

Lena Widegren

phone + 46 8-719 69 43
lena.widegren@lme.ericsson.se

Mia Widell Örnung

phone + 46 8-719 41 09
mia.widell@lme.ericsson.se

Address

Telefonaktiebolaget LM Ericsson,
HF/LME/I, S-126 25 Stockholm
fax + 46 8-681 27 10
contact@lme.ericsson.se

Distribution

Solveig Sjölund,
phone + 46 8-719 41 11
solveig.sjolund@lme.ericsson.se

Layout and web design

Paues Media AB,
phone + 46 8-665 80 72

External advertising

Information and booking:
Display AB,
phone + 46 8-90 17 79 50

Internal advertising and vacancies

Suvi Nurmi
phone + 46 8-719 10 58
suvi.nurmi@lme.ericsson.se

You will find Contact on web under the page:

<http://inside.ericsson.se>
www.ericsson.se/Lib.shtml

Do you want Contact, the English-language edition of Kontakten, sent to your home address?

If you are on a limited assignment in Sweden that service is provided. Send us your name, home address, and the date you will leave your assignment to LME.LMEKOCO. You will continue to receive Kontakten.

If you move, please send a memo with your new (and old) address, to LME.LMEKOCO.

You can also send a mail to:
lme.lmeerco@mesmtpse.ericsson.se

Reduced profits – higher sales

Ericsson's interim report for the first quarter showed a decline in profits but higher sales. The share fell 5 percent immediately after the report was released.

Sales by Mobile Systems were highly favorable which boosts the overall earnings.

Ericsson's net sales in the first quarter of 1999 increased by 8 percent to SEK 41.6 billion. The largest business segment, Network Operators and Service Providers, increased sales by 20 percent to SEK 28.5 billion while Enterprise Solutions sales were flat at SEK 3.7 billion and sales for Consumer Products declined by 12 percent to SEK 9.7 billion.

Sales in market area Europe, Middle East and Africa increased by 13 percent and in Asia Pacific by 16 percent compared with the first quarter of 1998.

Sales in market areas Latin America and North America decreased by 12 percent and 4 percent respectively.

50 percent lower profit

Income before taxes was SEK 1,302 m., which is 51 percent lower than the income in the first quarter of 1998. The decrease is attributable to lower profitability within Consumer Products (a reduction in operating margin of SEK 1,100 m. compared with the first quarter of 1998), restructuring costs (SEK 400 m.), additional provisions for market risks and customer financing (SEK 700 m.) and higher operating expenses.

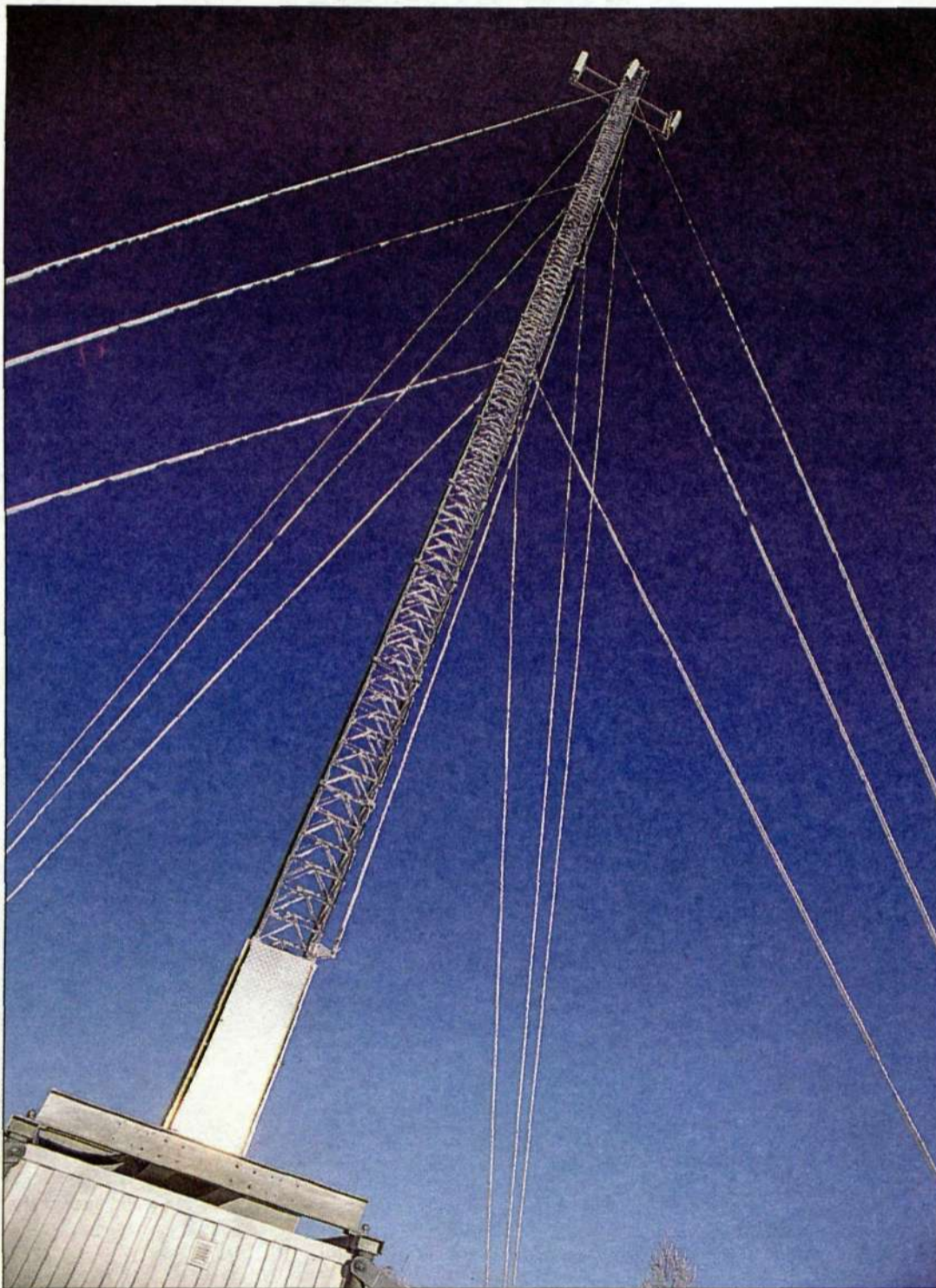
Operating expenses increased by 24 percent compared with the first quarter of 1998. This increase is due to expanded efforts in technical development of new areas such as third generation mobile systems, IP and Datacom. R&D for Consumer Products have increased substantially during the first quarter 1999 compared with the first quarter 1998. This is due to efforts in new areas as well as an aggressive plan to enhance existing technologies and products.

Increased operating expenses

Industrialization costs for several new products also contributed to the increase in operating expenses for Consumer Products.

Network Operators and Service Providers continued to be the main contributor to the growth of Ericsson. The segment, which represents almost 70 percent of Ericsson's total sales, increased sales by 20 percent to SEK 28.5 billion in the first quarter of 1999. The growth was particularly strong in mobile systems which more than compensated for a decrease in wireline systems sales and low sales for data networking.

Consumer Products reported a strong unit volume increase (37



Mobile systems account for the major portion of Ericsson's sales. These represent 75 percent of sales in the Network Operators business segment.

Photo: Lars Åström

percent) during the first quarter 1999. The unit volume increase was mainly due to strong growth within GSM products. Increasing competition and a further shift toward mid- and entry level phones had a negative impact on the sales figure for first quarter 1999, down 12 percent from the relatively strong first quarter of 1998 to SEK 9.7 billion.

Enterprise Solutions reported flat sales amounting to SEK 3.7 billion. The segment is increasing its focus on new IP-based products and wireless technologies for the office. Sales have been negatively affected by a delay in the commercial release of the new MD110 PABX.

Hewlett-Packard rising

Other operations (including energy systems, components, cables, and

defense electronics) increased sales by 5 percent to SEK 3.1 billion. The increase is mainly related to internal deliveries to business segment Network Operators and Service Providers and higher sales for Ericsson Hewlett-Packard Telecommunications, which is a part of Other operations.

Sales in Europe, Middle East and Africa increased by 13 percent to SEK 22.1 billion. Strong developments were reported in Italy, Spain, France, Netherlands, Greece, Portugal and Turkey. Mobile system sales were strong and more than compensated for shortfalls in wireline system sales.

Asia Pacific reported an increase in net sales during the first quarter by 16 percent to SEK 10.3 billion.


Latin America reported lower sales by 12 percent amounting to

SEK 4.9 billion. Sales were lower in Chile, Mexico, Argentina and Venezuela. Sales in Brazil, however, increased by 12 percent, in spite of the currency devaluation. The devaluation of the Brazilian currency has delayed new business development in Brazil.

North America sales of SEK 4.2 billion was 4 percent below sales in the first quarter of last year, due to lower sales of mobile phones. Sales of mobile systems was very robust and new business continues to develop very favorably.

Sven-Christer Nilsson
Abbreviated by Patrik Lindén

Read the complete report on the web site:

 <http://www.ericsson.se/Reports>



The T 18 looks like the GF788e, but is completely new inside.

Brand new phone

It's finally here. Ericsson's new little darling, the T 18 mobile phone.

This vibrating, voice-activated telephone, can even understand Chinese.

The T 18 is the first in a series of completely new mobile phones. On the outside, it looks like any other compact mobile phone. It's small enough to fit in the palm of one's hand and offers clear voice reproduction.

It's what's inside that's completely new, however.

Large processor important

"If we hadn't totally redesigned the content, we never would have been able to add all the functions that this phone has. It needed to have a large

processor capacity," says Simon Shepherd, global product manager for the T 18.

Bright and spacious

Shepherd works in Ericsson's spaceship-like building facing the expressway in Lund, Sweden. His office is bright and spacious. He's been working on a contract for the T 18 since he moved here in 1996 from Orbitel in England.

"The physical design of the phone was already finished. It was our job to figure out what we would put in it," he says, explaining how he and a few colleagues prepared a list of desirable and necessary features for an entirely new type of telephone.

That list was submitted to the research and development depart-

ment, which then conducted feasibility studies.

Once those were complete, microchips, circuit board assemblies and other parts for the telephone were then manufactured at plants in England and Sweden. These were tested, improvements made and then they were retested over and over again.

Technology well developed

"Since the phone has to do so many things, the technology had to be well developed."

The T 18 has finally passed its last inspection. Now the market awaits.

"I'm satisfied, happy, and I'm keeping my fingers crossed," says Simon Shepherd.

Gun Lauritzen

THE FUNCTIONS OF T 18

- 1. Voice-activated** – the voice-sensitive phone can learn a user's own voice and be controlled by it alone. It's possible to answer the phone by saying something, without pushing any buttons.
- 2. Vibration** – the phone has a vibrating ring option which can be clearly felt. Useful when not

wanting to disturb others or when there is a lot of background noise, making it hard to hear.

- 3. Active flip** – the protective flip cover activates the phone, making it possible to answer or end a call by merely opening or closing the cover.
- 4. Dual band** – the phone operates on two fre-

quencies: 1800 and 900 MHz, allowing it to operate regardless of how busy networks are.

- 5. Larger display** – it can display Latin characters and numbers as well as Chinese characters.
- 6. Compact** – it fits in the palm of one's hand, weighs only 146 grams.

...deceives darling in commercial

She leans towards the man on the sofa, whispering "Darling" in his ear. A telephone on the other side of the room suddenly starts ringing. The man rushes up to answer – and the TV is all hers.

What he doesn't know is that she is holding Ericsson's new T 18 phone in her hand – and that it is she who is calling. Her telephone has merely obeyed her voice: Darling.

This humorous scene can be found in one of the commercials that are part of Ericsson's major ad campaign for the voice-activated T 18, being launched in Europe, the Middle East, South Africa and Egypt.

"We consider the T 18 to be a compact telephone with a lot of capacity," says Lars Åberg, marketing communications manager for Western Europe.

He produces campaign materials for the telephone: three commercials, several large ad copies for various newspapers and billboards, an elegant information manual and the little container that holds the actual telephone.



"Darling," she whispers – prompting the man to get up and answer the mobile phone on the other side of the room she has just called. This TV commercial, for Ericsson's new T 18 phone, will be shown in several countries starting in May.

Photo: EPA International

"We're marketing the phone to a target group which is cultural, active, socially aware and varied in age. Not to businesspeople but rather to

private individuals, those who wish to be elegant without being boastful."

The campaign is designed to show

people how simple, natural and fun the phone is to use.

Gun Lauritzen

Swedish jobs in Gotland secured

American electronics manufacturer Flextronics is buying Ericsson's facility in Visby on the Swedish island of Gotland. Employees surprised by the announcement were relieved to hear that all 900 would be offered jobs by the new owner. The plan is for Flextronics to assume control of operations on July 1.

The plant in Visby, which has been owned by Ericsson since 1961, manufactures equipment for mobile systems, primarily base stations.

"In the long term, we see problems for Visby," says Björn Boström, who is head of product support and IT at Ericsson. "Big changes are in the offing the manufacturing of our products. Newer versions are coming out more frequently with less work input. Instead of letting the operation in Visby slowly wither away under Ericsson's management, Flextronics will be able to utilize the experience that exists there and develop operations further. This is an outstanding solution for everyone involved – the employees, the municipality, Ericsson and Flextronics."

Flextronics is the fourth largest contract manufacturer in the world, and the core of its operations is electronics manufacturing. By assuming control of the Ericsson facility, the company will be able to expand the scope of its product range. Products currently being manufactured in Visby will be retained, but there are also plans to expand the product assortment to attract new customers.

"Taking over the plant in Visby is of strategic importance to us," says Ronny Nilsson, head of Flextronics in Western Europe. "The experience

in radio technology that exists at Ericsson in Visby is a good fit with our operations in Karlskrona, which consists primarily of component manufacturing for the MD 110 business switch."

In 1997, Flextronics took over Ericsson's Karlskrona unit including personnel and all the rest. Cooperation between the companies has since flourished and Ericsson now considers Flextronics as one of its most important suppliers.

Lena Widegren

lena.widegren@lme.ericsson.se

IN BRIEF

Better support for operators

➤ Ericsson, together with the operators BT and Telia, has been lobbying the global Telemanagement Forum organization to create a common, high-level architecture for the entire Telecom management field.

Customers are increasingly asking for solutions that are not dependent on different network technology and which will work on equipment that comes from different suppliers.

Following a recent trade show in Hamburg in which Ericsson, Telia and BT were participants, a working group inside the Telemanagement Forum was established to look into the matter further.

☉ http://moetx.ericsson.se/unit_systems_technology/csm/domains

Substantial Chinese order

➤ An expansion contract worth USD 150 million has been signed with the telephone authorities of the Chinese province of Liaoning.

The order, which will expand their 900 MHz network, calls for the installation to be completed this summer. Once the expansion is completed, the network will be able to handle 2.5 million subscribers.

Equipment will be supplied by one of Ericsson's joint venture partners, Beijing Ericsson Mobile Communication Company.

Telcel biggest in pre-paid

➤ Mexico's largest mobile operator, Telcel, has installed prepaid subscription equipment from Ericsson capable of handling 1.5 million subscribers. That makes Telcel the biggest operator in both North and South America when it comes to the number of prepaid subscribers.

Telcel has a total of 2.3 million subscribers to its TDMA network, and a 64 percent share of the Mexican market.

New expansion in Brazil

➤ The Brazilian operator Tele Norte Cellular has placed an order worth SEK 400 million for the modernization of its mobile network.

During the first phase of the order, 20 new cells will be added to the current network. The operator will also get significantly better indoor coverage.

The entire order will be completed during 1999.

GPRS orders form base

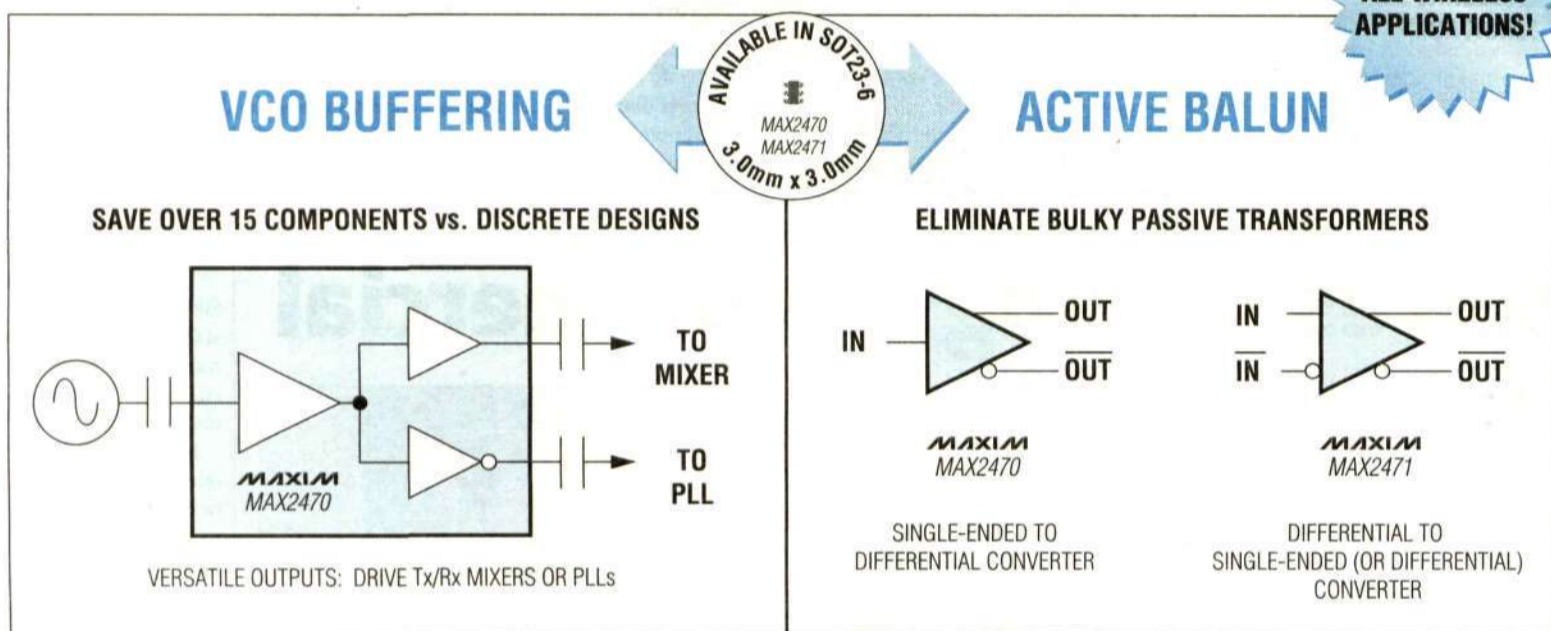
➤ Ericsson has landed half of all public orders for GPRS systems. This provides the company with an excellent base for the next generation mobile telephone system.

GPRS is a technique that enables faster data traffic (packet linked) and which can be used prior to the implementation of a third generation system.

THE ONLY SINGLE-CHIP IF VCO BUFFER AMPS WITH >60dB ISOLATION

The MAX2470/MAX2471 Low-Cost Monolithic Amplifiers
Replace Bulky Discrete Designs with One 6-Pin SOT

IDEAL FOR
ALL WIRELESS
APPLICATIONS!



◆ 10MHz to 500MHz Operation

◆ Performance at 200MHz:

15dB Gain

64dB Reverse Isolation

45dB OUT to $\overline{\text{OUT}}$ Isolation

◆ Low-Distortion Output:

-29dBc Harmonics at -5dBm Output

◆ +2.7V to +5.5V Supply Voltage

◆ Selectable Supply Current:

3.6mA or 5.5mA



FREE Wireless Design Guide—Sent Within 24 Hours!
Includes: Data Sheets and Cards for Free Samples

Call For a Design Guide or Free Sample
U.K. (44) 118 9303388, Sweden (46) 84445430
Toll-Free in the U.S. 1-800-998-8800

MAXIM
www.maxim-ic.com

1999 EDITION!
FREE FULL-LINE DATA CATALOG
ON CD-ROM



Distributed by Arrow, Bell, CAM RPC, Digi-Key, Elmo, Nu Horizons, and Zeus. Distributed in Canada by Arrow and Bell/Milgray.

Austria, Maxim GmbH (Deutschland); Belgium, Master Chips; Czech Republic, Spezial-Electronic KG; Denmark, Arrow Denmark A/S; Finland, Acte NC Finland Oy/BC Electronics; France, Maxim France, Distributors: Maxim Distribution, Dimacel Components; Germany, Maxim GmbH, Distributors: Maxim Distribution, Spezial Electronic GmbH; Ireland, FMG Electronics; Italy, Maxim Italy, Distributor: Esco Italiana S.p.A.; Netherlands, Koning En Hartman; Norway, Acte Norway AS/BC Electronics; Poland, SE Spezial Electronic Spolka Z.O.O.; Portugal, ADM Electronics, S.A.; Russia, Spezial-Electronic KG; Spain, Maxim Distribución, ADM Electronics S.A.; Sweden, Maxim Sweden, Egevo AB; Switzerland, Laser & Electronics AG; Turkey, Inter Elektronik A.S.; U.K., Maxim Integrated Products (U.K.), Ltd., Distributors: Maxim Distribution (U.K.), Ltd., 2001 Electronic Components, Eurodis HB Electronics; Ukraine, Spezial-Electronic KG.

Wireless travel bookings

Anders Ericsson spends almost as much time in the air as on the ground in his job. As a result, he was chosen as one of the first people to test SAS and Ericsson's new wireless reservation system.

"It was easy to use, it gave me total control. I think it's a great idea," he says.

The idea is for SAS customers to be able to book their own tickets and check flight availability using their GSM telephone and a mobile computer.

Like most business travelers, Anders Ericsson usually books his trips from home using a desktop computer or a travel agency.

For the past month he has been able to test a limited version of a totally new wireless reservation system for travel within the Nordic countries.

Testing as much as possible

Anders Ericsson, who is the chairman of the Diabetes Association, along with 24 other SAS customers including businessmen, officials and division managers from around Sweden, have been testing the wireless system as much as possible over the past month, noting both its advantages and disadvantages.

At a feedback meeting in Malmö, participants expressed their opinions to representatives from the project.



Ericsson is testing a new wireless reservation system for SAS airlines. Anders Ericsson is one of the business travelers who has been testing the new system. No matter where he is or what time it is, he's able to book his flights within the Nordic region.

Photo: Göran Strandberg/AB Skånereportage

"Very interesting," says Anders Ericsson enthusiastically, pulling out equipment so small that it easily disappears into the corner of his briefcase. The equipment consists of a

MC 16 mobile computer, a GSM mobile phone (which he already always carries for work) and a pen. He proceeds to demonstrate how he books a flight.

He logs on to the mobile computer and is immediately connected to the reservation system. Using his pen, he navigates his way through the menus, selecting destinations, times, return dates and other options such as meal choices and smoking preferences. Anders Ericsson is very satisfied, even if he does have a few suggestions.

"On the plus side, I've been able to sit almost anywhere, at any time and book my flights. I've used the reservation system at various different times and places. It's been most convenient during evenings and weekends, when everything else is closed, but also during meetings when it's been important to quickly find out the availability of a flight."

"It is a little slow"

"One drawback is that it is a little slow. So far, there is no re-booking system which I would like to see. I also think that the images on the display should be simplified. But those are merely hiccups. This is definitely something I believe in. The more mobile and flexible one can be in the future the better."

Testers at the meeting in Malmö gave other suggestions for improvements as well, for which the project management was very satisfied.

"We expect to have the system out on the market by autumn," says Thomas Rengfjord of SAS.

Gun Lauritzson

HELLO THERE



Mats Vilander

Mats Vilander has been appointed new manager of Ericsson's Business Analysis & Intelligence as of May 1st.

How long have you worked at Ericsson and what did you do before that?

"I arrived at Ericsson Radio Systems and what is now the GSM Systems business unit in 1997. There, I've been responsible for developing business plans, business analyses and methods for new contracts involving new clients. Before joining Ericsson, I worked at Price Waterhouse Corporate Finance doing company analyses, evaluations and M&A, with a special emphasis on the telecom sector."

How many employees do you have and what do you do?

"Altogether there are 15 people and, of those, three work outside Sweden – one in Asia, one in the U.S. and one in the U.K."

