

**No point comparing with operators:**

Network sharing JVs get their own efficiency benchmark

Since MBNL was established in the UK 2007, network sharing joint ventures have been established in Sweden, Denmark, Poland and Australia (see footnote). For the first time, there is now basis for an efficiency benchmark specific to these network sharing JVs.

The MBNL model enables significant savings in investments and operating costs without limiting competition between operators. Coverage and network quality reach levels that operators couldn't achieve on their own.

"Without much fuss, the network sharing JVs have revolutionised the efficiency within the mobile industry", says Fredrik Jungermann at *tefficient*. "Thanks to focus and their freedom to use new work methods, they have established cost and productivity levels which mobile operators haven't been able to achieve."

From where do you then get inspiration to improve further? For the first time, network sharing JVs have the possibility to compare with their likes.

The benchmark covers all business aspects: OPEX, CAPEX, productivity, network quality and traffic levels. In total, there are 110 KPIs in the benchmark.

Network sharing JVs can, through the benchmark and the accompanying analysis, raise efficiency levels one notch further.

Deadline for participation is 5 April 2013. More information is provided at www.tefficient.com/Benchmarks/.

Footnote. *MBNL* is EE and H3G's network sharing JV for 2G/3G, with network across the UK. *3GIS* is Hi3G and Telenor's network sharing JV for 3G with network outside of the largest cities in Sweden. *Svenska UMTS-nät* is Telia and Tele2's network sharing JV for 3G, with network across Sweden. *Net4Mobility* is Tele2 and Telenor's network sharing JV for 2G/4G, about to establish network in Sweden. *TT-Netværket* is Telia and Telenor's network sharing JV for 2G/3G/4G, about to establish network in Denmark. *NetWorks!* is T-Mobile and Orange's network sharing JV for 2G/3G/4G, about to establish network in Poland. In *Australia*, Optus and Vodafone Hutchison take their 3G network sharing JV further into 4G.

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