



Sustainability and Growth

A broad customer base is yet another sign of our financial independence and sustainability.

In terms of the revenue generated in the last three years, our three largest customers were Ericsson, Deutsche Telekom and Tele2. None of our top three customers accounted for more than 15 % of our total revenues in this three-year time period.

Tele2 has been our customer since our company was founded and has awarded us new orders every year for over twelve years. Since July 2006 we also have a global sales agreement with Ericsson AB and our joint business has developed well during this time. We have been working for Deutsche Telekom since 2005 and in each of the last three years they have awarded us new orders worth several millions Euros.

We are particularly proud to have sustained virtually all our customers over the years as we believe it speaks for us as a fair and attentive business partner. Indeed, this has proved to be a route into new business as well. In 2008 alone we acquired five new customers through direct sales, and seven through indirect sales.

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