"Our operations are divided up into three areas: global monitoring through the Business Information Center (BIC), research and a new, stronger analysis function. Currently, we are busy formulating our goals and creating more effective platforms for refining information for decision-makers."

How will you operate?

"In addition to providing management with strategic information, we'll also be contributing analyses that will provide added value to the decision-makers who will be working with Ericsson's strategic planning, ESP, strategic alliances and business innovations."

"From an operational standpoint, we'll make sure that BIC is utilized as an important source of information for the marketing, business and product units around the globe. In order for Ericsson to continue to be a leading company, it is essential that we build up our expertise within such important areas of the future as Datacom, IP and 3G."

Although you spell your name differently, you still bear the name of a famous Swedish tennis player. Do you play tennis yourself?

"Ha, ha, no not tennis, but I'm rather good at squash."

Gunilla Tamm

Major interest in new services

The new Wireless Travel Management (WTM) system is giving business travelers a glimpse of the future. All that is needed is a mobile computer and a mobile phone.

"Wireless travel reservations are merely the beginning," says Patrik Lobergh at Ericsson Radio in Stockholm.

What once seemed like a dream has grown into an even bigger vision. Now it's up to the engineers to make that vision a reality.

"Often, it's just the opposite. The technology exists, then you need to find a good way to utilize it. But in this

case we're one step ahead," says Patrik Lobergh, who is responsible for the pioneering travel reservation project.

Arne Åhlander at AU Systems in Lund is coordinating the technology behind the wireless reservation system. The first phase consists only of travel within the Nordic countries. The next phase will include Europe and eventually the entire world.

Promising tests

"The WTM system makes it possible to adapt the reservations procedure for use on Personal Digital Assistants (PDAs) such as the MC 16, which currently is the only one supported. The tests were very promising and

showed us that we are on the right track. The next phase has already been prepared," says Arne Åhlander.

Cooperators

Working in conjunction with Ericsson and SAS are SMART, Europe's leading company for the electronic distribution of travel services (information, tickets and reservations), and Amadeus, the fastest-growing global distribution system with almost 44,000 local travel agencies connected to their data center.

"The idea behind the WTM application is to enable communication with any terminal whatsoever – telephones, computers, palm pilots

– and not only the MC 16 as is the case during testing.

Expansion will occur along three lines:

1. Travel services (planning, reservations, information) on a larger scale for companies.
2. Travel management for companies (policies, travel expenses and other services via telephone/wireless computers).
3. Mobile Office. The use of telephones/PDAs to empower businesspeople to manage their e-mail, invoicing and administration regardless of time or location.

Gun Lauritzson

Fingerprints for Internet security

In the future, the Internet will be mobile and have considerable bandwidth. An increasing number of everyday tasks will be conducted using the Net. People will be able to pay for their purchases and conduct their banking just by using their mobile phones.

Security won't be a problem. Every transaction will be checked using the telephone's internal fingerprint sensor. Your unique fingerprint pattern will guarantee that you are who you are.

The technology to make this possible already exists. At the CeBIT trade show earlier this spring, Ericsson

showed off the new fingerprint technology along with the Swedish company, Fingerprint Card. The application demonstrated was a simple one – an external sensor was connected to a telephone which scanned the owner's fingerprint instead of using a PIN code.

The technology, developed by Fingerprint Card, works by placing one's finger on a centimeter-sized sensor which uses 20,000 microscopic plates to measure differences in the electrical conductivity between the peaks and contours of a fingerprint.

That image is then analyzed by a tiny processor and compared to the previously registered fingerprint.

Identification is completed in a few tenths of a second.

"The sensor can recognize up to a dozen different fingers," explains Sven Gustavsson, technical director and Executive Vice President of Fingerprint Card. "The technology is incredibly secure. The likelihood of two people having the same fingerprint is less than one in a billion."

As yet, there are no plans in place to integrate the fingerprint technology in any of the company's mobile phones, according to Jonas Hedre, who works on conceptual designs at Ericsson Mobile Communications in Lund.

Niclas Henningsson



Ericsson demonstrated the new fingerprint technology at the huge CeBIT telephone and computer trade show in Hanover, Germany, in March.

Photo: Jan Tångring/Dagens IT

Just before Contact No. 6 went to press, we received the news about Ericsson's acquisition of the datacom companies Torrent and TouchWave for a total of 496 million dollars. Here is a more detailed presentation of the companies, which represent a strategic boost to Ericsson's IP telephony operations.

TouchWave's personnel were relieved by the news that the deal with Ericsson had been closed. The day after the announcement, there were champagne bottles in the recycling bin.



Strategic addition to the datacom portfolio

Ericsson has strengthened its position in the datacom area by purchasing two U.S. companies for a total of 496 million dollars. This is a strategic addition to Ericsson's investment in IP technology.

On April 13, Ericsson announced its purchases of Torrent Networking Technologies and TouchWave. Ericsson is paying 450 million dollars for Torrent, which is based in Maryland on the U.S. east coast. The company manufactures high-capacity edge routers with dynamic traffic-shaping capabilities that are expected to play a pivotal role for both IP and ATM-based networks.

Strategic addition

"The Torrent products are a strategic addition to Ericsson's carrier-class networking portfolio," said Sven-Christer Nilsson, Ericsson's CEO. "The acquisition moves Ericsson squarely into the IP playing field and will have a substantial impact on our ability to provide a complete data network solution. This is in line with our strategy to offer fully integrated capabilities for converged wireless voice and data networks."

Torrent will be incorporated into the Datacom Networks & IP Services business unit headed by Michael Thurk. The operations will remain

in Maryland and Triangle Park, North Carolina.

The acquisition of Torrent Networking Technologies brings Ericsson into line with the majority of its major competitors in the datacom area. Ericsson's previous investments in the area include California-based ACC, purchased last autumn.

IP-based corporate solutions

The TouchWave acquisition complements Ericsson's product range in IP-based corporate solutions. Ericsson paid 46 million dollars for the Silicon Valley-based company, which will be organized under the Enterprise Solutions business segment headed by Haijo Pietersma.

TouchWave develops Internet solutions for small and medium-size companies, specializing in IP-telephony solutions. There are many indications that the initial IP-telephony breakthrough will take place in this segment. With the investment in TouchWave, Ericsson now has good possibilities of capturing new market shares in the U.S. and Japan. Concurrently, Ericsson gains access to new distribution channels in the area.

Lena Widegren

lena.widegren@lme.ericsson.se

 <http://www.torrentnet.com>
<http://www.touchwave.com>



The acquisition of TouchWave has now been completed. Lars E. Svensson from Ericsson Enterprise Solutions shakes hands with Samir Lehaff, president of TouchWave, following the announcement.

Torrent Networking complements offerings

Torrent's products are well suited to Ericsson's product portfolio.

Ericsson previously purchased Juniper, which specializes in high-speed routers for backbone networks.

Torrent's products are so-called aggregating routers which channel large numbers of connections into the backbone network.

Ericsson's share in Juniper, and now the acquisition of Torrent, fulfill various requirements which will enable the company to be able to offer total IP solutions.

Continued investments

Ericsson's future plans include continued investment in the datacom area and the rapid integration of Torrent Networking with Ericsson's other datacom operations.

In addition to Juniper, Ericsson has also made other acquisitions in the datacom field recently with the purchase of the American company ACC and a part ownership in Mariposa.

Torrent Networking Technologies has been operating since August 1996. The company was founded by Hermant Kanakia who previously oversaw the development of switching architecture for AT&T's Bell Laboratories.

80 employees

Despite the fact that Torrent has not been in existence that long, it has over 50 different systems in operation. Currently, the company has approximately 80 employees.

The acquisition of Torrent is the biggest that Ericsson has made in the datacom area.

Patrik Lindén

patrik.linden@lme.ericsson.se



Torrent Networking Technologies was formed in 1996 and currently employs around 80 people. Ericsson acquired the company in the middle of April. It will become a part of the Datacom Networks & IP Services business unit. Torrent will retain its headquarters in Spring Valley, Maryland, USA. Photo: Michelle Nichols

Ericsson's search is over

"We're trying to merge business switch functions into IP networks," explains Paul Collinge, who oversees strategic business development in the Enterprise Solutions business segment.

Early on, it became apparent that alliances, partnerships or acquisitions were essential. Ericsson has been looking for a company such as TouchWave since the end of last year. In February, it became clear that TouchWave was very interested and final negotiations were initiated.

This is an important deal for Ericsson since IP is poised to become a major part of business telephony and business switches.

The quest for the right company began, appropriately enough, on the Internet. Many visits to trade shows and exhibitions followed, giving Ericsson a good idea of what the market looked like.

List of 100 companies

"We knew exactly what we were looking for," says Paul Collinge. "A list of approximately 100 interesting companies was drawn up. Of those, ten were selected for more serious review, before it became apparent that TouchWave was the

company Ericsson was looking for. We've learned a great deal about the industry from this process. We know what we're talking about."

Ericsson wasn't merely looking for a datacom company. It was TouchWave's combination of voice telephony and data networks that attracted Ericsson.

"We needed an inexpensive system which, in practice, meant that it couldn't be a Windows-based system. It needed to operate in real time and be an integrated product. Those were our most important criteria," explains Paul Collinge.

For small and medium

TouchWave's solution is aimed at small and medium-sized companies. Really large companies already have advanced business switches. Smaller companies, which are interested in keeping costs down, are able to incorporate the same functions that business switches have into their existing IP networks by using TouchWave's solution.

Jeff Snider is head of marketing at TouchWave. He welcomes the deal with Ericsson.

"We were very familiar with Ericsson and are happy that the deal went through. We've seen how the major players have entered this

"We were quite familiar with Ericsson and are happy that the deal went through. We've seen how the major players are taking over this industry and we realized that we wouldn't make it without some sort of partnership," says Jeff Snider, head of marketing at TouchWave.

Photo: Lars Åström/Världsbilden



field and we realized that we couldn't hold our own without some sort of partnership. There are many excellent synergistic effects coming out of this deal."

Retaining employees

One of the problems with deals of this kind is to retain employees. That's why Ericsson sought out a company that had a similar corporate culture and a company that shared the same visions.

Ericsson plans to transfer many IP telephony experts to TouchWave in Silicon Valley, before the year is out.

The number of employees at

TouchWave is expected to double by year's end.

TouchWave is now a production unit within the Enterprise Solutions business segment. Lars Svensson, head of the Business Systems business unit, will be Ericsson's person in charge of operations, although the old management will remain in place.

The deal with TouchWave puts Ericsson in a better position to be able to offer IP telephony, but more acquisitions or alliances will take place in the future. Ericsson is currently studying various options.

Patrik Lindén

Integration the first priority

"Ericsson's Internet product portfolio is beginning to look complete. Our first priority will be to integrate Torrent Networking, TouchWave and our other acquisitions into Ericsson.

That is quite a large piece to bite off," says Torbjörn Nilsson, who manages strategic business development for the corporate executive team.

Ericsson is, of course, capable of developing its own products for Internet and IP technology, but with the purchase of these specialized companies, a lot of time will be saved.

"Data traffic is increasing at a rate of 300 percent annually, so time is a critical factor," says Torbjörn Nilsson.

"Since much of the convergence between telecom and datacom has occurred through



Torbjörn Nilsson

acquisitions, events have moved much more rapidly than many predicted. I believe that the major consolidations within the industry will be complete within six months."

Three levels

IP networks can be divided up into three levels. For the access section, Ericsson is utilizing a solution from ACC called Tigris.

The next level is known as the aggregation level. That is where Torrent's solutions fit in. For the backbone, Ericsson is utilizing solutions from Juniper, which Ericsson partly owns.

For the ATM backbone, Ericsson's AXD 301 ATM switch is being used.

Developing a switch/router

And for the third generation mobile system, Ericsson is in the process of developing its own switch/router for ATM and IP traffic. Its working name is Cello and is expected to reach markets by year 2000 or 2001.

"Ericsson still needs more IP experience. What's important now is to take good care of the acquisitions we've already made," says Torbjörn Nilsson.

Bring research together

What needs to be done is to bring the research and development resources together so that Ericsson doesn't duplicate its work at different locations, and to make sure that the recently acquired companies can gain quick access to Ericsson's marketing organization.

In recent weeks, Ericsson has acquired Torrent Networking Technologies, TouchWave and parts of Qualcomm.

Ericsson was already a joint-owner in the American companies Juniper and Mariposa.

Patrik Lindén

A new Silicon Valley Venture

TouchWave, the latest addition to the Enterprise Solutions business segment, is a typical start-up company from Silicon Valley, California.

It has been in existence for slightly less than three years and is situated in the heart of Silicon Valley, in Mountain View on the outskirts of San Jose. Its facilities are unpretentious and the atmosphere is open and relaxed. Currently there are 27 employees. The company is involved in combining datacom with telephony.

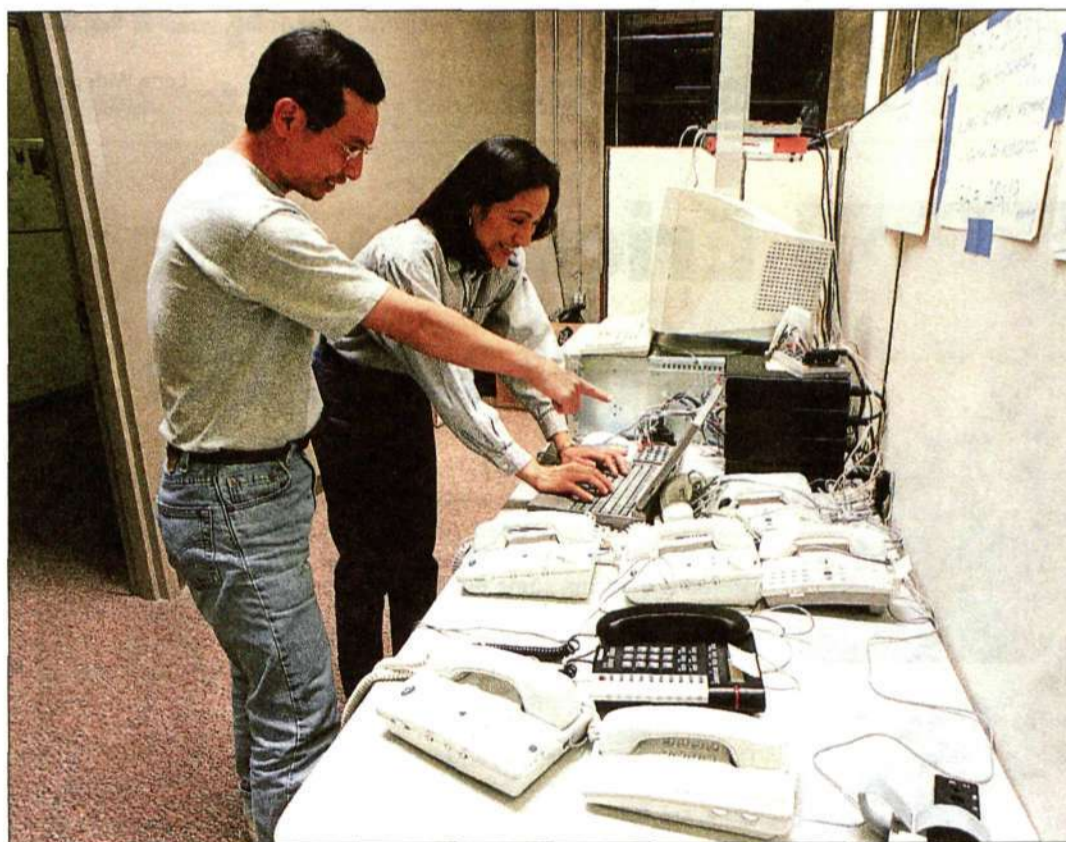
Moving past the lunchroom, where cans of Coca-Cola line the tables, it becomes difficult to distinguish where the office ends and the lab begins. Everyone is involved with the projects and their enthusiasm is palpable.

A garage set-up

An auto repair shop is also located in the same building, facing the street. So it's no exaggeration to say that this is a garage start-up, even though the company didn't start in a garage of its own. Desks and lab equipment are scattered throughout the facility, which is not quite finished. This doesn't dampen the enthusiasm among the employees, however, most of whom are also part owners.

When Contact paid a visit to the office the day after the deal was announced, spirits were high. A couple of empty champagne bottles lay among the Coca-Cola cans in the recycling bin.

"It's a big relief to have closed the



TouchWave has developed a technique that enables small companies to use their data networks for telephony as well.

Photo: Lars Åström/Världsbilden

deal. We celebrated a bit last night," says Danny Qian and Fely Wee of TouchWave.

Quick to Silicon Valley

Samir Lehaff formed TouchWave back in October 1996. At the time, he was living in Copenhagen, but he quickly moved the company to Silicon Valley with which he had close previous ties. The company

grew rapidly and in February 1998, their first product was brought to market.

WebSwitch is the name of the product that brought TouchWave to the attention of Ericsson. It is a solution for smaller companies that enables them to utilize their existing data networks for telephony as well.

It is especially suitable for com-

panies that are spread out in many locations.

Most of the people in the company's management have a Scandinavian or European background. That has contributed to creating a corporate culture not unlike Ericsson's, even if many of them have worked in Silicon Valley for many years.

Patrik Lindén

Wireless IP

stronger by merging

IP@Services from the Business Systems business unit, and GSM on the Net from the GSM Mobile Systems business unit – are merging into a single unit. This initiative will strengthen Ericsson's product offerings for wireless IP solutions aimed at business customers.

Developments in the IP-based corporate solutions market are moving faster than expected. Companies are being lured by the possibility of reducing costs as well as being driven by their increasing needs for more accessibility, into adopting the new IP telephony technology.

"By forming a single product unit, Ericsson is merging the strengths of its GSM mobile systems with its knowledge of systems solutions for business customers," says Thomas Norén, manager of the new unit.

Mobility a driving force

In Europe, mobility is the driving force behind the IP telephony market, as opposed to the U.S. where the large, fixed telephony operators are driving this development.



Niclas Forsvall

"As always, it is the groups which are the most technically inclined that are adopting the new high-tech solutions first. That is why customers can be found in different phases.

Companies and mobile operators have been quick to show great interest in IP telephony," says Niclas Forsvall, business representative of the new product unit of which GSM on the Net is a part.

Ericsson's GSM on the Net solution is an IP-based corporate switch integrated with GSM. With the system, users are able to have the same telephone number at work, at home and on their mobile phone.

Datacom services too

In addition to telephony integrated with IT services, GSM on the Net will also handle high-speed datacom services within a few years.

GSM operators have a key role when it comes to selling GSM on the Net. For them, wireless IP-based corporate exchanges involve an entirely very large new market. In Western Europe alone, telephone customers who have their own office switches account for slightly more than 50 percent of telephone company revenues. A great deal of interest has already been shown.

"We're noticing considerable demand from our customers. Telephones are ringing off the hook," says Niclas Forsvall.

"GSM operators have realized that IP in combination with GSM technology involves a major change in the PBX market. People are surprised at the high quality of sound provided by wireless IP telephony," says Niclas Forsvall.

"The explanation is that Ericsson has worked for a long time on echo cancellation, originally to bypass the problem of voice delays when using



Using Ericsson's solution GSM on the Net, users are able to have the same telephone number at work, at home and on their mobile phones. Illustration: Kerold Klang

mobile systems. Those skills mean that mobile telephony will continue to dominate the quality of IP networks for some time to come."

The main purpose for the merger of GSM on the Net and IP@Services is the efficiencies that can be realized in product development, marketing and

the ability to quickly bring products to the market.

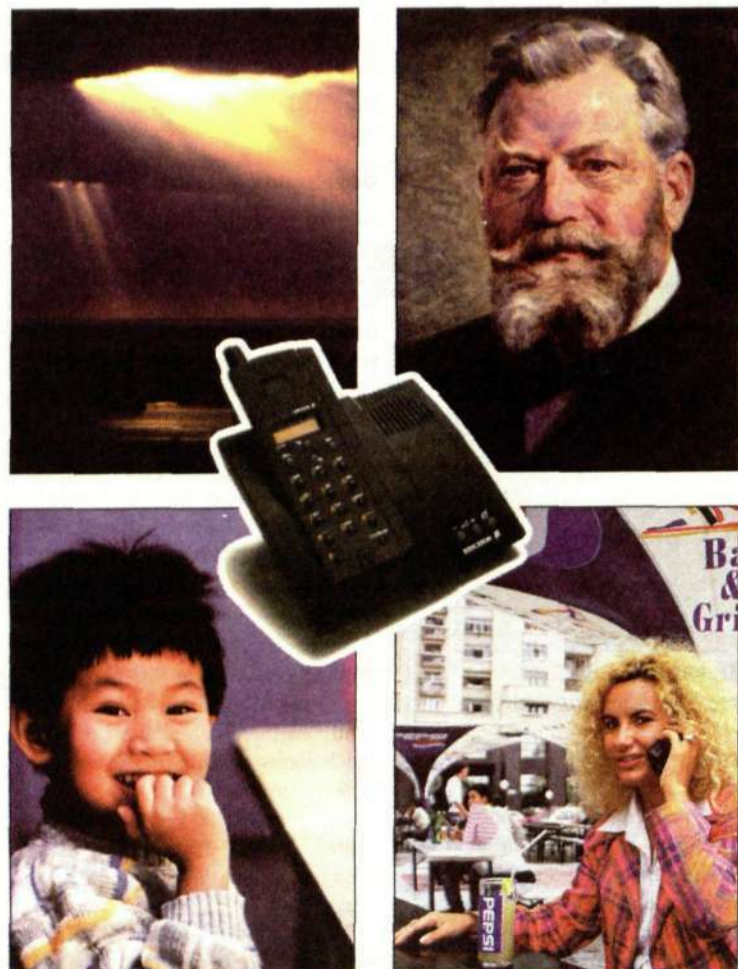
The new organization is expected to release a number of new products by the end of the year.

Lena Widegren

lena.widegren@lme.ericsson.se

More about GSM on the Net can be found at: <http://gsmrbs.ericsson.se/gsip/>

More about IP@Services can be found at: http://enweb.ericsson.se/organization/pu/pu_win.htm



Now you can find images from the entire company when you need to produce a web page or publications for Ericsson. The Photo Library can be found on the intranet.

Ericsson images available on the net

In March, a company-wide photo database known as the Photo Library was opened. Already, there are over 2,000 registered users from some 60 countries.

Currently, there are approximately 500 photos stored in the database, but that number is growing steadily. The photos are accessible to anyone who has access to Ericsson's intranet. These are high resolution, digital images and are available for printing in brochures, use in newspapers, for overhead transparencies, the web and more. An agreement has been reached with the photographers, allowing for the free use of photos found in the Photo Library for Ericsson purposes. If you are unsure, don't hesitate to ask. The images are searchable according to various criteria.

Help is available

In order to download images to a computer, the decompression pro-

gram WinZip/UnZip is needed. If you don't already have it, talk to your local Lan support person.

The number of images will continue to grow and Susanna Eriksson, who is responsible for operating the photo database, will gladly accept more photos from different parts of the company. If you have images that you think should be accessible to the entire company, then contact Susanna Eriksson by e-mail or through her web site address below. Remember to have the photo cleared so that it can be used without restrictions.

Although the Photo Library is still being developed, it will eventually become possible to index images yourself that you want to share with the rest of Ericsson. The idea behind

the project is that Ericsson will collect the best and most usable photos that exist within the company.

Soon accessible

When producing publications and other items with images, it will be possible to make them accessible to all of Ericsson via the Photo Library.

Today, the Photo Library only exists on the intranet. In the future, a selection of images from the Photo Library will be available on the external web site, so that the press and media will have access to them.

The library contains photos of people, buildings, products and more.

Patrik Lindén

patrik.linden@lme.ericsson.se

You can find the Photo Library on the web at: <http://inside-pics.ericsson.se>. You can also click your way to the home page Inside Ericsson at <http://inside.ericsson.se>



Susanna Eriksson

Bluetooth project launched

The Bluetooth radio module was launched in mid-April by Ericsson Components in Stockholm at a ceremony attracting international press coverage.

The Bluetooth module, an antenna and the appropriate software, are all that is needed for wireless transmission of voice and data between electronic devices at ranges of 10 to 100 meters.

The creators of the Bluetooth technology at Ericsson Mobile Communications in Lund gave the task of developing the module technology, as well as some of the integrated circuits to microelectronics designers at Ericsson Components.

