



Customer Success Story

TELIASONERA

Sweden



Customer Profile

TeliaSonera provides telecommunication services in the Nordic and Baltic countries, the emerging markets of Eurasia, including Russia and Turkey and Spain. The company is the leading European provider of quality cross-border voice, IP and capacity services, provided through its wholly-owned international carrier network.

TeliaSonera offers services that help people and companies communicate in an easy, efficient and environmentally friendly way. Simplicity and service are important tools in creating profitable growth and value for the customers and shareholders.

Website: www.teliasonera.com

ONE STEP AHEAD

Ericsson and telecommunications provider TeliaSonera work proactively to reduce use of hazardous substances

Well ahead of EU rules, Ericsson started to migrate its entire product portfolio to lead-free soldering. This suited proactive telecommunications provider TeliaSonera, a company with high environmental standards. TeliaSonera began its transition ahead of legislation and required Ericsson to deliver lead-free soldered products with the same functionality and reliability as before. Based on long and extensive preparations Ericsson was ready to deliver, enhancing TeliaSonera's environmental performance and ensuring product reliability.

“ We complement each other which results in a win-win situation for everyone involved.”

Dag Lundén,

Environmental Manager, Broadband Services, TeliaSonera, Sweden



Following EU legislation in 2006 which limited the use of lead in most electronic applications, Swedish operator TeliaSonera initiated a drive to convert to lead-free soldering for its telecommunication network products. Currently there is an exemption for lead soldering of telecommunication network infrastructure products, but the exemption is expected to be removed within a few years.

Ericsson provides TeliaSonera with reliable lead-free soldered telecommunication network infrastructure products. These meet the expected legal requirements, avoiding both current and future costs. This solution brought environmental benefits for both companies and enabled TeliaSonera to provide lead-free soldered solutions, satisfying customer expectations and maintaining a strong reputation in the market.

Dag Lundén, Environmental Manager, Broadband Services, TeliaSonera, Sweden talks about the relationship with Ericsson: “Our customers request that our products are lead-free and with Ericsson as our supplier we can meet these demands. From our experience there is no difference between lead and lead-free as far as performance and quality are concerned. Ericsson and TeliaSonera have worked together for many years in the area of environmental and sustainable developments. We have different roles as manufacturer and supplier to our customers and we complement each other which results in a win-win situation for everyone involved.”

Based on its extensive experience, Ericsson has successfully transferred to lead-free solder for its high volume telecommunication network infrastructure products. By implementing measures for lead-free soldering in all stages of the product development process, from design and component selection to production, reliability is ensured.

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The change can be conducted by Ericsson in an orderly and controlled manner which avoids a forced transfer due to lack of components. TeliaSonera’s foresight and proactive approach to this impending law change will provide its customers with an attractive proposition for those seeking an efficient and reliable service.

Ericsson has over 10 years of experience in lead-free soldering and has produced lead-free products in a large volume since 2006. Richard Trankell, Environmental Product Manager, who is managing Ericsson’s Design for Environment program explains the benefits: “One important aspect of the early transfer is that it enables us to avoid problems related to component availability, as the electronics industry is shifting to lead-free. Ericsson has moved to lead-free soldering for the high volume network infrastructure equipment and these products are just as reliable as products using lead soldering. By doing this we are prepared for coming legislation and there is no difference in performance for the customer.”

Overview

Customer: TeliaSonera, Sweden

Customer Objective

- Transfer to lead-free products as part of overall phase-out of hazardous substances
- Meet customer expectations in environmental issues

Ericsson Solution

- Lead-free soldered telecommunication network infrastructure products

Customer Benefits

- Environmental performance
- Ability to meet customer requirements
- Reliability.