Ericsson Components has now also been given the right to market and sell Bluetooth components, including both the radio module and the complete module.

Available for use by anyone

The complete module consists of a radio module, a baseband circuit (processor) and memory to implement the standard that Ericsson, IBM, Intel, Toshiba and Nokia jointly developed. It is an open standard, available for use by anyone, and will operate on the unregulated 2.4-2.5 GHz band.

The radio module consists of a radio circuit mounted on a ceramic substrate into which other components are integrated. The entire module was designed by Ericsson Components, and the chip is manufactured using an advanced BiCMOS process.

Used separately with devices

The radio module containing the Bluetooth radio function enables communication at ranges of between 10 and 100 meters. It can also be used separately with devices that already have baseband and memory functions. Ericsson's mobile telephones will be equipped with the module.

Baseband circuits are designed by Ericsson and manufactured at VLSI, which has contributed process technology.

Soon on the market

The radio module will be available by year's end, while the complete module will be on the market in the early part of the year 2000.

"We're the first to enter the market," explains Stefan Löf, product representative at Ericsson Components.

A hundred or so customers have already expressed an interest in the Bluetooth module, with more every day. Ericsson Components' product management is undertaking a major global campaign. Europe, Japan,



The Bluetooth module was unveiled to the international press and others at Ericsson Components in Stockholm in mid-April. Graham Prophet, of EDN Europe, and Ron Neele, of Electronic Engineering, study the new hardware.

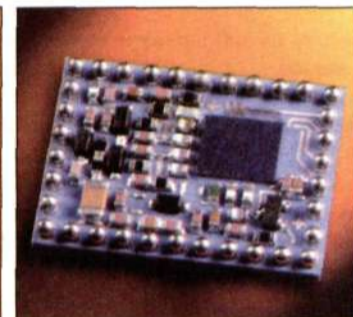
Photo: Anders Anjou

Taiwan and the U.S. have already been targeted.

Inger Björklind Bengtsson



Here's the complete Bluetooth module, which is supplied with software.



The radio module, the white upper part on the left photo, is based on an advanced design using flip-chip technology.

Success which makes the impossible possible

When Harald Bluetooth ruled Denmark, differences between Viking families were settled at large gatherings.

Although things could sometimes get quite violent, people always parted as friends. Similarly, it can also get a little rough when trying to combine the worlds of telecom and data, as well as when large corporations try to agree on sharing technology. The success of the Bluetooth project, however, has shown that even the impossible is possible.



Harald Bluetooth can be seen on a modern runestone in Lund, holding a portable computer and a cell phone.

At the beginning of April, Ericsson CEO Sven-Christer Nilsson was in Lund to explain the company's financial situation to the employees of Ericsson Mobile Communications (ECS). In conjunction with that meeting, a ceremony was held in which Sven-Christer Nilsson assisted in the unveiling of two modern runestones depicting Harald Bluetooth – the Danish Viking chieftain who is the namesake of the Bluetooth technology. The runestones grace the entrance of ECS's two facilities in Lund.

Bluetooth is a new standard for cordless communication, connecting telephones, computers and other electronic devices without wires. The technology was invented by Ericsson, but is now being jointly developed together with Intel, Nokia, Toshiba and IBM.

Following the unveiling of the Bluetooth runestones in Lund, Sven-Christer Nilsson and

other delegates present, listened to a talk by Örjan Johansson, manager of Bluetooth at ECS, who explained the history behind the Bluetooth name.

"During negotiations over the Bluetooth joint venture, one of the employees here in Lund had a beer together with a guy from the U.S. company Intel. The American was very interested in history and their conversation turned to the subject of Vikings. A short time later, we sent over a copy of Frans G. Bengtsson's book, Röde Orm, or The Longships, as it is called in English.

"We saw similarities between Harald Bluetooth's peacemaking and our work with Bluetooth. The risk for differing opinions is great when merging

telecom with data, uniting Nokia with Ericsson and bringing IBM together with Toshiba."

With Harald Bluetooth as a role model, the project was initially christened Bluetooth. The name became permanent last May when a cooperative agreement among the five companies was reached and the technology was presented to the public.

Today, Bluetooth is expanding rapidly. In addition to the five companies which formed the joint venture, numerous other companies, so-called adopters, have joined the project.

In a recent count, over 600 adopters had joined and another 2,000 companies were waiting to be admitted to the group.

Niclas Henningsson
emwnytt@emw.ericsson.se

The Spring CM Seminar 1999

The seminar will be held in Stockholm on the 27th and 28th May.

If you are interested in the latest news, information and best practices from the Configuration Management world then this is the seminar for you.

Included in the seminar:

- CM and distributed development
- Software CM tutorial
- Product Data Management
- Life-cycle CM
- Automated CM
- CM matrices
- CM as a career
- The 1999 prize for Best in CM
- The CM Framework
- Marketplaces
- Speakers Corner

Keynote speakers are Professor Walter F.Tichy and Mr Laurence R. Bowen

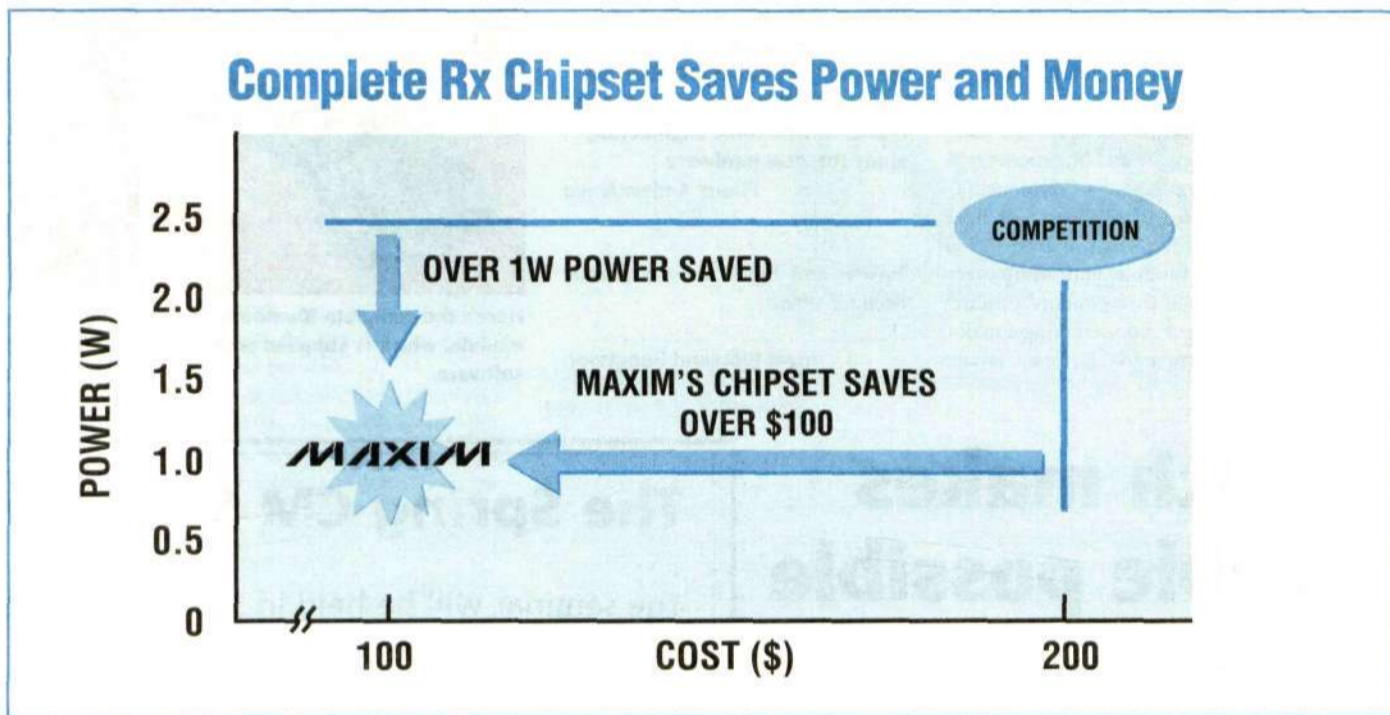
The full seminar program is available on the web at <http://cmcc.ericsson.se>.

Configuration Management Centre of Competence
VH/BCS/B/SX

3V, 2.5Gbps SDH/SONET COMPLETE Rx CHIPSET SAVES 1W AND COSTS \$100 LESS!

New Transimpedance and Limiting Amp IC Uses Only 165mW

Maxim's new MAX3866 uses less than 1/3 the power of discrete transimpedance amplifiers and limiting amplifiers while sacrificing none of the performance. The MAX3866 combines with the MAX3875 clock and data recovery IC and the MAX3885 deserializer to form the lowest power, lowest cost 2.5Gbps receiver chipset available.



The Only Complete 3V, 2.5Gbps Rx Chipset! Now You Can Stop Mixing and Matching!

PART	FUNCTION	VCC (V)	EV KIT AVAILABLE	POWER MAXIM (W)	POWER COMPETITION (W)	PRICE* MAXIM (\$)	PRICE COMPETITION (\$)	COMPETITOR NO. OF ICs
NEW MAX3866	Transimpedance Amplifier and Limiting Amplifier	3.3 or 5.0	Yes	0.165	0.700	25.00	50.00	2
MAX3875	Clock and Data Recovery	3.3 or 5.0	Yes	0.396	1.100	49.95	85.00	1
MAX3885	1:16 Deserializer	3.3 or 5.0	Yes	0.660	0.990	25.00	75.00	1
Total				1.221	2.790	99.95	210.00	

*1000-up factory direct, FOB USA

1999 EDITION!
FREE FULL-LINE DATA CATALOG
ON CD-ROM



Call For a Design Guide or Free Sample
U.K. (44) 118 9303388, Sweden (46) 84445430
Toll-Free in the U.S. 1-800-998-8800

MAXIM
www.maxim-ic.com



Distributed by Arrow, Bell, CAM RPC, Digi-Key, Elmo, Nu Horizons, and Zeus. Distributed in Canada by Arrow and Bell/Milgray.

Austria, Maxim GmbH (Deutschland); Belgium, Master Chips; Czech Republic, Spezial-Electronic KG; Denmark, Arrow Denmark A/S; Finland, Acte NC Finland Oy/BC Electronics; France, Maxim France, Distributors: Maxim Distribution, Dimacel Components; Germany, Maxim GmbH, Distributors: Maxim Distribution, Spezial Electronic GmbH; Ireland, FMG Electronics; Italy, Maxim Italy, Distributor: Esco Italiana S.p.A.; Netherlands, Koning En Hartman; Norway, Acte Norway AS/BC Electronics; Poland, SE Spezial Electronic Spolka Z.O.O.; Portugal, ADM Electronics, S.A.; Russia, Spezial-Electronic KG; Spain, Maxim Distribución, ADM Electronics S.A.; Sweden, Maxim Sweden, Egevo AB; Switzerland, Laser & Electronics AG; Turkey, Inter Elektronik A.S.; U.K., Maxim Integrated Products (U.K.), Ltd., Distributors: Maxim Distribution (U.K.), Ltd., 2001 Electronic Components, Eurodis HB Electronics; Ukraine, Spezial-Electronic KG.

Increasing competition in satellite telephony

Competition within the field of satellite telephony is increasing. Offering smaller satellite phones and lower prices, ICO Global Communications plans to put up a fight against its competitors, Iridium and Globalstar.

ICO is planning an October 2000 launch of its global satellite system. Already this summer, the first of the system's ten satellites will be sent into space. Ericsson is manufacturing the switching section of the ground-based access nodes.

In addition to voice services, ICO will be offering data services with speeds of up to 38.4 kilobits per second. Compact satellite phones are now being developed to target various groups that need to be reached anywhere, such as businesspeople, shipping companies, emergency services, airlines and maritime users.

Dual band phones

The plan is to make ICO's satellite telephones dual band so that they can operate using ground-based mobile phone networks where they



ICO is assembling a global satellite phone network that will launch in October 2000. Pictured above is one of five antennas at ICO's satellite access node in Brewster, Washington, in the U.S. Photo: ICO

exist. ICO has contracts with a long list of mobile phone manufacturers including Panasonic, Samsung, Mitsubishi and NEC, who will be developing terminals which will operate on both ICO's satellite services and on GSM, CDMA, TDMA or AMPS networks.

In addition, the Swiss company Landis & Gyr will be developing fixed satellite telephones – village

pay phones – for developing nations that completely lack telephone networks.

"We're now in the process of signing roaming agreements with numerous GSM operators around the world. Dual band GSM and TDMA telephones, along with developments in third generation mobile telephony, will further help us increase our customer base," says

ICO's European manager, Peter Odenthal.

ICO's competitor, Iridium, which began operating its satellite system last autumn, has yet to attract a substantial number of subscribers, who still only number about ten thousand. The market is expected to grow rapidly, however, once Globalstar launches its new network at the end of the year. According to ICO's calculations, the total satellite telephony market will attract between 30 and 40 million subscribers by the year 2010.

Competitive prices important

"We are focusing on compact satellite phones and competitive prices. By the year 2005, we will be the dominant player in the satellite market," says Peter Odenthal who estimates that the cost of satellite calls on ICO's network will average USD 1.95 per minute.

ICO's telephones are expected to retail for around USD 700, which compares favorably with the USD 2,900 that Iridium phones currently sell for.

Nils Sundström

nils.sundstrom@lme.ericsson.se

Mega-merger for Telecoms

An agreement reached between Telecom Italia and Deutsche Telekom marks what will be the largest corporate merger in history. The new company will have a market value of approximately USD 200 billion.

The Italian telecom giant, Telecom Italia, confirmed last week that it plans to merge with the state-controlled, German Deutsche Telekom. According to sources, Deutsche Telekom will control 56 percent of the shares and Telecom Italia the remaining 44 percent, forming a new telecom that will be the biggest in the world.

Hostile takeover bid

Earlier this year, Olivetti announced a hostile takeover bid for Telecom Italia,

which since then has allegedly sought support from several large telecom companies to fend off the bid.

With this alliance, a new, very strong, European telecom will rise to the top of the global telecommunications market. The merger will give Deutsche Telekom the power to keep its German competitor, Mannesmann, at bay in the Italian market.

Hurdles still remained

A number of business-related hurdles remain, however, before the deal can be sealed. First of all, the competition authorities and the German and Italian governments must state their opinions.

The merger includes the mobile telecom company, Telecom Italia Mobile, TIM, in which Telecom Italia is the majority shareholder.

This means that the new telecom giant will have 72 million fixed subscribers and 33 million mobile subscribers. The company will have approximately 300,000 employees.

Nils Sundström

The mega-merger between Deutsche Telekom and Telecom Italia would create the world's largest telecom. It would also provide Deutsche Telekom's mobile phone company, T-Mobil, with new opportunities in the Italian market.

Photo: Lars Åström



Giovanni Davolio is trying to give discarded mobile phone batteries a second chance as a power source for electric bicycles. Photo: Alessandro Fiocchi

Phone batteries get a second chance

Used mobile phone batteries could get a second chance at life – powering electric bicycles. That, in any event, is what Italian researcher Giovanni Davolio from the University of Modena would like to see happen.

According to Davolio, as many as 80 percent of the batteries thrown away still retain almost their full capacity if they are reconditioned in the proper manner and are used for simple devices such as electric motors.

The problem with nickel-metal hydride batteries (NiMH), which are among the more common batteries in use today, is that after a certain amount of usage, they take on characteristics that make it impossible for ordinary battery chargers to recharge them. This is despite the fact that NiMH batteries are supposedly less sensitive to careless charging and discharging than are nickel-cadmium batteries.

Once a battery is reconditioned

using an advanced charger, the battery may still have other shortcomings that would cause a telephone to turn itself off and on, which is why they are usually discarded. Still, the battery could have enough remaining capacity to handle almost another thousand rechargings if it were used to operate an electric motor.

By connecting forty or so batteries together, Davolio constructed a battery that was able to propel an electric bicycle more than 10 kilometers on a single charge.

"The next step is to build the equipment that could quickly determine whether a battery was good enough to be reused, and to then find a method of connecting different kinds of batteries together in a practical manner," says Davolio.

The project is being followed with interest by the municipal council of Modena, which has made sure that the researcher has received attention from the Italian media.

Mats Lewan

INDUSTRY NEWS

Cisco buys software company

➤ Cisco has acquired the Internet telephony software company Geotel for USD 2 billion. Cisco, the world's leading data switch company, funded the deal with its own stock and options. Earlier in April, Cisco acquired the datacom companies Fibex and Sentient for SEK 3.7 billion.

BT increases Spanish holdings

➤ The British telephone operator BT has acquired 16.28 percent of the shares of the Spanish company Airtel for USD 2 billion. With the new stock, BT now controls 34 percent of the company's stock.

Norwegians know Ericsson

➤ Ericsson is among the ten strongest brand names in Norway, regardless of industry. That is the finding of a recent study commissioned by the Norwegian newspaper Aftenposten. Over 1,000 business executives were asked to evaluate 145 suppliers in 15 different product areas. Brand name strength was determined using a number of different criteria.

Nokia has surpassed Ericsson in the mobile phone product area, which the latter has dominated for several years.

On the question of who was considered to be the market leader, 63 percent answered Nokia and 38 percent Ericsson. Ericsson fared better, however, when the interviewees were asked to spontaneously name mobile telephone suppliers. 94 percent named Ericsson and 91 percent Nokia.

On the whole, the telephone operator Telenor had the strongest brand name in Norway, followed by Hewlett-Packard, SAS, Nokia and the insurance company Storebrand. Ericsson came in tenth place.

Telia in dispute with Sonera

➤ Telia believes that the Finnish operator Sonera is using unfair methods to hinder Telia Mobile in acquiring nationwide coverage in Finland, and plans to file a complaint to the EU's competition authority.

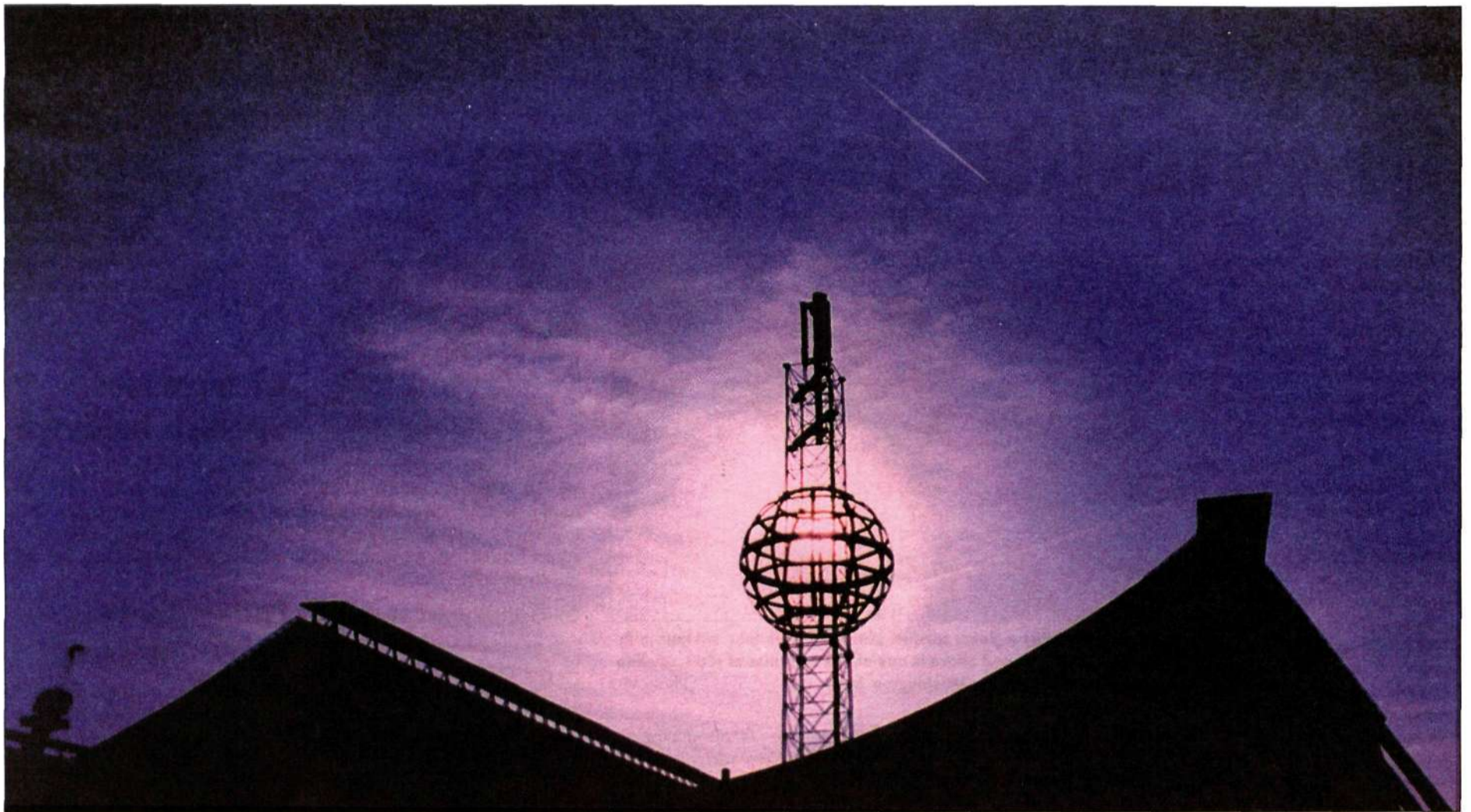
Currently, Telia Mobile's network covers the cities of Turku, Tampere and Helsinki. Telia has been refused access to nationwide network coverage by the Finnish operators Sonera and Radiolinja in the past. The Swiss operator Swisscom then offered Telia the possibility of joining its roaming agreement with both Sonera and Radiolinja.

Sonera has now shut down the number in Swisscom's network that Telia was planning to use. Telia does not believe that Sonera is experiencing technical problems as it claims.

TV surfing with Doro

➤ The telephone company Doro is launching a new product that allows users to log on to the Internet through their TVs. Its limited amount of memory – only 16 megabytes – makes it impossible to download large files, but the system works outstandingly for e-mail.





Marketing for Ericsson's comprehensive WCDMA product offering, the mobile system of the future, is under way. The package focuses on mobile multimedia services and applications. Visitors to this year's enormous CeBIT trade show in Hanover were given a glimpse of the new technology via Ericsson's demo system. The base-station antenna for the WCDMA system was clearly visible above the exhibition hall.

Photo: Lars Åström

With slightly more than 2,000 employees worldwide, WCDMA third-generation mobile telephony is currently one of Ericsson's highest priorities. Previously, the focus was on research and the development of experimental systems. Now, it is increasingly important to market the whole concept.

Dawning WCDMA market

Several WCDMA test systems have been set up in Europe and Asia in the past few months, and in April the first technical tender was submitted to Japan Telecom.

At the same time, standards work is being intensified and the development of commercial products is well under way.

"The work is entering a phase in which the contributions from Ericsson units around the world will increase," says Mats Köhlmark, manager of the WCDMA project unit. "Happily, the question marks previously surrounding the patent dispute between Ericsson and Qualcomm, which had customers concerned, have since disappeared."

Marketing for WCDMA is increasingly important. To present comprehensive product packages, it is increasingly necessary to focus on services and applications. The WCDMA unit has stepped up its cooperation with the Consumer Products segment on WCDMA telephones; Göran Skyttvall from Consumer Products sits on the executive team for WCDMA systems.

Huge translation job

Japan Telecom is the first operator to request a technical tender for an IMT 2000 system – a system for the third generation of mobile telephony – from Ericsson. Japan Telecom's request for tender was received in February and quickly translated from the Japanese. When Ericsson's tender was complete, it was translated into Japanese. WCDMA systems personnel are

not new to this process, since the CMS30 tenders for the PDC system underwent the same procedure.

Some 80 employees have been involved with this WCDMA tender – the first in Japan – which is extremely important since it could give Ericsson an excellent position in the Japanese market, where competition is razor-sharp.

Prototype for a commercial base station

In March Ericsson joined forces with Japan's NTT DoCoMo, one of the world's largest mobile operators, to draft a tender for a prototype for a commercial WCDMA base station. Ericsson's job is to deliver the hardware, while NTT DoCoMo contributes the software. Recently the operator selected Ericsson to deliver both WCDMA mobile phones and base stations systems (read more on page 13).

At present, the team carries out numerous customer visits and processes many RFIs (requests for information).

"We are expecting a large amount of requests for tender to arrive in the spring. To prepare for this, we compiled a practice tender in cooperation with the U.K. subsidiary," Mats Köhlmark explains.

"Currently numbering five people here at the project office, we expect to grow to ten," says Martin Ingels, manager of the WCDMA-systems project office.

He agrees that ten people are not many for such a large project, but explains that the task of the project office is to maintain an overview of all the subprojects and ensure they are coordinated, at the start, the end and during their operation.

Apart from product units related to WCDMA systems, product units from several

other business units are involved. The largest of these is the Radio Networks product unit of WCDMA systems, with about 1,000 employees.

The core of the IMT 2000 system is radio networks, core networks (which may be circuit-switched or packet-switched) and terminals. Various applications are then added to this core. The great challenge for the Value Added Services product unit is to develop platforms for services. Various subprojects in Network Management, operator training and subscriber billing have been planned.

Still some white patches

"For core products, which product unit should deliver which product is pretty clear; for services and applications, however, some white patches still remain," Martin Ingels explains. He stresses that the products' mutual compatibility is 'everything,' and that this will be ensured via joint projects in product management and systems management in the early stages, and AV and I (Acceptance, Verification and Integration) in the later stages.

"Concurrent engineering" is a work method applied to the manufacture of CMS30 components for PDC mobile systems. Greatly simplified, the method is based on all work being car-

ried out simultaneously without any time-consuming transferring of tasks. In developing the IMT 2000 system, the best aspects of the method were incorporated and adapted to suit Ericsson's new organisation.

Complex scenario

When Martin Ingels describes the various projects and cooperations involved, the scenario seems rather complex. And the system does in fact involve more than 20 components, many of which are new technology.

"There are many people working on WCDMA projects and not all of them work in the same way. Moreover, we are based in various locations in several different countries. However, we are guided by a common principle, namely, to develop a well-functioning comprehensive solution for the next generation of mobile systems," says Martin Ingels.



Martin Ingels

Gunilla Tamm

gunilla.tamm@era.ericsson.se

WCDMA SYSTEMS PROJECT UNIT

On August 1, 1998, a project unit was created for IMT 2000. In conjunction with Ericsson's new organisation, the unit was reconceived as the project unit for WCDMA systems.

However, research and de-

velopment of technology for the third generation of mobile telecom systems began about ten years ago, on a smaller scale.

Many Ericsson R&D centers in various countries have been and are still high-

ly active in development work, and several business units of the Network Operators segment are also involved.

<http://wcdmasystems.ericsson.se>

Testing future mobile system

Sweden, the U.K., Germany, Japan and Italy - these are some of the countries in which Ericsson operates test systems for the third generation of mobile systems based on WCDMA technology. Apart from customer demonstrations, these test systems are used to evaluate the technology and test various applications.

The world's largest WCDMA test system, Stockholm Test Network, STN - jointly owned by Ericsson and Telia - was inaugurated a few weeks ago. A demo center in Kista (Stockholm) for third-generation mobile telephony was opened at the same time. Together, the test system and the demo center comprise five base stations for broadband transmission. Stockholm's test networks are currently dimensioned to handle 200 terminal connections.

Early in the year, test systems in the U.K. and Germany were launched as well. In Guildford, U.K., Ericsson cooperates with four local operators - Cellnet, Orange, One-2-One and Vodafone - and in Germany, with Mannesmann and T-Mobile. In Italy, a test system in a lab environment is to be upgraded in the summer to a complete test system. Outside Sweden, Ericsson operates test buses in the U.K. and Germany.

Demo solution for trade shows

At the recent CeBIT mega-show, a WCDMA base station installed in a container was exhibited. This particular container will continue to be used in trade shows since it facilitates rapid, efficient demonstration to various direct markets.

"The test systems placed in operation use an early software release that supports, apart from voice calls, video at 64 Kb per second with some hand-over capability. In the spring



Ericsson has a series of WCDMA test systems in various countries. A few weeks ago, the largest test system - the Stockholm Test Network - was inaugurated. This system also includes a test bus. Ericsson is running the test system jointly with the Swedish operator Telia.

Photo: Peter Nordahl

its capacity will be upgraded, reaching maximum by the end of the summer," explains Anders Paulsson, project manager in charge of coordinating regular operations and test systems.

The Wideband Radio Networks product unit has the overall responsibility for the WCDMA radio network and administrates standards work.

The test systems can transmit voice, circuit-switched data at 384 Kb per second and packet-switched data at 472 Kb per second. The system can also handle soft and softer hand-over. "Soft hand-over" refers to handover occurring between sectors in different base stations.

"Softer" refers to hand-over occurring between two sectors of the same base station. Similarly, the system also handles so-called "hard hand-over" - that is, handover occurring between different sites. Hard hand-over is used particularly for packet-switched data and frequency changes.

Several companies have test systems

Ericsson is not alone in operating test systems. Nokia runs one in Finland, and several companies have them in Japan, which is also where most test systems are to be found. However, Ericsson is probably alone in having so many test systems in so many countries.

"These test systems have several important purposes - for example, to enable us and our key customers evaluate the technology used for the air interface, radio networks and ATM communications," Anders Paulsson explains.

"At the same time the test systems are intended to support the standardization process and demonstrate and evaluate broadband applications for end-users. Another key purpose is to demonstrate interconnection or roaming between WCDMA and today's GSM systems."

Gunilla Tamm

New product concept for WCDMA telephones

"Our most important task right now is to support systems sales and produce a first commercial prototype of a WCDMA telephone by April, 2001."

The comment comes from Göran Skyttvall of the Consumer Products business segment, who is in charge of the business side for WCDMA telephones.

In the new organization implemented on March 1 by the Consumer Products business segment a special product unit has been created for UMTS. The new UMTS unit is based in Lund and headed by Tord Wingren. Göran Skyttvall, who alternates between offices in Lund and Kista (Stockholm), considers himself an important liaison between the systems side and the terminals side. He is a member of the management team for the WCDMA systems-project unit and participates in all systems-team meetings where terminals are discussed.

Three development sites

Development of telephones for the third generation of mobile-telephony systems takes place at three locations: Lund, Tokyo and RTP in North Carolina. To date, the work has focused on technological development; this summer, however, the first product-development operations will be launched.

This spring, in order to find out which ser-

vices and applications are attractive in the market, the Consumer Products business segment is conducting a survey covering all parts of the world.

Three building blocks

Development of terminals for third-generation mobile systems is based on three building blocks: Bluetooth, WAP and Symbian/EPOC.

The first telephone Ericsson launches for WCDMA will be of the "feature phone" type and it will use both WAP and Bluetooth. Apart from voice, it will be capable of receiving and sending messages, data and stationary images, and providing limited Internet access for surfing.

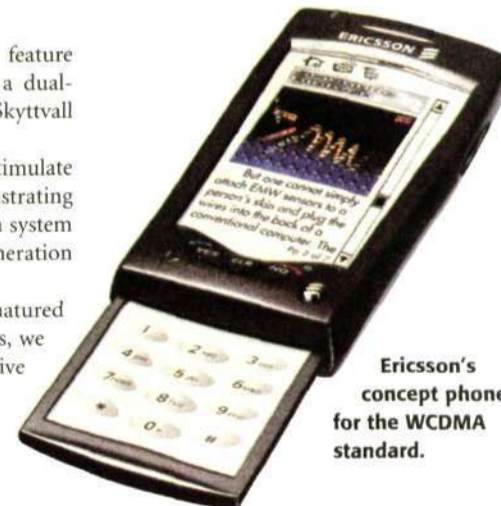
The feature phone will be available in both single and dual mode for GMT and UMTS. The single-mode version will be the most relevant for Japan, where the largest volumes are expected to occur. The feature phone will serve as the cornerstone in a product concept intended to be regularly upgraded.

"We plan to have a single-mode feature phone ready by October, 2001, and a dual-mode version during 2002," Göran Skyttvall reveals.

"Right now, our primary goal is to stimulate business for the system side, by demonstrating that Ericsson will be able to offer both system products and terminals for third-generation mobile telephony," he continues.

"Later on, when the market has matured and there is demand for large volumes, we will be on the scene, ready with attractive products."

Gunilla Tamm



Ericsson's concept phone for the WCDMA standard.

Third generation breakthrough

Ericsson has been selected by NTT DoCoMo, the world's largest cellular operator, to supply both WCDMA mobile phones and base station systems.

This represents an early breakthrough in third-generation (3G) mobile communications.

Ericsson is leading the development of 3G, which is one of the key elements for long-term growth.

The agreement to deliver WCDMA mobile phones is Ericsson's first.

The phones will be developed in Sweden and Japan.

Situation: *You need microwave test accessories ASAP.*

Option 1



HP switches and attenuators offer 0.03 dB repeatability over 5 million cycles and are available through QuickShip. HP amplifiers offer ultrabroad bandwidth from 10 MHz to 50 GHz, which simplifies test set-up.

Option 2

Call HP DIRECT on one of the numbers listed below. No matter what accessory you need to complete your test system, HP DIRECT is an easier way to get it.

With a simple phone call, you can choose from more than 800 accessories – from switches to amplifiers to attenuators and more. All offer lower cost of ownership by providing superior performance over millions of cycles. We can even connect you to an HP engineer who can answer your technical questions.

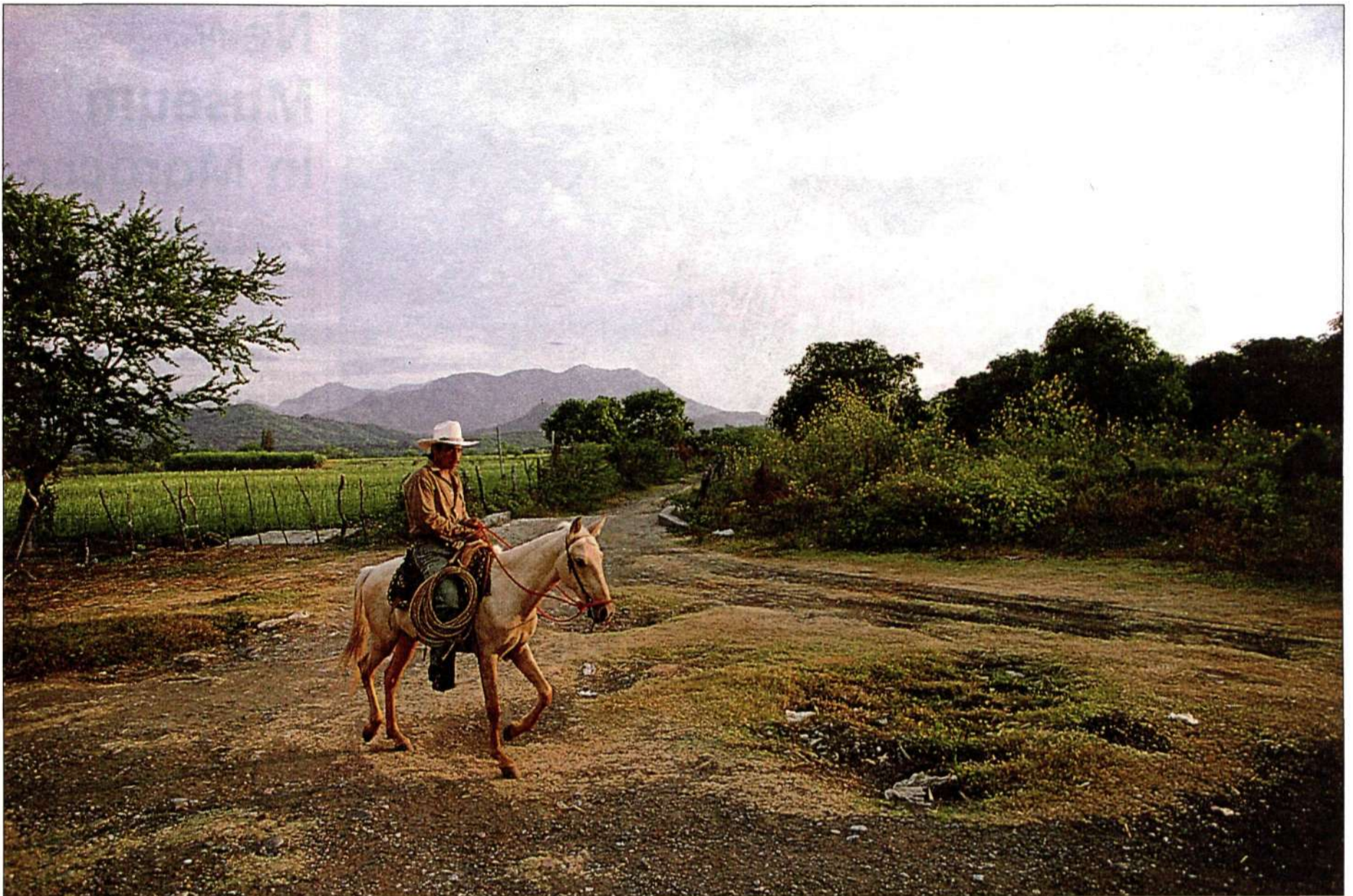
So the next time you consider “borrowing” an accessory, try a faster plan of attack: pick up the phone.

www.hp.com/go/mta

HP DIRECT

 **HEWLETT
PACKARD**
Expanding Possibilities

Austria (01) 25000-7171 • Belgium (32/2) 778 3417 • Czech Republic 420/2/6130 7458 • Denmark 45 99 15 15 • Finland 358-9-8872 2100
France 01 69 29 41 14 • Germany (0180) 524 63 33 • Greece 01 726 40 26 • Ireland 01 615 8222 • Israel 03 53 80 377 • Italy 39 02 9212 2241
Netherlands 020 547 6669 • Norway +47 22 73 57 59 • Poland 48-22-7230066 • Spain 34 91 631.13.23 • Sweden (08) 444 2277
Switzerland (French) (022) 780 4361 • Switzerland (German) (01) 735 72 00 • United Kingdom 01344 366666.



Coordinating resources in Mexico is necessary, and the new market area offers great opportunities for a more structured form of cooperation, says Mexican Antonio Reus who's been working for Ericsson for 22 years.

Photo: Ulf Berglund

Borders are being erased

With competition becoming ever keener, Ericsson must recruit and retain the best employees wherever they are in the world – regardless of whether they are Brazilian, Chinese or Swedish. It is their expertise that is vital.

Antonio Reus is Mexican and has been assigned responsibility for human resources in the Latin America market area. He has worked at Ericsson in Mexico for 22 years and has been in charge of human resources there for much of that time. He will now lead the way for human resources operations in the entire area.

"To try to organize the potential in the area and develop work on personnel issues in the Latin America market area is a dream assignment for me. This is all enormously exciting work," declares Antonio Reus.

Aware of certain needs

During his time as human resources manager in Mexico, he became increasingly aware of the need to coordinate resources in the region as a whole. A network is already in place, but although the countries share their experiences and consult each other, cooperation has been rather arbitrary and sporadic.

Antonio Reus regards the new market areas as offering greater opportunities for a more structured form of cooperation. This may include the exchange of installation engineers or experts in various fields. The recruitment of managers could become borderless – nationality no longer has the significance it used to.

"But it is going to take time. First of all, it is important to enhance the mobility of engineers, experts and managers in the region. Then we will be able to see a greater mix of nationalities throughout Ericsson," says Antonio Reus.

Everybody speaks the same language

Furthermore, Latin America has the advantage that everyone, except the Brazilians, speaks the same language – Spanish. Moreover, many of those who speak Spanish or Portuguese understand one another.

"But it is vital that we identify the top talents in the region, establish personal goals and evaluate them. That way we can make best use of all the expertise available in the region. In addition, it is, of course, important to succeed in encouraging top talent to join



Antonio Reus is a Mexican who now not only has Mexico as his workplace, but the whole of Latin America. He sees as one of his major challenges the creation of greater exchange of expertise between the countries in various fields.

Photo: Ulf Berglund

Ericsson. In Latin America, Ericsson is not nearly as popular an employer among students as it is in Sweden. That's something we must change," says Antonio Reus.

Most popular employer

In Sweden, Ericsson is often listed as the most popular employer among young technicians and also among several other groups of university students. In Latin America, Ericsson is not even listed among the top twenty most popular companies, with Procter & Gamble, Microsoft and IBM ranking higher. All this in spite of the fact that Ericsson has been active for more than one hundred years in, for example, Mexico and is one of the major telecommunications suppliers there.

Good bonus system attracts

"One method of attracting young talent to the company is to develop a good bonus system. It should be made worthwhile for employees to invest in their own development and expertise. In Latin America, it is common to have a more differentiated bonus system than we have at Ericsson," explains Antonio Reus.

An incentive program based on the principle "salary according to performance," which is being developed at Ericsson, thus appears quite natural in the corporate culture of Latin America.

The system is based on clearly defined individual goals and a structured method for the evaluation of each person. Having a distinct evaluation system for each individual would also create the possibility of better management planning.

"But an even more important factor, perhaps, will be to prove that these human resources efforts really are helping to improve Ericsson's business – that it is that they actually result in money."

Mia Widell Örnung
mia.widell@lme.ericsson.se

LATIN AMERICAN MARKET

Within the new Ericsson organization that was introduced on January 1 this year, the company's markets are divided into four regions – the market areas. One of these market areas is Latin America.

The Latin America market area consists of 13 market units and two of these market units consist of several countries. These are the Central American market unit and the Caribbean market unit. The head of the market area is Bengt Forssberg. He and his staff of about ten people will manage and support the market units and their tasks include the chairing the steering groups of the various units. Through the creation of the market area, Ericsson comes closer to the sales organizations in the local markets and closer to its customers.

The head office for the market area is located in Miami, Florida, U.S. The city is a financial and commercial center for the whole of Latin America. Many of Ericsson's customers in Latin America have offices in Miami, including Telefonica and MCI Worldcom. Ericsson's office has been manned since the middle of March.



"Falken allows wireless operators to significantly increase the capacity of their networks," explains Leonard Rexberg, a specialist in antenna technology at Ericsson Radio Access in Stockholm. Photo: Peter Nordahl

The smart antenna

Mobile telephone operators have long nurtured a dream of serving more subscribers in a given geographic area without using more bandwidth. This is now possible thanks to the Falken antenna, which is able to "package" calls better, thereby increasing capacity.

The Falken project was initiated by the Radio Base Systems unit of Ericsson Radio Access AB, RSA, at the end of 1997 in order to develop a new antenna system and a new radio base system. The goal was to increase the capacity of existing NMT450 network cells. Falken is a new radio base station that utilizes adaptive antennas and soft radio technology.

Antennas increases capacity

Simply put, adaptive antennas increase the capacity of wireless networks by enabling several calls to be placed simultaneously within the same cell by "packing" frequencies tighter together in the network. The group antenna utilizes phase shifts between the antenna elements in order to concen-

trate the antenna lobes in different directions.

Field tests were initiated at the beginning of this year in cooperation with the Russian operator MCC (Moscow Cellular Communications) using their NMT450 network. The NMT market is experiencing strong growth in Russia.

The Falken project was given a frequency and a base station in central Moscow. The group antenna, consisting of four panel antennas, was mounted on the roof of an office building. Testing was completed at the beginning of April, when the final tests were conducted using the frequency given to the project. A large body of statistical material is now available.

"It's been a very successful project," says Falken project manager, Eberhard Pauck, proudly.

"The results even exceeded the expectations of the project leaders. Everything worked in our demonstration for the Russian operator, and the Russians were very pleased with Falken."

"With Falken, we've managed to make significant improvements in the suppression of interference levels," adds Leonard Rexberg, a specialist in antenna technology. "As a result, operators will be able to add more calls from the same geographic area to the same network."

1,200 subscribers per cell

He further explains how prior to the Falken project, a total of 600 subscribers could be served by each cell. Now, after testing, it is clear that Falken can handle 1,200 subscribers per cell. With further development of Falken, there is the

potential for a capacity of up to 6,000 subscribers.

An important element of the Falken project is the suppression of interfering mobile phones using the same frequency. This is achieved by letting the antenna track the mobile phone while simultaneously "pushing" others out.

With Falken, the antenna lobe's shape is controlled by software, making the system more competitive in comparison with other systems. Instead of expanding an existing base station, it's possible to compress calls within the cells. The same base station site is retained, and there is no need to add new sites.

So far, the Falken antenna has only been utilized within NMT networks. Similar systems are being tested by Ericsson Radio Systems and have the potential for great success.

Eva Sandblom

New Museum in Morocco

The history of telecommunications in Morocco is shown creatively in a new exhibition, currently receiving its finishing touches at the Telecommunications Museum in Stockholm.

Once completed, it will be packed into a container and shipped via boat and truck to Morocco's capital city, Rabat. Once there, it will be assembled in the newly built facility belonging to the Moroccan telephone administration, Itissalat Al Maghrib, where it will be inaugurated on May 17.

Ann-Marie Broms, of Sweden, was hired as the exhibition designer and has had the support of the Swedish Telecommunications Museum from the beginning. It was Nils Olander, above all, who contributed both advice and assistance.

Three years ago, when the head of Itissalat Al Maghrib visited Ericsson in Stockholm, his itinerary included a visit to the Telecommunications Museum. It was that visit which was the inspiration for the creation of the Musée des Télécommunications du Maroc, in the new administrative building in Rabat.

It seemed natural to call on the assistance of the Telecommunications Museum to help in the creation of the exhibits for the Moroccan museum. Sweden has been a world leader in telecommunications since the infancy of telephony. In addition, the Moroccans liked how the Swedes made education the focus of their exhibitions.

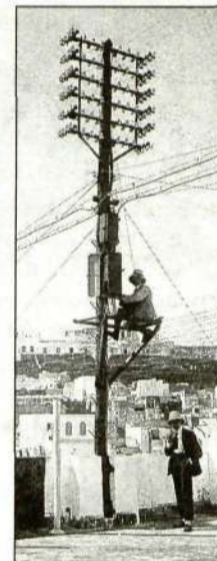
To capture people's attention, Ann-Marie Broms chose to place a nearly three meter tall Ericsson Cobra telephone outside the main entrance to the Rabat Telecommunications Museum. That idea was enthusiastically received by the Museum. A significant portion of the decor has been designed in the Moorish style with beautiful, horseshoe-shaped archways and mosaic floors.

The exhibition begins with the ancient Moroccan messenger system and progresses through the use of beacons and the 18th century optical telegraph, to today's advanced IT society.

The first telephones in Morocco were installed as early as the 1880s and were most likely the very first in Africa. Ericsson had a presence in Morocco early on, and remains one of the country's most important suppliers of telecommunications equipment today.

At the beginning of the 1920s, Ericsson participated in the modernization of the Moroccan telephone network, which included Tangiers.

The exhibition includes several wall-sized photo enlargements from that project. Today, Ericsson is primarily involved in the expansion of the country's mobile phone network.



Birger Kock, LM Ericsson's representative in Morocco, dressed in gaiters and a pith helmet, oversees the installation of the telephone network in Tangier in 1924.

ERIC & SON



Thord Andersson

thord.andersson@ebc.ericsson.se

vacancies

AT ERICSSON

■ This is a selection of vacancies within the Ericsson corporation. They are published in the electronic News system, which is being updated once a week.

For further information about advertising here, send a memo to LME.LMEJOB.

Contact No. 7 1999

Updated April 26

L M Ericsson Data AB Älvsjö

The service area Personal Efficiency within Ericsson IT-Services consists of approximately 100 persons working in different places around the globe. Our primary tasks are to supply Ericsson with standard IT structure and a standard office environment, that support the business in terms of communication, collaboration and co-operation in cost efficient and reliable way, no matter of time and place. We take full responsibility from idea to your desktop together with other service areas within Ericsson IT Services.

Our unit is working with e-mail applications, which are used all over the world. Today we have MS Exchange, HP Open Mail, Senmail, PMDF. The Technical Platforms are NT and UNIX. We are searching for an

MC EXCHANGE TECHNICIAN

● We offer you a job in a stimulated environment with high demands. We offer you the possibility to participate in application operations and introduce MS Exchange within Ericsson globally. We also offer good possibilities for personal development, especially within the technical area Mail. Our global concentration involves great prospects for long- and short-term international assignments.

We want you to have: Experience of working in an operational organization and messaging. Knowledge in NT and MS Exchange. MCP, MCSE or long experience, is an advantage. Ability for handling and associate with customers, understand their demands and bring out new ideas. Ability to work independently, having an overall view and enjoy working in a world of changes. Good skills in written and spoken English

Contact: Karin Kalldin +46 8 726 26 73 or Maria Hörnblad +46 8 726 27 21 Application: recruitment@edc.ericsson.se

Ericsson Business Networks AB, Sundbyberg

GLOBAL SUPPLY MANAGER

Ericsson Dedicated Networks, an important cutting edge area within the Ericsson Group, is looking for a Global Supply Manager. Our business is planning, projecting, installing and maintaining communication networks for voice, data and image. Our customers are primarily in the enterprise segment and are spread across the globe. We are currently in a build-up phase and we quickly need someone who can energetically shoulder the global responsibility as Supply Manager.

● As the Supply Manager you will be a member of the management group and report directly to the head of Dedicated Networks. In your unit you will be responsible for three main areas - Strategic Purchase, Operative Purchase and Logistics Coordination.

The unit's main tasks are: Identifying strategic products, suppliers and partners. Creating routines and models for signing of strategic procurement. Commercial responsibility. Order handling. Support to the projects. Defining and set-up of the logistics procedures.

As the Manager for the supply unit you will have a solid experience in purchasing and logistics, and we also appreciate if you have experience from marketing and sales. Your negotiation skills are excellent, and you have a clear entrepreneurial streak. You will have an important role in our cooperation with other BU's and PU's.

As a person you think positively about people and support the people to develop their skills and by taking away barriers for them to work more efficiently. You have perspective, humor and distance. You will contribute to an open and positive working atmosphere.

Contact: Anders Ericsson (Head of Dedicated Networks), tph +46 8 585 35050, E-mail: Anders.Ericsson@ebc.ericsson.se Per Svahn (Human Resources), +46 8 764 0420, E-mail:Per.Svahn@ebc.ericsson.se Application latest 990423: Ericsson Business Networks AB Att Eva Kling Eldsellus S-172 87 SUNDBYBERG Tph: +46 8 764 0774 E-mail: Eva.Kling.Eldsellus@ebc.ericsson.se

Ericsson Radio Systems AB, Kista

PROCESS CONTROLLER

We are constantly working to improve the Time To Customer Flow. In order to that we need to have facts about our present performance, have ideas of needed improvements and establish a close contact with Market- and Product Units as well as the different Supply Units. In connection with the TTC global program the staff function Supply Chain Management within GSM-systems needs to strengthen the process control activities.

● We are for that reason looking for a Process Controller with the task to: Follow up financial and non-financial measurements as Cost of Sales, Inventories, lead times and delivery precision. Compile reports, verbal as well as numeric, from the Market Units to the management team of ERA/LL. Take an active part in deployment of TTC goals. Work as a line Controller for ERA/LL. Co-ordination activities between the Business Units regarding measurement definitions both financial and non-financial

You will work actively and closely with our Market Unit that require travelling. You co-operate easily, are creative and analytic and express yourself fluently in English. You have an academic background with focus on finance and some year's experience within Ericsson. Knowledge in statistics, process management and/or operational development is a plus.

Contact: Per Nylander, phone +46 8 404 96 88 per.nylander@era.ericsson.se Application: Ericsson Radio Systems AB KI/ERA/LH/S Birgitta Ahrebo 164 80 STOCKHOLM

Ericsson Radio Systems AB, Kista

ACCOUNTANT/CONTROLLER PRNP

Product unit RNP (Radio Network Products), within BMOA, is dedicated to development, supply, maintenance and marketing of radio products for TDMA & PDC systems. PRNP also holds a responsibility for profitability in the product dimension (Product Unit Contribution).

● We need an accountant/controller that works with forecasting, follow up, and day to day matters within our product provisioning units. The tasks comprise R&D- and line accounting as well as enhancement of our financial routines. A certain degree of product profitability controlling will also be included.

The controlling unit itself will consist of 5-6 people and will work in close connection with R&D management as well as PU management. Since considerable changes are taking place and a new organization is being implemented, you need to be goal oriented and have a driving personality. This also means that there are golden opportunities to influence the methodology and processes of the PU within your area. You should hold a BA in Business Administration (equivalent to the Swedish Civilekonom) and preferably have some prior Ericsson knowledge. Fluency in English and a service minded attitude are required.

PRODUCT PROFITABILITY CONTROLLER PRNP

Product unit RNP (Radio Network Products), within BMOA, is dedicated to development, supply, maintenance and marketing of radio products for TDMA & PDC systems. PRNP also holds a responsibility for profitability in the product dimension (Product Unit Contribution).

● We need a controller that works with development and follow up of tools and routines for product profitability. You will also participate in the business cases for new products as well as follow up of profitability in the product life cycle.

The controlling unit itself will consist of 5-6 people and will work in close connection with R&D management as well as PU management. Since considerable changes are taking place and a new organization is being implemented, you need to be

goal oriented and have a driving personality. This also means that there are golden opportunities to influence the methodology and processes of the PU within your area. You should hold a BA in Business Administration (equivalent to the Swedish Civilekonom) and have prior experiences in the field of product profitability controlling. Knowledge about the Ericsson organization is an advantage. Fluency in English and a service minded attitude are required.

Contact: Anders Asplund, Controller PRNP +46 8 585 30559 Anders.Asplund@era.ericsson.se Application: Ericsson Radio Systems AB AH/HS Elisabet Grahl 164 80 STOCKHOLM.

Ericsson Radio Access AB, Kista

MARKETING & TECHNICAL SALES SUPPORT

Antenna Near Part is a product unit within Ericsson Radio Access AB, providing base station components to all major for cellular standards such as GSM, DCS, PCS, D-AMPS, E-TACS, NMT, WCS and PDC. Our product range contains products based on microwave technology and RF amplifiers analogue and digital HW, mechanics and software. The development and implementation of new products are performed in close co-operation with all the business units of Ericsson Network Operators. ANP is the competence-centre for microwave filters, linear RF power amplifiers MCPA, combiners, power amplifiers, lownoise amplifiers, multicouplers, radiotest loops etc.

● Your key role as marketing and technical support engineer is to make product presentations, discuss and analyse product requirements with our customers and to install and verify new products. To be successful in this job you should have experience from RF- or system design, installation/testing or knowledge in operation and maintenance system, with an interest to expand your expertise into radio. You must also have an interest for hands-on product presentations and be prepared to travel. A good communication skill in English, both oral and written, is a required knowledge of additional languages is a plus.

Contact: Ulf Hagström, phone +46 8 757 02 24, Pia Bolmgren, Human Resources, phone +46 8 585 341 35 Application: Ericsson Radio Access AB, HPS Lisbeth Strömblad, Box 11, 164 93 STOCKHOLM, lisbeth.stromblad@rsa.ericsson.se

Ericsson Enterprise Networks

Ericsson communications solutions for enterprise networks combine and improve advanced ways of exchanging information via voice, data, video and evolving future media. This requires a true understanding of how businesses and professionals interact - an understanding that goes far beyond meeting just the technological requirements.

Our customers include owners of small to large enterprise networks, local as well as multinational. We also offer solutions for Internet service providers. We deliver quality of service over converged networks. We provide staff with full onsite and offsite mobility. We integrate computer and telephony applications on the desktop. We enable coordination of all business interactions over the media of choice. In essence, we help businesses forge enduring relationships with customers.

BUSINESS DEVELOPER

● The Product Unit Customer Services is looking for a Business Developer. Your work will mainly include Business planning management and you will work actively with Market Units to create their own MU-Service Business plans. You will work together with Business Units and support them with business planning for the services business, define service business requirements, analyse market trends and customer requirements and you will create the input to Ericsson strategic plan for the service business area.

Your responsibilities are to: Ensure that the service revenue is consistent in growth and profitability with the objectives of the business plan and is

realized in initial and subsequent years. Evaluate service strategies and concepts for the service business. Define and verify service strategy, by involving Market Unit's and reference groups.

We believe that you have a postgraduate level within the areas of business administration or engineering with a marketing focus and experience in the customer service industry for tele- and/or data communication.

You have an overall knowledge about Business Communications products, specific knowledge on the products within the service business area, negotiation skills and good communication skills. You should also have financial understanding and understand the Ericsson strategic plan and service vision.

Contact: Jawad Saadi Phone: +j 46 8 422 1201 E-mail: jawad.saadi@ebc.ericsson.se

SALES DEVELOPMENT MANAGER

● The Product Unit Customer Services is now looking for a Sales Development manager. Your work will mainly include Service sales management and you will define and develop service sales tools. You will work actively with Market Units to support their services sales growth and with Business Units to support them with service sales planning. You will also support Local Companies in implementing services.

As a Sales Development manager your responsibilities are to: ensure that the service revenue is consistent in growth and profitability with the objectives of the business plan and is realized in initial and subsequent years. evaluate service strategies and concepts for the service business and define and verify service strategy, by involving Market Unit's and reference groups.

We believe that you have a postgraduate level within the areas of business administration or engineering with a marketing focus and experience in the customer service industry for tele- and/or data communication.

You have an overall knowledge about Business Communications products, specific knowledge on the products within the service business area, negotiation skills and good communication skills. You should also have financial understanding and understand the Ericsson strategic plan and service vision.

Contact: Jawad Saadi Phone: +j 46 8 422 1201 E-mail: jawad.saadi@ebc.ericsson.se or Rickard Lundmark Phone: +46 8 422 15 44 E-mail: Rickard.Lundmark@ebc.ericsson.se

PRODUCT MANAGER

● The Product Unit Customer Services is looking for two Product Managers. Your responsibilities are to ensure that the service revenue is consistent in growth and profitability with the objectives of the product plan and is realized in initial and subsequent years. You will create, implement and evaluate service strategies and concepts for the service operations including but not limited to service/support infrastructure, competence build up, distributors and partners. You will also define and verify service strategy, product plans by involving MU's and reference groups.

As a Product Manager your work will include: To define, develop and implement services meeting the customer's demands within the area of responsibility, maintaining a high level of customer satisfaction. Life-cycle product management. Support MU's in implementing services. Set pricing levels for services. Product strategies, profitability calculations, requirements, positioning, market and competitive analysis, pricing, launch, end of life management. Define service business requirements in product projects. Assess market trends, customer requirements, and competitor performance for improvement and enhancement by the service business area. Create the input to Ericsson strategic plan for the service business area.

We believe that you have a postgraduate level within the areas of business administration or engineering with a marketing focus and experience in the customer service industry for tele- and/or data communication.

You should have an overall knowledge about Business Communications products, specific knowledge on the products within the service business area. You should also have negotiation skills, good communication skills, financial understanding and understand the Ericsson strategic plan and service vision.

Contact: Rickard Lundmark, Marketing & Product Management Manager Phone: +46 8 422 1544 E-mail: Rickard.Lundmark@ebc.ericsson.se

PRICING MANAGER

● The Product Unit Customer Services is looking for a Pricing Manager. Your responsibilities are to define and continuously develop our pricing strategy, and implement the pricing strategy in the MU. Secure a global up-to-date price list and keep track of competitors pricing models and strategies is also a main responsibility.

As a Pricing Manager your work will include: Life cycle pricing management. Feed our configuration

/ Quote tool with accurate prices. Building price models for our service portfolio. Handling regional pricing issues.

We believe that you have a postgraduate level within the areas of business administration or finance and experience in the customer service industry for tele- and/or data communication.

You should have a basic knowledge about Business Communications products, specific knowledge on the products within the service business area. You should also have negotiation skills, good communication skills and financial understanding.

Contact: Jawad Saadi, Director & General Manager Enterprise Customer Services Phone: +46 8 422 1201 E-mail: jawad.saadi@ebc.ericsson.se Or Rickard Lundmark, Marketing & Product Management Manager Enterprise Customer Services Phone: +46 8 422 15 44 E-mail: Rickard.Lundmark@ebc.ericsson.se Application: Ericsson Business Networks AB Human Resources / Göran Carlsson S-131 89 STOCKHOLM E-mail: goran.carlsson@ebc.ericsson.se

Ericsson Radio Systems AB

INTERNATIONAL BUSINESS CONSULTANT

● Customer Business Development has been created to support customers by helping them to improve their business. This new area helps our customers to increase their market share and profitability by knowing what makes a wireless business successful in a rapidly growing competitive environment. We are working in close cooperation with local Ericsson companies all over the world.

SCOPE OF RESPONSIBILITY: The goal for this position is to assist our customers, the wireless operators, in becoming more successful in their business. The Consultant shall gain a good working knowledge of our customers and their success criteria.

The Consultant will support our customers to increase their cutting edge competence by enhancing their strategic direction, marketing, segmentation, packaging, distribution etc.

BACKGROUND: Extensive experience from working as a wireless operator or as a Business Consultant is a prerequisite. Business and Marketing skills are necessary, combined with a documented ability to establish and deepen business relationship and partnerships. Fluency in English is essential and Spanish preferable as well as willingness to travel extensively.

Contact: AM/MDC Peter Bergenbag, phone +46 8 757 02 56 peter.bergenbag@era.ericsson.se Application: Ericsson Radio Systems AB AH/H Marie Hällgård 164 80 STOCKHOLM

Ericsson Radio Systems AB, Sundbyberg

SATELLITE SYSTEMS – NEW OPPORTUNITIES

Ericsson has closely been following the developments of the emerging regional and global satellite systems.

Ericsson has focused on narrowband systems for voice and low rate data (like Iridium, Globalstar and ICO) and broadband systems for multimedia services for voice, data and video (like Astrolink, Teledesic and Skybridge). Our narrow-band satellite systems are CME20-based with additional satellite functionality.

Ericsson has been awarded two gateway infrastructure contracts. In March 1997 a contract was signed with ICO, a global mobile satellite system operator, and in December 1997 Ericsson signed a contract for Thuraya, a regional mobile satellite system operator.

To be able to support and provide the satellite operators with a total satellite system we are working closely with several satellite companies.

The satellite footprint for our regional system Thuraya covers 50 countries. The implementation schedule for Thuraya is 36 months. During this time we will support our partner in the US and of course the satellite operator in UAE, work on the development of new satellite features within CME20 and coordination with our local companies.

SENIOR SALES MANAGER

● As a Sales Manager you will work with the sales and customer order flow and be responsible for fulfilling the customer's high expectations. You will be a part of the marketing and sales team towards the customer account. Create and maintain market plans, responsible for meeting and exceeding sales booking objectives, billing quotas and consolidated profitability targets, maintain and negotiate contracts and establish long-term partnerships between our customer and Ericsson.

The successful candidate should have an ability to build and maintain good customer relations, have strong sales & leadership skills and experience from several markets/regions.

For the position we need a person whose profile shows that you are outgoing, independent and self-motivated with strong interpersonal and communication skills. You should have a university de-

gree, preferably M. Sc. or similar. Good written and oral skills in English. You should have experience in tender preparations. Location is Sundbyberg or Washington D.C. in the US.

Contact: Catharina Jedberger, tel +46 8 404 4464 or Helena Sollenberg, Human Resources, tel +46-8-585 314 79 Application: Ericsson Radio Systems AB SG/ERA/LP/HA Siv-Britt Johansson 164 80 STOCKHOLM Siv-Britt.johansson@era.ericsson.se

Ericsson Radio Systems AB, Kista

MARKET INTRODUCTION MANAGER

TDMA Systems - BMOA is one of the fastest growing business units within Ericsson Radio Systems. We are the market leader for cellular telephone systems and services based on TDMA standards. Our mobile telephone system, CMS 8800, is the most sold system in the world, and our markets around the world are growing rapidly.

● Within our business unit, TDMA Systems, we are looking for competent Market Introduction Managers to ensure professional product launches of the total BMOA product and service offering. This function resides on the business unit level with the "Market Introductions and Solutions Marketing" unit.

This position requires extensive commercial as well as some technical competence. The successful candidate will be able to formulate clear, concise commercial arguments based on the various new products launched by the different Product Units. As market introduction manager you will strengthen the commercial competence and value awareness of our business solutions worldwide. Value based selling, segmentation and the use of business cases as sales and marketing tools will greatly help you carry out the market message and sales strategy based on our customers needs. An extensive and successful market introduction requires clear marketing messages, a good value communication and a well-thought marketing campaign consisting of press releases, trade press articles and promotional material.

Parallel to the market introduction tasks you will also be responsible to market commercially important solution areas for the business unit. These solution areas consist of cross Product Unit offerings that no single Product Unit will take the responsibility to market. In order to accomplish the above-mentioned you should enjoy traveling, building relationships on a high level and working in an international environment.

These positions require co-ordination of different functions, both within the parent company and subsidiaries. It is therefore essential that you are outgoing, independent, creative and a driver with interpersonal and communication skills that will allow you to convey a very positive and professional image in this highly visible position. You should have several years' experience working with marketing in an international business environment. Fluency in English is required. For the right person the future is bright!

Contact: Martina Breitenstein, AM/MMC, phone +46 8 404 46 28, martina.breitenstein@era.ericsson.se Dag Arremo, AM/MM, phone +46 8 585 305 80, dag.arremo@era.ericsson.se Application: Ericsson Radio Systems AB AH/H Marie Hällgård 164 80 STOCKHOLM marie.hallgard@era.ericsson.se

Ericsson Radio Systems AB, Kista

MARKETING SUPPORT

Business Strategy and Planning (ERA/LG/SM) is a unit within the Business Management Europe and Africa (ERA/LG). We are responsible for Business Strategy, Business Intelligence, Price Management and Marketing Support towards existing customer accounts within the areas of GSM, NMT and TACS.

● We are now looking for an additional person to join the Marketing Support team. We are responsible for Internal Market Launches, Account Planning, Market Message Management and Market Research.

When working in the Marketing Support team you will actively support Business Managers in the Kista organisation as well as Key Account Management teams at the local companies.

Among your responsibilities will be: To plan and drive internal market launches of new releases and solutions. To serve as a facilitator for the account planning process at different accounts, and provide input to account plans regarding suitable strategies. To use information on market trends, competition, market studies etc to position and shape our Market Messages.

The position requires both commercial and technical competence. The ideal candidate will have at least 2-3 years of experience in marketing and sales of mobile telephony systems, with a good understanding of operator issues on competitive markets. Experience in Value Based Selling is a plus, since a lot of our work is focused around

the VBS concept. A university degree in engineering or economics is required and fluency in the English language, both written and oral, is necessary. As a person we believe you are result oriented, creative and willing to take initiatives.

Contact: KI/ERA/LG/SC Per Sjöden, phone +46 8 764 16 13, per.sjoden@era.ericsson.se KI/ERA/LG/SM Anette Lundvall, phone +46 8 404 66 23, anette.lundvall@era.ericsson.se Application: Ericsson Radio Systems AB KI/ERA/LGHS Marie van den Bos 164 80 STOCKHOLM

Ericsson Radio Systems AB, Kista

AREA MANAGER – NEW PRODUCTS SALES

The wireless communications field is one of the most dynamic and expansive industries of this century. Today, Ericsson's TDMA (IS-136) products and services support 50% of the world's wireless subscribers.

New and dynamic applications such as PrePaid, Wireless IP (via CDPD) PCS and Wireless Office, are forging new frontiers within the TDMA (IS-136) wireless world. With its strong entrepreneurial spirit, the TDMA Systems business unit has established itself as a leader within the Ericsson group to meet challenges of today and tomorrow in this dynamic wireless communications market.

New WIN based applications are becoming an increasingly important part of the BMOA portfolio and are today constituting a very big part of the total sales. The new products and service sales unit is the driving force to continue this growth.

● We are now looking for experienced, energetic and ambitious individuals that are ready to take up the challenge as Area Manager- New Products Sales for either North America, Latin America or Asia.

Main responsibilities and tasks: Meet the goals for sales of new products in the region. Actively drive sales of new products in the region directly towards our customers and through the local sales organizations. Frequently handle customer presentations and negotiations in the relevant markets.

The candidate should preferably have the following qualifications: Documented sales experience. Completed university degree, M.Sc., MBA or similar. Five years working experience from the datacom or telecom industry. Strong perseverance and "drive". Fluency in English and good command of other relevant languages. Experience from the region in question.

This position will offer you the possibility to work in a stimulating international environment, with a high degree of own responsibility, as well as the chance to build up an extensive contact network.

Contact: AM/RPCHarald Nabseth, phone +46 8 757 35 62 Harald.Nabseth@era.ericsson.se or AM/RC Håkan Olsson, phone +46 8 757 01 59 Hakan.Olsson@era.ericsson.se Application: Ericsson Radio Systems AB AH/H Annelie Gustafsson 164 80 STOCKHOLM Ericsson Eurolab Deutschland GmbH Core Product Unit CAPC, PA Wireless TCS

The EED/U/T department is responsible for design and maintenance of wireless TCS subsystem. We are looking for a

EED/U/T GROUP MANAGER DESIGN

● The group leader leads and supervises the operations of the subordinate unit at EED/U/T. The primary objective of the group manager is to guarantee that the unit fulfils the required goals and strategies so as to satisfy the needs of our customers and of the company. The group manager ensures that the unit is efficient and competitive, even in a changing environment.

The group leader reports to EED/U/TC. General Responsibilities: Operations and performance results. Development of operations and competence. Implementation of personnel policies and general rules. Direction of the resources within the unit while adhering to the operational framework. Proposals for hiring of personnel and participation at interviews. Preparation of a quarterly buffer plan. Target setting for subordinates, evaluation of target achievement and competencies. Competence build-up of the group members and execution of quarterly personal development talks with the employees. Ensuring that applicable processes are used and planned performance improvement activities are carried out. Participating actively in TQM planning. Developing and maintaining the Operational Plan and following through so that agreed goals are met.

The Group Manager is a permanent member of the EED/U/T management team. As a suitable candidate you are an Ericsson employee and you have a strong interest in people as well as knowledge in general telecommunication. Any managerial experiences like team leader or project leader is a clear advantage. Good co-operation and communication skills are important personal qualities. Additionally you should be team and result oriented, take initiative and have a good self-motivation.

Core Product Unit CAPC, PA Wireless TCS

The EED/U/T department is responsible for design and maintenance of wireless TCS subsystem. We are looking for a

EED/U/T PERFORMANCE MANAGER

● The Performance Manager in EED/U/T is responsible for constantly monitoring and improving the performance of the design, test and maintenance activities of the unit regarding delivery precision, product quality and in-service performance.

This includes the responsibility for: co-ordination concerning methods, tools and processes towards the overall CAPC Performance Management at EED/U. co-ordination of quality assurance activities throughout the TCS subprojects. Represent the department in the EED Quality Council, monitoring and evaluation of current practices and processes and analysis of strength and weakness. Improvement of current processes. development and implementation of new processes. organising tool-support for current and new processes. planning of quality related activities. performance reporting in EED/U/T Score Cards.

The Performance Manager is a permanent member of the EED/U/T management team.

As a suitable candidate you are an Ericsson employee and you have a strong background in SW engineering and relevant experiences in working in projects. Furthermore, you should have very good communication and co-operative skills.

Contact: EED/U/TC Norbert Floeren, Phone: +49 2407 575 228, Memo: EED.EEDNOF, Email: eed-nof@eed.ericsson.se. Application: EED Human Resources, Simon Seebass, Phone: +49-2407-575-163, Memo: EED.EEDSIMS, Email: eed-sims@eed.ericsson.se

Nippon Ericsson K.K. Japan, Sapporo

O&M ENGINEER

● We will have a vacancy for an experienced CMS30 O&M Engineer in Nippon Ericsson Sapporo Office, which is located in northern Japan. Sapporo, free from urban hustle and bustle, is surrounded with magnificent nature.

Candidates should have: More than 5 years of relevant job experience, preferably at customer site. Experience in CMS30 or other cellular system. Good knowledge of AXE and OSS for troubleshooting. Knowledge sufficient to understand DT. Good command of English (both speaking and writing). Flexibility and willingness to cooperate with the demanding Japanese customer. Ability to actively transfer technical knowledge to customer and local Ericsson staff. (Note: These requirements are not mandatory. If you have some of these requirements, please do not hesitate to contact us.)

Job descriptions: Operation & maintenance at customer network center. Attending daily meetings to obtain system information and answer questions from customer. Giving advice, practical assistance and guidance to customer regarding operation and maintenance routines of the system. Receiving customer TR's and checking the correctness of TR descriptions, together with the local field support and the central system support office, before entering them to MSS. Providing on-the-job training to customer staff. Making monthly O&M report for customer. Transferring competence to local employees. Taking part in the 24-hour emergency support as a local 2nd liner

The term of contract will be a minimum of 8 months (could be extended up to 12 months) from June 1999, including a few weeks overlapping period with the current O&M Engineer. However, starting day is negotiable.

Contact: NRJ/MJ/DNC Yoshiaki Yamada, Sapporo Network Center Manager Phone: +81-11-210-6843 Mobile: +81-90-1305-0132 Fax: +81-11-210-6333 Memo: NRJ.NRJYSY E-mail: yoshiaki.yamada@ericsson.co.jp For more information about the job see our homepage: <http://www.nrj.ericsson.se/inside/dep/nrjm/mj/d/ERIC.HTM>

Ericsson Hewlett-Packard, Business Unit Performance Management

BUSINESS MANAGER

As an independent software company and a supplier of management systems for telecoms networks, EHPT delivers mission-critical software applications and services that provide high financial value to operators.

We operate worldwide, on a solid financial foundation that enables our long-term commitment to the telecoms industry. We deliver telecoms management systems through a global network of major channel partners in 130 countries.

EHPT has the largest worldwide installed base of systems for operations and business support. In addition to our headquarter in Stockholm and a large operation in Gothenburg, we have strategically located offices in key markets to ensure global coverage and local presence. All in all we are 1,000 employees.

● As Business Manager you will manage a team of product management and marketing support specialists. This team manages the business aspects of the product life cycle for the products belonging to the Business Unit. The team cooperates with the Development and other functions in a Product Team.

The following responsibilities are included: Study market trends and customer requirements. Identify opportunities for new profitable functionality within the scope of the Business Line. Within the Product Team create Product Strategies with roll-out plans. Establish good relations with channels in cooperation with EHPT chan-

nel management. Ensure that planned new products and enhancements to existing products are competitive on the selected market. Define services necessary to complement the software products. Make business cases and verify profitability of proposed and ongoing investments. Prepare product launches and give support to Sales and

Marketing. Follow products performances in the market and initiate action when needed

The Business Manager is also responsible for business planning work within the Business Unit. He must care for employee satisfaction and career development.

To match our expected qualifications you: have

Access the Power of Ericsson!

Ericsson Wireline Access is a cutting edge area within the Ericsson group. Our customers are primarily network operators and service providers in all regions of the globe.

Our focus is responsiveness, which means that we focus on serving the needs of our internal and external customers with a high degree of professionalism. Most of our contacts are outside Sweden.

We are looking for new co-workers within Marketing Support and Services!

Our aim is to become one of the top-three suppliers. This means offering a full complement of narrowband and broadband solutions and service platforms to smoothly and profitably migrate fixed-network infrastructure into the coming multimedia era.

Marketing Operations

The main responsibility of the unit is to provide technical marketing and sales support to the Customer Groups and Marketing Units. We have one group for narrowband and one for broadband access. You will gain a good know-how of our products and will work with many aspects of the marketing & sales process including customer interfacing, identifying new requirements and solutions, business case analysis, proactive tendering and contract negotiations.

You must be a highly flexible person with a positive approach to our fast-changing market, and you should appreciate working in a project-oriented environment. You should be fluent in English and most probably have marketing or sales engineering background with a number of years' experience in a similar position. Experience in narrowband or broadband access ATM, IP or data communication is an extra asset.

Market Communications

We are looking for a World Class Communicator. A key ingredient to realizing our plans is to top-flight marketing communications.

The successful applicant for this position will develop and implement strategic marketing communications using Ericsson's brand-value program. He or she will maximize advertising performance, build communication channels and develop focused sales and company presentations.

The primary objectives of this position will be to produce creative communications using

strategic planning and implementation followed by performance measurement.

This demanding role requires university degree with significant experience in communications together with proven track record in contributing to sales growth through creative marketing efforts.

Strategic Marketing

We are looking for people who will analyze our competitors (product portfolios, product features, product launch plans, product strategies) market- and technological trends in the field of wireline access to enable us to drive our business by combining solutions according to market needs. You also take an active part in creating strategies for our markets and products, e.g. in our ESP. You will work in close cooperation within our market units as well as other product lines.

We are looking for a mix of people with international experience in wireline narrowband and broadband, data and IP. Good proficiency with English is necessary and an extra language is a plus. You must be a person with strong drive and good teamworking skills. You enjoy strategic, technical and commercial challenges.

Product Marketing

We are looking for highly technical, marketing oriented people for our Product Marketing organisation.

These challenging positions will work closely with our product management and global market units. You will need to be able to gain a deep understanding of our products and their underlying applications.

Within your region you will be responsible for actively increasing Access sales. In addition you will help define the marketing messages relevant to your customer, as well as providing inputs to the Product Unit to aid future product development. In order to accomplish this you should enjoy travelling, building relationships on a high level, and working in an international environment.

You must possess a university degree and a good working knowledge of telecommunications. Ideally you should have several years experience working with access, switching, data or transmission products.

You must have excellent communications skills and a good command of English.

FOR MORE INFORMATION, PLEASE CONTACT US:

Market Operations:

Lennart Alvestål, Broadband, phone 08-719 44 59, mobile 070-519 44 59, e-mail: lennart.alvestal@etx.ericsson.se

Holger Prip, Narrowband, phone 08-719 03 36, mobile +45 401 090 49 e-mail: holger.prip@etx.ericsson.se

Market Communications:

Kikki-Maria Felengaki, Director Marketing Communication, phone 08-719 02 43, mobile 070-533 32 68,

e-mail: kikki-maria.felengaki@etx.ericsson.se

Strategic Marketing:

Nezih Kaya, phone 08-719 72 31, mobile 070-519 72 31,

e-mail: nezih.kaya@etx.ericsson.se

Product Marketing:

Mehmet Balos, US phone 972-583-8176, GSM mobile 070-622-1376,

e-mail: mehmet.balos@ericsson.com

David Griffin, phone 08-719 98 12, mobile 070-649 98 12,

e-mail: david.griffin@etx.ericsson.se

Human Resources:

Kerstin Halén, phone 08-719 67 01, mobile 070-519 67 01,

e-mail: kerstin.halen@etx.ericsson.se

Send your application to:

Margareta Bringby, HR
e-mail: margareta.bringby@etx.ericsson.se

or
Ericsson Telecom AB
PU Access & Product Offerings
Human Resources
126 25 Stockholm



Make yourself heard.

ERICSSON 

good understanding of telecom operations environments. have experience from business management in the IT or Telecom business. can attract a team of strong product managers and market support specialists. have strong drive and high energy level. are interested in promoting good cooperation with Development representatives in a Product Team. have academic degree in business administration or computer science or corresponding experience

Contact: Bradley Sipes, +46 8 685 2110 or +46 70 685 2110, e-mail: bradley.sipes@ehpt.com . Application, marked VK/31: Ericsson Hewlett-Packard AB, Jessica Dyrendahl, 126 25 Stockholm or by email to ehsjob@ehpt.com.

LM Ericsson Limited Dublin, Ireland SOFTWARE CENTRE

The Software Centre (SWC) is part of a programme within ETX Wireline Systems (formerly Public Networks) to rationalise the handling of AXE software deliveries to our customers. The centre builds, verifies and delivers the Market Application Systems to Wireline Systems customers globally. The centre is located in Dublin, Ireland. We currently have vacancies in the following positions:

SECTION MANAGER MARKET PROJECTS (2 positions)

● We are seeking people to lead sections who have responsibility for verification and delivery of AXE application systems to customers.

The duties of the section include software verification of Market Application Systems and MAS rollout support.

Applicants should have at least 5 years experience gained in similar positions on projects involving AXE. The positions require a high degree of technical knowledge of AXE and may suit AXE testers or trouble shooters seeking a change of role. The position also entails dealing with the representatives of end customers and Ericsson local companies and therefore requires skills in communication. Ref - 0224

SECTION MANAGER GAS/MAS UPGRADING

● We are seeking a person to head a section who have responsibility for provision of upgrade paths. The duties of the section include, design, verification and maintenance of upgrade paths, liaison with Design units, and development of upgrade methods and tools.

Applicants should have at least 5 years experience of AXE in a supply or support environment, preferably with experience of upgrade methods. Ref - 0225

SECTION MANAGER GAS MAINTENANCE

● We are seeking a person to lead a section who have responsibility for central GAS maintenance for the Product Lines 12.3, Local 4 /Translocal 2, Local 5, Local 6 / Translocal 3, Local 7 /Translocal 4, Transgate 3 and Transgate 5.

The duties of the section include selection, verification and packaging of CN-G's comprised of Approved Corrections and/or CN-I's.

Applicants should have at least 5 years experience of AXE in a support environment. Ref - 0226

SECTION MANAGER MAS MAINTENANCE

● We are seeking a person to set up and head a section who will have responsibility for support of Ericsson local companies on AXE maintenance issues.

The duties of the section will include, tracking the maintenance status of MAS's in service, relating In Service Performance statistics to GAS maintenance and devising remedial programmes, improving the market focus of GAS maintenance strategy and methods.

Applicants should have at least 5 years experience of AXE in a support environment. The position also entails dealing with the representatives of end customers and Ericsson local companies and therefore requires skills in communication. Ref - 0227

SECTION MANAGER PRODUCT LINE CONSOLIDATION

● We are seeking a person to head a section who have responsibility for provision of maintenance packages (AC's and CN-I's) during the consolidation phase of a GAS.

The duties of the section include selection, verification and packaging of CN-G's comprised of Approved Corrections and/or CN-I's, and the provision of rollout support to market projects.

Applicants should have at least 5 years experience of AXE in a support environment. The position also entails dealing with the representatives of end customers and Ericsson local companies and therefore requires skills in communication.

AXE TEXTERS & TROUBLE SHOOTERS

● We are seeking a number of AXE Testers and Trouble Shooters to supplement our existing staff. Applicants should have at least 4 years experience in AXE 10 software verification or support. Customer focus will be an important attribute of the Software Centre. Ideally, the experience will have been gained in an environment involving regular contact with end customers.

The duties will include software verification of Global and Market Application Systems, design and verification of GAS/MAS Upgrades, MAS rollout support, GAS maintenance, GAS/MAS information publishing, and development of SWC's automated testing capability.

The Software Centre represents a unique opportunity to work on AXE software from the latter stages of the Design phase, through market customisation and rollout and into the support phase. Ref - 0229

PROJECT MANAGERS

● We are seeking a number of Project Managers to lead customer projects. Applicants should have at least 5 years experience gained in similar positions on projects involving AXE. The positions require a high degree of technical knowledge of AXE and may suit AXE testers or trouble shooters seeking a change of role. Ref - 0230

TEST CONFIGURATION MANAGEMENT ENGINEER

● We are seeking someone to maintain and control the network of SWC testplants, traffic generators and tools. The applicant should have at least 4 years AXE experience and should possess sufficient trouble shooting in AXE hardware and software to be able to prepare and maintain testplants for use by SWC projects. Knowledge of TMOS systems would be an advantage.

We invite applications from personnel internally and externally who believe that they have acquired sufficient expertise in the relevant areas to undertake this task. The positions listed may involve foreign travel. Ref - 0231

Application: Debbie McCurrie, Human Resources, LM Ericsson Ltd, Beech Hill, Clonskeagh, Dublin 4, Ireland (Please quote reference numbers with all applications). Email/Memo lmidmce@eei.ericsson.se Tel +353 1 207 7100

Ericsson Telecommunication B.V. The Netherlands

CHALLENGING WORK IN THE NETHERLANDS
The department ETM/BL/RU is within the division Research and Development responsible for the development of software applications made in C++ and JAVA. ETM/BL/RU is looking for people who prefer to perform optimally in a professional team. Within a worldwide operating product unit, we are responsible for developing FOS, an application on the Adjunct Processor (AP) that formats charging data and provides it to post-processing systems.

The number of applications on the AP will further increase over time. Further, we shortly became responsible for setting-up an "application platform" on the AP based on software reuse. We use Object-Oriented development practises and a proprietary (home made) development process (IDIOM). This process is currently being used outside the department and also in foreign Ericsson centres. This way of work together with our internal culture has led to a Capability Maturity Model level 3 and important parts of level 4 are implemented. Herewith we have not only a leading position in Ericsson worldwide, but also within the European software industry.

We are organised in self-steering teams, because we believe that eventually that is the most efficient, but also providing a working atmosphere. Teams are besides developing products also responsible for the detailed planning, for competence build-up and for developing as a team. Within the team every individual performs several tasks, what leads to a varied work package. Also contacts outside the team are of a crucial importance.

ETM/BL/RU guarantees a pleasantly open working environment, focus on personal development and challenging innovative work. Feel challenged and drop by for an orientation.

SOFTWARE TEST DESIGNER

● As software test designer, you work in a multi-disciplinary team that is responsible for technical support to customers (also at the customer site), (use-case and integration) testing of new software from projects, but also testing and maintaining already delivered software products. We assume therefore that you don't object to occasional travels to support a customer.

Your focus is on testing newly developed products, but you will also help out in other team activities. Further, you are involved in inspecting documents from feasibility until delivery, to guarantee testability of the design and to build up competence of the product you will have to test. The testing procedures are described in detail in ID-IOM, our software development process, and an extensive testing environment supports your work.

We are looking for a highly educated person with a technical background, who has affinity with the profession software test designer. The most important characteristics of the job are: obtain overview of the product to be tested easily, develop strategies for the testing of innovative products and persevere until all bugs present in the product have been found. Further, want you to be self-supporting, to have an analytical mind, the ability to abstract and to have experience in the telecom world. Knowledge of and experience with C++, JAVA, UNIX, WinNT and Object-Oriented design are preferred.

SOFTWARE DESIGNER (Object Oriented)

● Development teams form the basis for the ETM/BL/RU organisation. These teams are responsible for developing packages for which the requirements and the end date are negotiated beforehand with the project manager. The team is responsible for designing, implementing and testing of the package, and besides this also for the detailed planning and tracking and for competence development of the team. This last responsibility is aiming at having the competence also available in the future, necessary to satisfy the rapidly changing requirements of the market.

We are looking for highly educated people with a technical computer science or electronics background. Specialisation to telecommunications is beneficial. Other required skills are familiarity with Object-Oriented development, C++, JAVA, CORBA, UNIX, WinNT and a broad knowledge of telecom and internet applications.

Contact: Paul Swart Competence manager RU (email: paul.swart@etm.ericsson.se) Phone: 31 161 242595, Ericsson Telecommunications BV, P.O.Box 8, 5121 AA Rijen, the Netherlands

Ericsson New Zealand

TDMA SUPPORT ENGINEER

● We are looking for a Customer Support Engineer to be part of a team within Ericsson Solutions and Services based in Wellington. The role will include technical support to our customer for both CMS88 network elements and UNIX based products. The position will require participation in a 24 hour shifted callout roster, trouble report handling, patch/ACA package testing and release and other project work.

The candidate should have at least 3 years operational experience, should have strong team skills with a high degree of self motivation. They would also have a strong desire to further their skills in a broader area of total network support.

Contact/application: Andrew McKay, Team Leader Network Support andrew.mckay@ericsson.co.nz

Ericsson Ltd, UK

BUSINESS SOLUTIONS MANAGER (4 POSTS)

● The Business Solutions Manager's role is to bring the New Public Operators of the UK (Telco and ISP) into the new Telecoms world using creative service solutions utilising all available technology at your disposal eg IP/MPLS/ATM, NGS, VoIP, VoATM, TeleInterNet, DWDM etc (Ericsson portfolio and third party).

The focus is on the future evolution of our customer's businesses, supported by Ericsson quality solutions; there is an emphasis on Data Network technology and migratory strategies for existing networks.

Working in a dynamic environment, the Business Solutions Manager shall enter into discussions with existing and/or prospective NPN customers, in order to develop an agreed evolutionary strategy for the client's network, matching their business aspirations.

The degree level candidate will be self motivating and ideally have a good appreciation of the business issues in Telecoms as well as a sound understanding of telecoms technology. Broad knowledge of key Ericsson products would be an advantage (eg ATM, IPTC, AXE, Tigris).

Strong interpersonal skills and imagination are essential.

Location: Guildford (London 40Km), UK

Contact: Human Resources, Joanna Comber +44 1444 234547 FAX +44 1444 234787 Manager, Paul Norris +44 1483 305487 FAX +44 1483 305080 email - paul.norris@ericsson.com.

Ericsson Research Canada

Experienced AXE troubleshooters needed at TAC-1 (LMC) in Montreal, PQ.

AXE TROUBLESHOOTERS

● The TAC-1 system support organization is urgently seeking experienced AXE troubleshooters in the areas of Group Switch, Signalling and Call Delivery.

Our organization provides 2nd line support services for a wide range of products offered by the BMOA business unit, and in particular for TDMA systems. These services are provided to regional 1st line support offices (such as Regional TACs, Customer Support Offices and Field Support Offices), as well as Ericsson corporate customers, located in various parts of the world.

As part of the Switching & Networking support group, you will be providing Consultation, Trouble Report Handling and Emergency Support services to our external and internal customers. We are called upon to resolve system outages, specify and isolate hardware and software faults, issue Emergency Corrections when required, and travel to site if necessary.

You are the ideal candidate if you have extensive experience with the APZ/APT hardware and software of the CMS88 product line, in either a design or support environment. You possess excellent communication skills, both written and verbal. You must also have experience with tracing in live exchanges using Test System, as well as good understanding of PLEX and ASA.

You also have two years of experience with one of the following functional areas: Group Switch Subsystem and network synchronization principles. Call Delivery Principles (AMC-Advanced Mobile Core, TCS-Traffic Control Subsystem, HLR/VLR-Home/Visitor Location Registers, MSS/MXS-CMS88 Mobile Subsystems), Internode Signalling (R1/R2 signalling, Signalling System #7, ANSI-41, ISUP).

Our system support staff are regarded as experts throughout the Ericsson TDMA world. If you are up to the challenge, come join our dynamic team, and see why Ericsson Research Canada is the place to be.

Application: Mail to: Francois.Lapierre@ericsson.com (Manager, TAC-1 System Support, Switching & Networking)

Ericsson Kft, Hungary, Budapest

In Hungary a 3rd license will be awarded in end June to the winning operator and Ericsson is today in a good position to be the system supplier. In order to meet the rapid roll out requirements Ericsson has started to build up the project organisation however we are in need of people with experience of Ericsson Implementation projects.

REGIONAL PROJECT MANAGERS (SEVERAL POSITIONS OPEN)

● First task is to build up the regional project organisation and recruit local people. As the regional Project Manager you will be total responsibility for the execution of the project in your region including all activities, Site acquisition, Civil Work, Installation, Test and integration. You report direct to the Programme Director (Total Project Manager).

Further responsibilities: Transfer knowledge from expatriates to local resources. To hold a budget for the execution of the "regional project". Customer presentations and progress reporting. Scheduling of all activities in the region. Manage a portfolio of regional sub projects and sub contractors.

Requirements for this position: Besides a long experience (minimum 3 years) as a Customer Project Manager with all common experiences needed in such a position we also want you to have: Ability to be proven Track record of running Ericsson customer projects successfully. Ability to work under pressure, independent and well-organised and excellent management skills.

SITE CONTROLLER (SEVERAL POSITIONS OPEN)

● As a Site Controller you will be responsible for a number of sites from search order all the way to integration. You are responsible for the progress and quality of the sites. To your help you will have Build Controllers and Installation Teams. You will report to Regional Project Manager.

Responsibilities: Ensure that all selected sites are within acceptable build tolerance, rent levels, access and RND levels. Ensure that the sites are constructed in accordance with design documentation, agreed schedules, budgets and standard of quality and health & safety. Ensure that the sites are installed within agreed time schedule, budget and quality standards.

Requirements: Ability to be proven Track record of participating in Ericsson customer projects as Installation Supervisor or Build Controller or Site

Acquisition Controller or equivalent. Ability to work under pressure, independent and well-organised and excellent management skills.

SYSTEM ENGINEER MANAGER - TRANSMISSION

● You will be responsible for all transmission systems in the network, transmission plans, dimensioning and parameter settings. You will handle and follow up reports concerning transmission and transmission equipment. As a line manager for the transmission team you will also be responsible for resources and competence development of the personnel.

Requirements: Technical education, experience from transmission work within Ericsson GSM projects, strong management skills and ability to work in team and share competence

BUILD MANAGER

● As part of the Operations/Programme Management team the Build Manager is responsible for the site design and build process, recruitment and line management of civil engineering and site build staff, external consultants and sub contractors.

Responsibilities: Ensure that the regional project teams are provided with the correct numbers of competent resources to perform specified tasks within agreed time frame. Recruitment and line manager of civil engineers, build controllers, quantity surveyors, civil works site inspectors and external consultant companies. Responsible for line budget and financial performance for site design and build phase of the BTS's. Specify and update the working process to be used for the design and build teams.

Requirements: Proven skills in managing people. Several years in the area of civil engineer and construction. Experience of interfacing with sub contracted companies. Knowledge of the different processes included in building base station sites and towers.

RADIO NETWORK DESIGN - CELL PLANNERS (SEVERAL OPEN POSITIONS)

● As a RND Engineer for the regional offices you will be working with nominal cell plans, radio coverage predictions, frequency planning, site surveys, site nominations, RF measurements, BSS parameter settings and initial tuning. Requirements: A minimum of 18 months relevant experience is required and competence equivalent to RMOG certification level Consultant.

TRANSMISSION PLANNER

● As a Transmission Manager you will be working in one of the regions. Your main tasks will be engineering services, frequency planning, site surveys and interface external suppliers of equipment. Requirements: A minimum of 12 months relevant experience.

Contact: Stefan Hedelius +36 30 914 3402 Gsm.1800@eth.ericsson.se Application: Agnes Eordogh Ericsson Kft H-1300 BP 3 P.O. Box 107 Hungary Agnes.Eordogh@eth.ericsson.se

Nippon Ericsson K.K., Japan

AXE SYSTEM EXPERT

● We have one vacant position for an experienced AXE System Expert at our head office in Shin-Yokohama.

Your work tasks will include advanced trouble shooting for international exchanges (Transgate 2), provide technical competence for resolving complex problems in network, provide emergency corrections and technical support to customers, analysis of TR's and participate in the 24h Emergency Service.

We expect that you have at least 6 years working experience in AXE 10 Digital Switching Application Systems as well as good knowledge of APZ/IOG 11, CCITT No 7 signaling/ISUP. It is an advantage if you have knowledge and experience of IN.

You also need to have the ability to transfer your knowledge and skills to our local staff by training them and working with them.

You have to be fluent in spoken as well as in written English.

We presume that you are open-minded, outgoing and that you can easily adapt to a culturally diverse working environment. We are ready to offer a 1-year contract to the right person and we expect the starting date to be in May, 1999.

Contact: Ingvar Feltborg, Customer Support Manager for the group Phone no: +81 45 475 0073 Memoid: NRJ.NRJINF E-mail: ingvar.feltborg@ericsson.co.jp or Christer Elmqvist, General Manager, Support Phone no: +81 45 475 0010 or Thomas Ahberg, Human Resources Phone no: +81 45 475 0400

Ericsson Canada

Ericsson Research Canada (LMC) has the mandate for software development for the global wireless standard, TDMA. We are developing next generation software for future wireless networks, handling datacom and internet services. We are also developing new network and system architectures based on leading edge open systems technology.

● The CMS8800 Application Systems Modification Center in Montreal is looking for an experienced software engineer in the radio field.

As Team Leader for a small team, you will ensure that the overall quality of the packages delivered meet the customer's expectations.

Your main responsibilities will be: Manage the corrections that will be included into the RBS SW AC-A packages. This implies coordinating with the design organizations in Sweden and Germany. Certify the package at a customer site. Our customer sites are usually in South America and North America. Drive the continuous improvement of the installation of the packages. Drive the continuous improvement of the certification of the products. This is now done by analyzing the radio network performance. Support the world wide installation of the package after release. Ensure that client needs are met by maintaining ongoing relations with key clients.

Ideally, you are an experienced engineer who is: Customer oriented. Self motivated. Attentive to details. Perseverant. Open to change. Interested to travel. Team player or work alone depending on the situation. Able to transfer knowledge or prepared to coach less experienced colleagues. Fluent in written and spoken English. Spanish is an asset.

Technical requirements: Engineering degree. At least 5 years related to the radio environment at Ericsson. Overall knowledge of CMS8800 AMPS/D-AMPS products

Application: lmcgacl@lmc.ericsson.se Garry Cleary, Manager, Application System Modification Centre, Ericsson Research Canada, Montreal

Ericsson Eurolab Deutschland GmbH

Core Product Unit Application Core (CAPC) AMC and part of PN switching merged to CAPC. We are responsible for providing transit switching and network access functionality commonly used by all Ericsson's wireless and wireline systems and are heavily involved in system innovation initiatives. Our Core PU Application Core (CAPC) systems department is looking for a

SYSTEMS GROUP MANAGER

● The CAPC systems management groups are responsible for the system development of the Transit and Network Access products that are common for many of Ericsson's AXE based systems, both for wireline and wireless systems. This responsibility includes activities such as running product committees, handling overall technical coordination in the CAPC projects, perform system studies and source system design. Present challenges are system work for ATM backbone solutions for the Universal Mobile Telecommunication System (UMTS) and the Next Generation Switch (NGS).

As group manager for U/OT you will be responsible for the PC-forums, Source System Design Characteristics and ISP. The group is also driving and participating in technical investigations in early phases of the projects. Currently the main part of our investigations are related to ATM, TCP/IP, AM System development, Signalling and Protocols, Data Communication, Intelligent Networks and O&M on different platforms.

We are looking for a manager that can drive these activities together with the group, and is interested in developing the CAPC systems management together with others. Experience from systems or product management, or leadership is required.

Contact: Human Resources Simon Seebass Phone: +49-2407-575-163 Memo: EED.EEDSIMS Email: eedsims@eed.ericsson.se or Ulf Henell Phone: +49 2407 575 256 Memo: EED.EEDUGH Email: eedugh@eed.ericsson.se or CAPC System Hartmut Boehmer Phone: +46 8 719 9727 Memo: ERAC.ERAHBOE Email: Hartmut.Boehmer@ericsson.com

Ericsson Research Canada

● TITLE: Test Methods and Tools Architect for the Ericsson Verification Environment (EVE) Program.

Job description: The EVE program is looking for an Overall Architect. EVE is responsible to provide a verification environment in terms of tools & methods for product verification within its member organizations. The program (formally known as BRAVE) has existed for two years. Currently the program covers testing within GSM, D-AMPS, PDC and W-CDMA. For more information on EVE see <http://www.ericsson.se/eve/>

The EVE Overall Architect is responsible to lead

the work of an architecture board consisting of a number of geographically distributed domain architects and together with them, provide technical direction for the 100 MSEK/year program. The work is a balance of technical, process and business considerations to understand the needs of the test organizations and translate these into a product plan and a verification environment architecture.

Candidates should have management experience and with at least 10-15 years experience with software/system development and verification. Competence in the area of state-of-the-art software technology and PQT improvements are required.

The position is located at LMC in Montreal, Canada. Candidates should be willing to travel overseas 6-8 times per year. Start date will be May 1st., but can be negotiable.

Contact: LMC/UMC Nam Nguyen +1-514-345-7916 Nam.Nguyen@Ericsson.Com or EVE Program Manager, LMC/UMC Magdalena Hansson +1-514-345-7900 ext.2884 Magdalena.Hansson@lmc.ericsson.se

Nippon Ericsson K.K., Japan - NRJ

IN AND SWITCHING SUPPORT ENGINEER

● We have now a vacant position for an experienced IN and switching Support Engineer to work with CMS30 (PDC standard). Your work location will be at our regional office in Nagoya.

The candidates shall have experience in trouble shooting, IN and SMAS upgrades and updates, and trouble report handling. Previous experience in CMS30 is a plus. The candidates will have daily customer contact and participate in regional emergency service.

The candidates shall be fluent in spoken as well as in written English. Japanese language skills are a plus. Transfer of competence to local staff is one of the most important tasks. Proven skills in this area is required.

Previous experience with customer interface is a requirement.

We presume that you are open-minded, outgoing and that you can easily adapt to a culturally diverse working environment.

We are ready to offer a long-term contract to the right person and starting date as well as length of the contract is negotiable.

Application in English: Mikael Sjöberg NRJ/DN/VC Phone: +81 52 323-6547 Fax +81 52 323-3358 Memo id: NRJ.NRJMSJ E-mail: mikael.sjoberg@ericsson.co.jp

Ericsson Telecom AB, Wireline Systems Global Supply Chain/ System Supply and Integration.

Wireline Systems Global Supply Chain is a global organisation working in a world of new networking paradigms where our ability to define and deliver complete network solutions is the key to the success of our customers as well as our own.

System Supply and Integration work with the toughest customers the telecommunication market has to offer, such as RSL Com and WorldCom. The customers are new operators who are expanding globally. We are working in a team-based organisation where different roles interact closely. Traditionally we have only been working with AXE products, now we are working towards Access, Intelligent network and integrating complete networks. For more information please visit our homepage: <http://www.hf.ericsson.se/osg>

A S REPLACEMENT SPECIALIST -

● As a specialist in A S Replacements you raise requirement handling towards product units as well as internally in order to secure continuous improvement and competence activities. You work with methods and support for upgrade of AXE exchanges in our customer solutions project. You also act as a trouble-shooter when required and support in planning and analysis phase both internally and towards marketing units and customers. You provide input to the strategic competence planning on what kind of competence the unit will require in the future.

You work together with A S Replacement specialists in other Ericsson companies in competence networks to develop and evaluate methods for upgrade of complete networks including various types of node elements like SCP, ANS, BMX etc.

We want you to have at least three years experience of AXE switches. Experience in upgrade and trouble shooting within the competence area is a requirement. You have proven skills, and you are interested in developing yourself as well as others. You are open-minded about giving guidance and assistance to others. Your Swedish and English are very good in speech as well as in writing.

Contact: Nils-Erik Bergström, tel. 08-719 9687, e-mail. nils.e.bergstrom@etx.ericsson.se

NETWORK INTEGRATION ENGINEERS

● As a Network Integration Engineer, your job is to integrate the different elements that the network is built up of. This can be both Ericsson equipment as well as other vendor equipment.

We work with AXEs, Airline systems, BMX and IN products, routers, DCME equipment, STH nets and much more. They should all work together and by the time the Network Integration is finished, the network should be ready for commercial operation. We want you to have a technical university degree (120p electro-engineer or equivalent experience).

The job will demand of you to be a team player, to have experience from AXE configuration and testing, preferably 1-2 years as a system tester, to have experience from customer relations and customer support is preferred, to be able to refer and relate to ETSI specifications, to have a good knowledge about network configuration and an ability to understand specific customer network solutions and that your English skills are very good.

Contact: Ulrika Strandgren, tel. 08-719 2959, e-mail. ulrika.strandgren@etx.ericsson.se

CUSTOMER ENGINEERS

● As a Customer Engineer you will work closely to the customer. You will assist the project manager in the beginning of a project so that realistic time plans can be presented to the customer. You are responsible for the co-ordination of software and data transcript implementation, to develop and co-ordinate the demonstration and acceptance at the customer site.

We want you to have a technical university degree, at least 120 p and to have technical qualifications in telephony or data communications engineering, preferably 3 years as a system tester. Experience as a leader is an advantage. We want you to be a teamplayer and to have a genuine interest in other people and you like to solve problems in co-operation with others. Your English as well as Swedish skills are very good.

Contact: Mikael Forsberg tel. 08-719 9520, e-mail. mikael.k.forsberg@etx.ericsson.se

DATA TRANSCRIPT ENGINEERS

● As a DT engineer, you collect information from the customer network/sites which you use to create, verify and implement Network Configuration Data. You will have direct contact with customers. The work is to be performed both in Sweden and at our customer sites around the world.

We want you to have a technical university degree (120 p electro engineer or equivalent background). Knowledge of AXE/telephony and/or network planning is mandatory and we would like you to have at least one year of experience within this field. You should also like to work with continuous improvements and try new ways of doing things in order to contribute to the development of processes and methods. Your English and Swedish skills should be very good.

Contact: Roger Johansson tel. 08-719 3038, e-mail: roger.johansson@etx.ericsson.se

SYSTEM TESTERS

● As a System Tester you work with software testing and implementation. You work in a customer team with dedicated customers. You also handle STP:s and test equipment. You follow and develop methodologies and routines.

We want you to have a technical university degree (120p electro engineer or equivalent background). We also value knowledge of Ericsson products and procedures. As a person you like to work with others, are open-minded and like new challenges. You communicate well in English as well as in Swedish.

Contact: Magnus Schön, tel. 08-719 1293, e-mail. magnus.schon@etx.ericsson.se Applications: ERICSSON TELECOM AB, HF/ETX/X/XOH, Charlotta Åkerström, 126 25 Stockholm. E-mail: charlotta.akerstrom@etx.ericsson.se

Ericsson Inc. in the USA

GSM SOLUTIONS MANAGER, RADIO BASE STATION SYSTEMS

● Key Responsibilities: You will be a part of the GSM 1900 Network Operator's Group PowerTel KAM Organization. As the Solutions Manager for our Key Account, you will create total solutions that meet or surpass our customer's expectation. You will provide technical support during marketing, sales, negotiation and after-sales activities.

You will be responsible for technical decisions relating to the Base Station System, coordinating the activities between the customer and the product units. You will take part in regular technical review meetings with customers. You will help customer to get more knowledge about Ericsson

products and features by holding seminars, workshops and making technical presentations to customers as appropriate. You will act as prime technical interface towards the customers for product requirements, RF dimensioning and cell planning issues.

Benefits: You can expect a challenging position and will have the opportunity to work closely with an innovative customer in a highly demanding and dynamic marketplace.

Experience and Background: A degree in Electrical Engineering, Engineering Technology or Applied Science. Minimum 3 years with Ericsson, with at least 2 years in the Mobile Telephony Systems area. Outgoing personality with good command of the English language, both oral and written. A real team player, strong presentation skills.

This job implies the opportunity to travel, sometimes on short notice.

GSM SOLUTIONS MANAGER, SWITCHING SYSTEMS AND IN (INTELLIGENT NETWORK)

● **Key Responsibilities:** You will be a part of the GSM 1900 Network Operator's Group Powertel KAM Organization. As the Solutions Manager for our Key Account, you will create total solutions that meet or surpass our customer's expectation. You will provide technical support during marketing, sales, negotiation and after-sales activities. You will be the technical consultant within the Core-3 team

You will be responsible for technical decisions relating to the Switching System and IN, coordinating the activities between the customer and the product units. You will take part in regular technical review meetings with customers. You will help customer to get more knowledge about Ericsson products and features by holding seminars, workshops and making technical presentations to customers as appropriate. You will act as prime technical interface towards the customers for product requirements, network dimensioning and expansion issues.

Benefits: You can expect a challenging position and will have the opportunity to work closely with an innovative customer in a highly demanding and dynamic marketplace.

Experience and Background: A degree in Electrical Engineering, Engineering Technology or Applied Science. Minimum 3 years with Ericsson with at least 2 years in the Mobile Telephony Systems area. Outgoing personality with good command of the English language, both oral and written. A real team player, strong presentation skills.

This job implies the opportunity to travel, sometimes on short notice.

Application: Daniel Ashitey, Manager, Business Solutions, KAM Powertel e-mail: daniel.ashitey@ericsson.com. Tel.: +1(706)634-1627. Fax: +1(706)634-1610

Ericsson Systems Expertise Ltd, Network Operator Solutions, Athlone, Ireland

INTERNATIONAL ACCOUNT MANAGERS

Network Operator Solutions Centre (NOSC) within Ericsson Systems Expertise Limited, Athlone, Ireland is building a dynamic world-wide sales team and need International Account Managers.

● We need people who are goal orientated, opportunity driven, independent individuals.

Reporting to the manager of the Product Marketing Unit, you will be pro-active, working in a fast paced environment developing and maintaining relationships within Ericsson's world-wide market.

Marketing and sales experience is a must and a background in Information Technology and/or Telecommunications is also desirable. A further requirement is excellent contact networking skills.

Your flexibility and motivation will enable you to make a real contribution in an international business culture. A flair for building business relationships with contacts based on credibility and trust is essential. An extensive knowledge of the Ericsson product portfolio and excellent presentation skills will ensure success.

Targets and goals will be set and individual responsibilities for product sales will be defined. To achieve results you will: Set and achieve marketing and sales objectives towards individual customers. Actively support commercial account managers, for example, by developing pricing information and customer presentations. Support Ericsson companies worldwide with excellent product information and sales arguments.

You will be part of a dynamic multi-national sales force contributing to the sales results of an exciting Ericsson team within an evolving and challenging business environment.

Application: Michael McGann, Human Resources Manager, Ericsson Systems Expertise Ltd., Ericsson Software Campus, Athlone, Co.

Westmeath. email Michael.McGann@ericsson.com

LM Ericsson Israel Ltd (EOI)

DATA TRANSCRIPT ENGINEER

● LM Ericsson Israel Ltd. is looking for a number of experienced Data Transcript Engineers for long term assignment. We need a person who is experienced in CME 20 mobile system data production and a real team player.

Job Requirements: Degree in Engineering, Computer Science or equivalent. Work experience 3 to 5 years on Ericsson CME 20 mobile system data transcript production. Good knowledge of both MSC and BSC areas. Working knowledge of DTSS and the processes involved in data transcript production. Ability to think critically and make accurate and sound decisions. Ability to mentor other department members. Excellent customer skills and a good command of the English language.

Job Description: Prepare Data Transcript packages for both MSC and BSC. To develop and implement processes and methods for data transcript production in this new market. Attends/conducts customer meeting to identify and evaluate customer requirements. Participates in project status and scheduling meetings to ensure proper coordination of Data Transcript activities with overall project requirements.

Contact: Per Jansson, Senior Support Manager, memoid EOI.EOIEJA Phone until 5th of May, 1999: +972 8 918 32 00 Phone from 6th of May, 1999: +972 3 900 6000 or Elisabeth Ramel, HR Manager, memoid: EOI.EOIELRA Phone until 5th of May, 1999: +972 8 918 32 00 Phone from 6th of May, 1999: +972 3 900 6000 Application: LM Ericsson Israel Ltd ATT: Irene Snir 48 Derech Petach Tikva, 11th floor Tel Aviv 66 184 ISRAEL Fax: +972 08 918 32 62 Or by memo: EOI.EOISNI

Ericsson Communications Canada

MANAGER DATACOM SERVICES

● **Job Requirements:** Bachelor's Degree in Computer Science or equivalent, excellent interpersonal skills, excellent oral and written communication skills, ability to travel. 5 - 7 years IP/Telephony Industry experience. Good background TCP/IP, UNIX, Windows NT, Routers, Servers familiarity with requirements of ISO 9002, previous experience with Telecom Industry standards bodies, project management experience an asset.

Job Description: Cost Centre Responsibility (Produce, Recommend, Implement, Monitor). Analyze and ensure DataCom Services meet with customers requirements. Ensure sufficient staffing and competence levels within DataCom Services. Provide technical resources to fulfill our support functions under Customer Services. Source outside competence when Ericsson cannot meet customer requirements. Budgeting, Scheduling, and Monitoring of Projects. Sales of DataCom Services (in conjunction with the Business Groups, present the services to the customers and support sales activities). Project Management of Technology Trials (Schedules, Budgeting, Resources, etc.).

Contact: Don Lemay, Manager, Network Services Ericsson Communications Canada 5255 Satellite Drive, Mississauga, Ontario, Canada L4W 5E3 Tel: 1-905-629-6700 Fax: 1-905-629-6701

MANAGER, SWITCH SERVICES

● **Job Requirements:** Bachelor's Degree in Electrical Engineering or equivalent, excellent interpersonal skills, excellent oral and written communication skills, ability to travel. 5 - 7 years Cellular Industry experience, good background in Support, O & M, Installation, and Planning disciplines, computer literacy, familiarity with requirements of ISO 9002, previous experience with Telecom Industry standards bodies, project management experience an asset.

Job Description: Cost Centre Responsibility (Produce, Recommend, Implement, Monitor). Analyze and ensure Switch Services meet with customers requirements. Ensure sufficient staffing and competence levels within Switch Services. Provide technical resources to fulfill our support functions under Customer Services. Source outside competence when Ericsson cannot meet customer requirements. Budgeting, Scheduling, and Monitoring of Switching Projects. Sales of Switch Services (in conjunction with the Business Groups, present the services to the customers and support sales activities). Project Management of Technology Trials (Schedules, Budgeting, Resources, etc.). Support and maintain EMC Test Plant.

Contact: Don Lemay, Manager, Network Services Ericsson Communications Canada 5255 Satellite Drive, Mississauga, Ontario, Canada L4W 5E3 Tel: 1-905-629-6700 Fax: 1-905-629-6701

Ericsson Spain, S.A.

NEW MARKET OPERATORS IN SPAIN

The deregulation of the telecom market in Spain offers a very attractive opportunity for the New Market Operators Division. We are a young customer unit responsible for the winning of new clients and the development of business opportunities in Spain. Our clients (such as RSL Com, Colt Telecom, GTS, etc-) are competitive operators challenging the established PTT and are highly innovative, aggressive and demanding. For our marketing group, we are looking for an

IN TECHNICAL ADVISOR.

● The main responsibilities include: Analysis of the needs of our clients. Definition and development of the best offer for each client request. Coordination with the corresponding product units to support our offers. Development and delivery of presentations of our solutions to the clients. Technical advising in the implementation phase to deliver the fastest and most adequate solution to the clients.

The competence requirements are: Telecom engineer. At least two years of experience in IN solutions. Fluency in English. Knowledge of Spanish. Knowledge of French is a plus.

Contact: Josep Mitjà Tele: +34 91 339 3061 Memo-id: REE.REEFMGA E-mail: reefmga@madrid.ericsson.se

Ericsson Indonesia

Ericsson Indonesia within GSM Technical Support there is a vacancy for a

BSS SUPPORT SPECIALIST

● The main responsibilities for this position will be to provide technical advice and assistance to support engineers and managers. Transfer trouble shooting skill and competence to technical support staff and participate in emergency call out.

Requirements: Excellent knowledge of support and verification activities such as trouble shooting, CSR/TR handling, APZ/IO recovery and system updates/upgrades. Experience from APZ-swap is considered and additional qualification.

Application: Ingvar Hornsten, Technical Support Manager EID.EIDIPER, TEL: +62 21 751 9604

Ericsson Telecommunications Bulgaria Ltd., Sofia, Bulgaria

(SENIOR) CUSTOMER SUPPORT ENGINEER/AXE SYSTEM EXPERT

● ETB is about to sign a Service Agreement with the national fixed network operator. Under this agreement, the Customer Support Office shall deliver Network Support services - 24-hour emergency, help-desk, trouble report handling and hardware services. The network is small, but expanding both in size and functionality. The supported systems are based on 12.3 and Local 6. The job position is open on a short-term (6-month) basis - with possibility for a later long-term contract - in order to gap the time until the CSO raises its local competence base to match the task. In the meanwhile though, the successful candidate shall be the main technical expert, not only organising, helping and supervising the work of 2 local engineers, but taking on a significant workload as well.

Requirements: fluent verbal and written English, training in AXE HW, SW, O&M (incl. IOG11, C7, ISDN, AM, HLPlex), experience in remote SW/HW troubleshooting in live sites, proven record for patch writing in Plex, ASA, RP and EMRP, experience with MHS, ACH, SRH, MS Office, C7/ISDN/CAS analysers, disciplined, initiative and customer-friendly attitude, ability and will to transfer knowledge to the local engineers. Knowledge about old type of analogue signalling systems is an advantage.

The position offers an opportunity to broaden technical competence, develop customer-handling and management skills, and earn a reputation for intelligent, effective and motivated work in a dynamic and challenging environment.

Contact latest 990515: Mr. Zoltan Nagy Customer Support Manager memo: ETB.ETBNazo e-mail: etb.etbnazo@mesmtpse.ericsson.se tel: +359 2 955 9777 fax: +359 2 955 9051. or Mr. Leif K Larsson Key Account Manager memo: ETXT.ETXLLSN e-mail: etxt.etxllsn@mesmtpse.ericsson.se tel: +359 2 955 9777 fax: +359 2 955 9051.

Ericsson Radio Systems AB TDMA Systems Asia-Pacific, Singapore

TDMA/EDGE/3G LOBBYIST

● You like to be challenged? The Asia-Pacific Task Force for TDMA systems covers an area of over 13 countries, from Pakistan down to Australia / New Zealand. We are working together in a team of highly professional individuals covering different areas, like: marketing & sales, business consult-

ing, business development, marketing communications and TDMA/EDGE/3G lobbying.

For the area of TDMA/EDGE/3G lobbying we are looking for 2-3 experienced individuals who want to join our team and are not afraid to take up a challenge. The challenge is: establish TDMA/EDGE/3G as the preferred technology for Asian operators in the 800- and 1900 Mhz band. Your main tasks will be:

Plan, together with the other members of the team and the local companies, to perform presentations, discussions and other TDMA/EDGE/3G lobbying activities towards operators, government bodies, investors, analysts and media. Maintain up-to-date information on the latest global developments in the area of TDMA, EDGE and 3G. Monitor progress on the different markets in the region, and if required take actions, to ensure that we meet our goal of establishing TDMA/EDGE/3G as the preferred standard in the Asia-Pacific. Maintain a close cooperation with the TDMA interest group UWCC. Actively work together with the corporate TDMA lobby group.

If you are the person we are looking for, you should have the following profile: MSc in Electrical Engineering or in Physics or equivalent education. At least 5 years experience with Mobile Systems. Excellent knowledge of the TDMA standard and the wide range of applications supported by this standard. Good understanding of the Ericsson 3G evolution path: EDGE/UWC-136 and W-CDMA. Excellent presentation skills. Extensive experience from meetings with the senior management of operators and government bodies. Experience with media relations. Team player and flexible attitude.

Do you fit this profile and you are interested to take up the challenge? Please respond to us by sending your CV to the e-mail address specified below (subject: job application), contact us or visit our homepage <http://enoweb.eno.ericsson.se/rmoa> for further information

Contact: Aart Houweling Manager TDMA/EDGE/3G Lobbying Asia-Pacific (acting) Business Phone: +65.3501 668 Hand Phone: +65.96624359 E-mail: aart.houweling@eno.ericsson.se or Urban Gillström Regional Director Asia-Pacific TDMA systems Business Phone: +65.3501 350 Hand Phone: +65.96583041 Application: Ericsson Radio Systems AB AH/H Catrin Düsing 164 80 STOCKHOLM catrin.dusing@era.ericsson.se

Ericsson Telecommunicatie B.V., Netherlands

Within the GCSO (Business Line Customer Services) is a vacancy for a:

CUSTOMER SERVICE SPECIALIST

● **Goal/Challenge:** The Global Customer Service Office (GCSO) within the division Business Line Customer Services has a leading role within Ericsson's Global Customer Support. The GCSO is the single point of contact for Global Operators to raise Customer Service Requests to Ericsson. The GCSO has 3 Hubs, located in three different time zones (Holland, United States and Australia) which enables continuous 24Hr support to Global Operators. All activities are being executed in an international environment. Our organisation is characterised as challenging, dynamic, progressing and provides excellent opportunities for personal development.

Tasks: Responsible for managing internal relations from a technical point of view. Responsible for well functioning of the sold services. Solving CSR's reported by the customers. Monitoring of follow up of support requests escalated to the GRC. Advises Customer Service Manager regarding services. Report to the customer about delivered services. Guide colleague trainee engineers (mentorship).

Required competence: Education minimum HBO-level. Knowledge of AXE. 5 years experience on AXE within Ericsson as a SW trouble shooter. Able to work under pressure. Attention for detail. Team player. Good communication skills in English

CUSTOMER SERVICE ENGINEER

● **Goal/Challenge:** The Global Customer Service Office (GCSO) within the division Business Line Customer Services has a leading role within Ericsson's Global Customer Support. The GCSO is the single point of contact for Global Operators to raise Customer Service Requests to Ericsson. The GCSO has 3 Hubs, located in three different time zones (Holland, United States and Australia) which enables continuous 24Hr support to Global Operators. All activities are being executed in an international environment. Our organisation is characterised as challenging, dynamic, progressing and provides excellent opportunities for personal development.

Tasks: Responsible for first line support to customers - Helpdesk activities. Interface to other (internal or external) parties when the reported problems need to be escalated. Solving CSR's reported by the customers. Monitoring of follow up of support requests escalated to the GRC. Advises Customer Service Manager regarding services.

Report to the customer about delivered services.

Required competence: Education minimum HBO-level. Knowledge of AXE. 3 yr experience on AXE SW within Ericsson (preferably as a SW trouble shooter). Immune to stress. Precise. Team player. Good communication skills in English.

To apply: The home base is Rijen. Opportunities to work abroad both for training and work is possible. For more information regarding the vacancy, please contact Joop van de Kaa, ext. 2451. Liselore Brabers Recruitment & Search Business Line Customers Services Ericsson Telecommunicatie BV Tel. + 31(0)161-249850 E-mail: Liselore.Brabers@etm.ericsson.nl

Gia Ericsson de Chile S.A.

DEPARTMENT MANAGER CUSTOMER SERVICE ERICSSON DE CHILE

● Would you like to have a NEW INTERESTING and CHALLENGING assignment in South America? Ericsson Chile can offer you this!! We are looking for a new manager for our Customer Service Department.

You will, as head of your department report directly to V.P. Operations and be part of the Operation Division Management Team.

The Customer Service Department consists of FSC activities for TMA, GSM, WIRELINE, OTHER PRODUCTS and CELLPLANNING/OPTIMIZATION.

You need long experience in this kind of work. Be able to lead and communicate with people, set priorities and take decisions under pressure. Be creative, interested in improving work procedures and not afraid of a heavy work load.

English both spoken and written is essential. Spanish is a big merit.

STILL INTERESTED?

Contact: CEC V.P. Operations Jan H. Lindqvist
Phone : 56-2 4405651 office 56-09 3207061 mobile E-mail : Jan.Lindqvist@ericsson.cl

Ericsson Telecommunicatie B.V., Rijen, The Netherlands

TECHNICAL SUPPORT ENGINEER

The Global Response Center (GRC) is located in three different timezones throughout the world (The Netherlands, United States and Australia). The GRC is the responsible for the 2nd line services towards other Ericsson companies. CSR's and other service requests are handled by the GRC or passed through Marketing or Design. To deliver the technical services requested, we are looking for additional engineers to join our team in Rijen, The Netherlands.

● Key responsibilities: The Technical Support Engineer is responsible for solving technical problems for products based on the PN-product range. This means recovery of outages, making corrections, making emergency corrections, writing trouble reports, route cause analysis, analysing restart and dumps. He or she manages the problems and if necessary takes care of the translation and communication between Ericsson and the customer.

The task also includes checking the Customer Service Requests (CSR's) which are made, monitoring the follow-up of support requests by the customer at the Front Office and the follow-up by Design.

Qualifications: A good knowledge of AXE (APT, APZ or IO) and at least three years experience as Technical Support Engineer, Trouble Shooter or equivalent level.

You should be innovative, flexible and tolerate stress well. As we have a lot of male engineers we would like to invite female engineers to participate in this opportunity.

Contact/Application: Loet Pessers or Andy Hallett
Department GRC-EU Ericsson Telecommunicatie b.v. P.O.Box 8, 5120 AA Rijen The Netherlands Tel. +31.161.249200, Fax. +31.161.249374, Mob. +31.6.55303088 Email: mailto:Loet.Pessers@etm.ericsson.se Internet: http://www.ericsson.se

Ericsson Radio Systems, Kista

PROFESSIONAL SERVICES NEEDS SHORT- AND LONG-TERM CONTRACTORS

Unique and challenging opportunity to gain invaluable experience by working as a contractor on short- or long-term assignments for Ericsson customers worldwide!

Professional Services is an Ericsson Business Unit that delivers business solutions and consultancy services to network operators around the globe. We provide expertise in both the commercial and technical aspects of network operations and work in partnership with Local Companies.

The Order Office within the Network Management Services product unit is now looking for people to go on contract, that is, multinational assignments at customer projects. Knowledge, skills, and flexibility are basic requirements, however, we are looking for people to match these po-

sitions. We are currently expanding our database and are now looking for several categories:

NM MANAGER

● Main responsibilities: You will lead and organise the work within the NO&MC to fulfil the targets for the section, governed by the performance levels agreed on with the customer, to ensure that the best practises are used in the work.

Requirements: The successful candidate has a technical education within Telecommunication, Information Technology and Electronics, good knowledge of general telecommunication and mobile telephony system. You have worked 2-3 years as manager for 75 persons. You have the ability to lead and motivate a multinational team and are conscious of responsibility. You also have experience with budgeting and negotiations with customers and suppliers. You should also be fluent in spoken and written English. Other languages may be needed depending on the local requirements.

SYSTEM TECHNICIAN LEVEL 1 AND 2

● Main responsibilities: You will be responsible for the surveillance of the network and will perform 24 hours surveillance of the whole GSM network by OSS and supervision equipment for Minilink and DXX.

You will also monitor, analyze and clear all faults reported by these systems and also complaints coming from Customer Care and other operators.

It will be your responsibility to introduce modifications to the systems as specified by work order. You call out the Field Technicians with a work order, when physical intervention in the equipment is needed, and escalate difficult problems to the System Engineers.

Requirements: The successful candidate has basic technical education and experience from Ericsson GSM radio systems, for Level 1 not less than 2 years and for Level 2 not less than 3-4 years.

Good knowledge in English is required as well as good social- and pedagogical skills.

SYSTEM ENGINEERS, MSC/HLR/VLR

● Main responsibilities: You will be responsible for all telecommunication systems agreed on with the customer within MSC/HLR/VLR. The modification of existing system routines and creation of new temporary routines are also your responsibility as well as follow up of all software contents of the system.

You will send/receive/follow up with trouble reports sent to the supplier/customer and also prioritize the trouble reports, including incoming TRs from the other system engineers. You will also distribute all new and upgraded documentation in accordance with SW, HW and equipment to Network Surveillance and NFM Manager.

You will offer expert knowledge concerning system problems in MSC/HLR/VLR as well as expert knowledge regarding parameters and configuration, excluding the radio part.

It is also your responsibility to support technical interfaces with external equipment, i.e. SMS, VMS etc and to interpret switch statistical reports like processor load, traffic recording, etc.

Requirements: The successful candidate will have a basic technical education and experience from Ericsson GSM mobile system, as System Technician Level 2 not less than 3-4 years. Experience from OSS is required along with good knowledge in English and good analytical ability.

SYSTEM ENGINEER, SMS/VMS/AUC

● Main responsibilities: You will be responsible for all telecommunication systems, agreed on with the customer within SMS/VMS/AUC/ including both Ericsson and 3rd part equipment. You are also responsible for the modification of existing system routine creation of new and temporary routines.

You will be responsible for all preventive maintenance of the systems and generate and control switching data as well as support technical interface towards external equipment, i.e. SMS, VMS etc.

Requirements: The successful candidate has a basic technical education and experience from Ericsson GSM mobile system, as System Technician Level 2 not less than 3-4 years. Experience from TMOS is required. You should also have good knowledge in English and good analytical ability.

SYSTEM ENGINEER, IN (INTELLIGENT NETWORK)

● Main responsibilities: You will be responsible for all telecommunication systems agreed on with the customer within IN SSP/SSCP/SCP. The modification of existing system routines and creation of new temporary routines are also your responsibility as well as follow up. You are responsible for all software contents of the system and all IN Services.

You will send/receive/follow up with trouble reports sent to the supplier/customer and handle and follow up all escalated problems. You will also distribute all new and upgraded documentation in accordance with SW, HW and equipment.

You will offer expert knowledge concerning system problems in SSP/SSCP/SCP as well as expert knowledge regarding parameters and configuration excluding the radio part. You will also prepare system plans for concerned systems.

It is your responsibility to verify data transcripts and installed service modifications sent via change request, produce data transcripts as required (e.g. parameter changes, etc.) and implement changes in IN Service data using Installed Service Modification in SMAS and/or GSA forms. You will also support technical interfaces with external network elements (e.g. SMAS, SDP, MSC etc.)

You will give priority to the trouble reports, which includes the incoming TR from the other system engineers.

Requirements: The successful candidate has basic technical education and experience from Ericsson GSM radio system, as System Technician Level 2 not less than 3-4 years. Good knowledge in English and good analytical ability is also required.

SYSTEM ENGINEER, RADIO (BSS/BSC)

● Main responsibilities: You will be responsible for all telecommunication systems agreed on with the customer within BS and Radio. You are going to offer expert knowledge concerning parameters and configuration of BS and Radio. You will also handle and follow up all escalated BS problems.

Requirements: The successful candidate has a basic technical education and experience from Ericsson GSM mobile system, as System Technician Level 2 not less than 3-4 years. Experience from TMOS is also required. You should also have good knowledge in English and good analytical ability.

SYSTEM ENGINEER, TRANSMISSION

● Main responsibilities: You will be responsible for all transmission systems in the network. You will handle and follow-up reports concerning transmission and transmission equipment. You will also offer expert-knowledge concerning parameters and configuration of the transmission equipment.

As Minilink is used as transmission equipment you have to be very experienced in that area.

Requirements: The successful candidate has a basic technical education and experience from Ericsson GSM mobile system, as System Technician Level 2 not less than 3-4 years. Experience from DXX is required. You should also have good knowledge in English and good analytical ability. Knowledge in energy/power is desirable.

OSS/MMIS/SMAS ADMINISTRATOR

● Main responsibilities: You will be responsible for the OSS, MMIS and SMAS applications. This includes supporting advanced troubleshooting in the OSS/MMIS/SMAS applications. You will also work with report systems, application problems and follow up all trouble reports concerning the OSS/MMIS/SMAS supplier.

You will be responsible for the modification of existing OSS/MMIS/SMAS routines, creation of new and temporary routines as well as follow up.

You will handle all internal alarms in OSS/MMIS/SMAS applications and implement OSS and MMIS user interface layout modifications. You will also be responsible for distributing all new and upgraded documentation related to the SW, HW and equipment for the Network Surveillance.

Requirements: The successful candidate has basic technical education and long O & M experience, as OSS Administrator, from Ericsson radio system. Advanced knowledge of UNIX and SQL-programming as well as knowledge of TMOS and MMIS System Administration is required. You should also have good knowledge in English.

NFM MANAGER

● Main responsibilities: You will lead and organise the work within Network Field Maintenance to fulfil the targets for the section, governed by the performance levels agreed on with the customer. You will also ensure that best practices are used for the work and that the organisation is encouraged to continuous improvement of network quality and cost reductions for the operation.

You are also responsible for planning of the training and development of the Network Field Maintenance staff.

Requirements: The successful candidate has a technical education within Telecommunication, Information Technology and Electronics, good knowledge of general telecommunication and mobile telephony system; especially in installation and NO&M. It is of great advantage if you have proven experience in the maintenance of telecommunication. You have worked 2-3 years as manager for 75 persons. You have the ability to lead and

motivate people and are conscious of responsibility. You also have experience with budgeting and negotiations with customers and suppliers. You should be fluent in spoken and written English. Other languages may be needed depending on the local requirements.

BS FIELD TECHNICIAN

● Main responsibilities: You will be responsible for guided corrective maintenance at replacement of HW at BS by following defined procedures. Tasks to be performed are ordered via Work Order from NO & MC.

Requirements: The successful candidate has basic technical education and not less than 2 years of experience from Ericsson GSM radio system.

SYSTEM FIELD TECHNICIAN (SWITCHES)

● Main responsibilities: You will be responsible for guided corrective maintenance at replacement of HW, of MSCs, HLRs and transit switches, following defined procedures. Tasks to be performed are ordered via Work Order from NO & MC.

You will also perform defined preventive maintenance routines of MSCs, HLRs and transit switches initiated by Work Order from NO & MC.

It is your responsibility to perform the charging data retrieval and deliver this to the customer's billing center in accordance to the existing routines and security regulations. You will also perform back-up of exchange-data in accordance to defined procedures.

Requirements: The successful candidate has basic technical education and not less than 2 years of experience from Ericsson GSM radio system.

SPARE PART ADMINISTRATOR

● Main responsibilities: You will be responsible for maintaining the store of spare/consumable parts, ordering new spare parts from suppliers and for servicing of tools, equipment and vehicles within the field maintenance organisation.

Requirements: The successful candidate has a basic technical education and additional economic/logistic education, and/or long experience from working with spare parts for operators. Good knowledge in English is also required.

Application: Odette Abiad E-mail: odette.abiad@ericsson.se Memo: erac.eraodab Find CV template att: http://rtms/jobs/jobs.html It is important for us to know: when you will be available for an assignment, that your line manager is aware of that you have the intention to undertake an assignment.

Ericsson Research Canada

Experienced AXE troubleshooters needed at TAC-1 (LMC) in Montreal, PQ.

AXE TROUBLESHOOTERS

● The TAC-1 system support organization is urgently seeking experienced AXE troubleshooters in the areas of Group Switch, Signalling and Call Delivery.

Our organization provides 2nd line support services for a wide range of products offered by the BMOA business unit, and in particular for TDMA systems. These services are provided to regional 1st line support offices (such as Regional TACs, Customer Support Offices and Field Support Offices), as well as Ericsson corporate customers, located in various parts of the world.

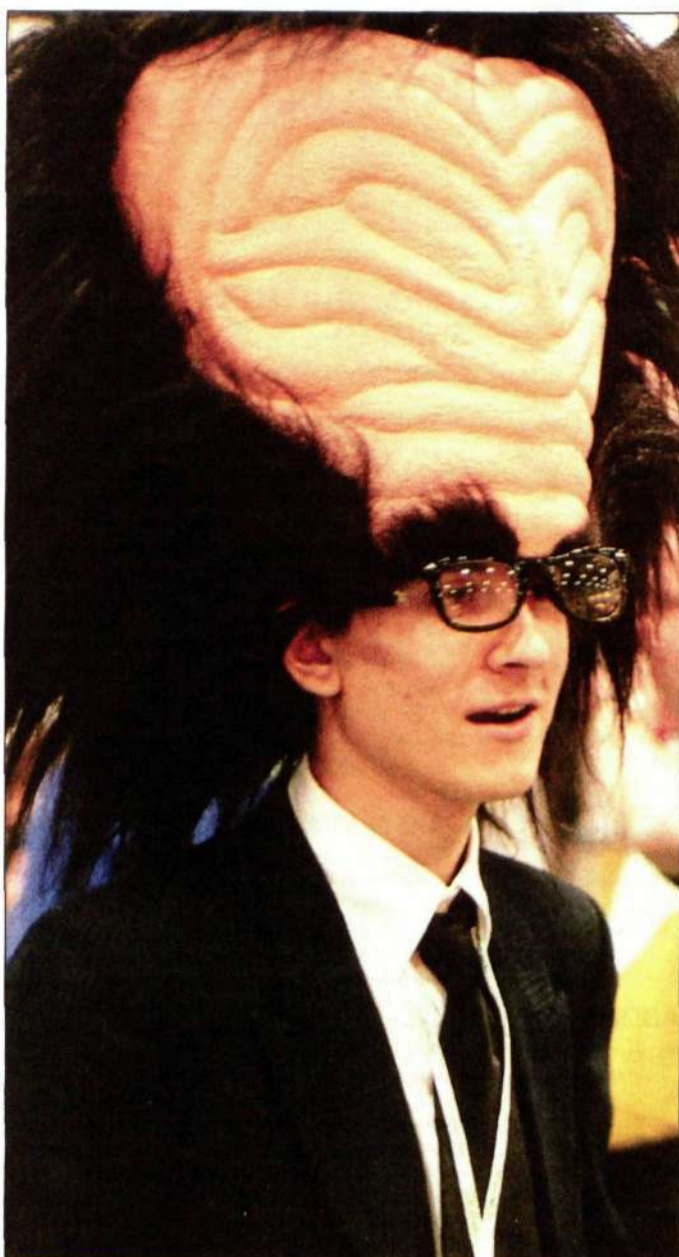
As part of the Switching & Networking support group, you will be providing Consultation, Trouble Report Handling and Emergency Support services to our external and internal customers. We are called upon to resolve system outages, specify and isolate hardware and software faults, issue Emergency Corrections when required, and travel to site if necessary.

You are the ideal candidate if you have extensive experience with the APZ/APT hardware and software of the CMS88 product line, in either a design or support environment. You possess excellent communication skills, both written and verbal. You must also have experience with tracing in live exchanges using Test System, as well as good understanding of PLEX and ASA.

You also have two years of experience with one of the following functional areas: Group Switch Subsystem and network synchronization principles. Call Delivery Principles (AMC-Advanced Mobile Core, TCS-Traffic Control Subsystem, HLR/VLR-Home/Visitor Location Registers, MSS/MXS-CMS88 Mobile Subsystems), Internode Signalling (R1/R2 signalling, Signalling System #7, ANSI-41, ISUP).

Our system support staff are regarded as experts throughout the Ericsson TDMA world. If you are up to the challenge, come join our dynamic team, and see why Ericsson Research Canada is the place to be.

Application: Mail to: Francois.Lapierre@ericsson.com (Manager, TAC-1 System Support, Switching & Networking)



At an Internet trade show, where the products are abstract, it is particularly important to attract attention. And there was certainly no lack of ingenuity in that department. Photo: Lars Åström

Electronic commerce, "streaming media" and web administrative systems were the primary drawing cards at the recently concluded "Internet World 99" in Los Angeles.

Internet World: a dizzying show

Companies outdid each other in proclaiming their excellence. The atmosphere was not unlike that of a revival meeting and preachers were numerous.

Exhibiting at an Internet trade show is a challenge. There are no concrete products to demonstrate. The stands are filled with computer screens, and it is more important than ever to entice visitors into the stand area to have a chance of explaining what you have to show. Some exhibitors were giving out T-shirts and other promotional items, which created endless queues.

T-shirts most in demand

No doubt about it, T-shirts were the most sought-after item. Most exhibitors promised a T-shirt if the visitor listened to a 10-minute presentation about their product or solution. As part of the deal, visitors had to leave their e-mail address, so the vendor could fill their mailboxes with more information.

Visitors to this show were not just your ordinary trade-show visitors. "Suits," for example, were conspicuous by their relative absence. Instead, the premises swarmed with middle-aged gentlemen in T-shirts with graying ponytails. This show is a Mecca for California-based Internet companies.

All of the giants were there, as were many small, but hopeful, companies.

Browser makes keyboard superfluous

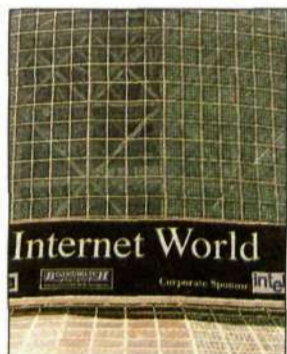
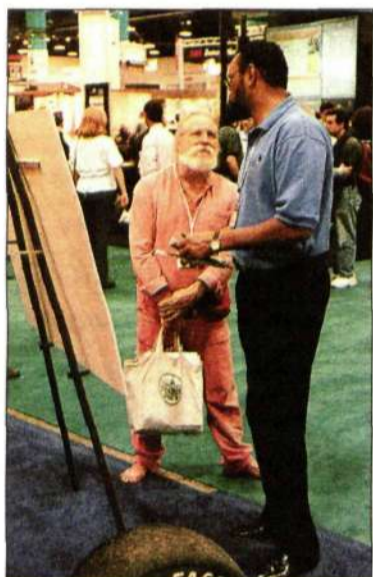
Conversa demonstrated a new web browser that makes keyboard and mouse superfluous. Users surf by means of a microphone. It is easy to navigate through the web pages using commands such as "Go home," "Scroll down" and "Enter." For clickable headings, you simply read them out loud and that takes you where you want to go.

The browser can function in relatively noisy environments, and the user's pronunciation need not be extremely clear. If you would rather not use your voice to click your way around, you can also spell out URLs. A fascinating product, offering a solution for which there seems to be no problem. I, for one, am most at home with a mouse and a keyboard.

Monitoring Internet use

Another product that clearly shows that the Internet has left the pioneering stage is SurfCONTROL. This offers the employer an efficient way to monitor employees' Internet use. Employers can obtain lists of which web pages employees have visited and when they did so. Using a database, access to web sites identified as inappropriate can be blocked, or the URLs flagged on a list.

The company foresees a glowing future for the product. No employers want to advertise that they monitor their employees. SurfCONTROL, however, claims that this is an increasingly common phenomenon. The company is also happy to provide statistics on the cost of irrelevant surfing.



Detail of the exterior.

Many gray-haired gents with ponytails were in attendance at the Internet World trade show held in Los Angeles in mid-April.



Conversa's web browser eliminates the need for keyboard or mouse, using a microphone instead to surf to the pages you want.

UPCOMING

Monday, May 10–Friday, May 14: Ericsson is participating in Network Interop exhibition in Las Vegas, U.S. Contact will also be there.

Tuesday, May 11–Saturday, May 15: Ericsson will be one of the exhibitors at the Sviaz Expo in Moscow.

Tuesday, June 8–Friday, June 11: The world's first public Bluetooth event. A conference held in London endorsed by Bluetooth Special Interest Group.

Sunday, June 6–Thursday 10: Supercom exhibition in Atlanta, U.S.

UPDATES

Tuesday, April 20: Ericsson plant in Gotland, Sweden, outsourced to American contract manufacturers Flextronics. Plan for new owner is to assume control of operations on July 1.

Thursday, April 22: Ericsson published first three months Interim Report, 1999.

Wednesday, April 28: Ericsson was selected by NTT DoCoMo, the world's largest cellular operator, to deliver both WCDMA mobile phones and base station systems.

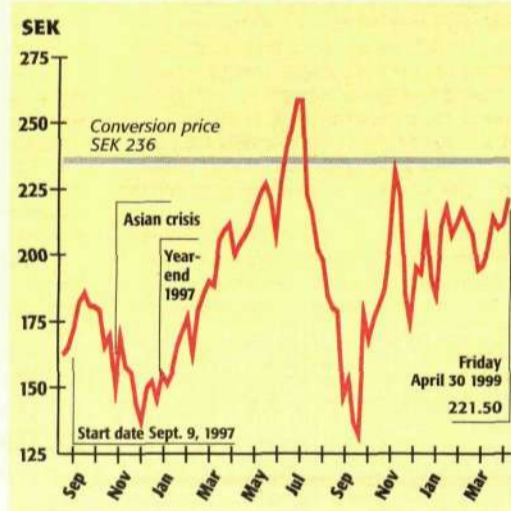
NEW ASSIGNMENTS

Gary Pinkham is to take over responsibility for Investor Relations in New York from Per Bengtsson. Per Bengtsson is retiring after more than 30 years. Gary Pinkham has worked at Ericsson for 13 years, most recently with responsibility for data network solutions in the U.S.

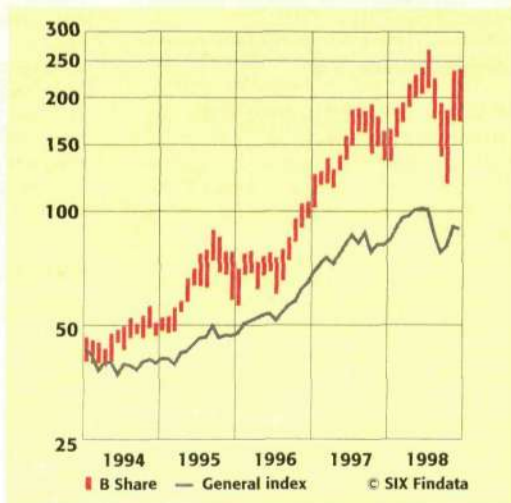
José-Luis García is to take over responsibility for service sales within the Network Operators customer segment in Latin America.

Åke Persson has been appointed head of the CDMA Systems business unit, which was created in conjunction with Ericsson's purchase of Qualcomm's infrastructure operations.

THE ERICSSON B SHARE



An Extraordinary General Meeting of shareholders on September 9, 1997, approved a proposed convertible debenture program. The conversion period extends through June 30, 2003. For additional information, access the web site: <http://inside.ericsson.se/converti.htm>



Patrik Lindén

patrik.linden@lme.ericsson.se