



**Budgets and investment plans from a representative sample of large and medium-sized Nordic organisations**

**Allocation of telecommunications costs on invested resources**

**Proven cost reduction methods**

**Satisfaction rating of Nordic telecommunications operators**

New report:

## **Nordic Telecommunications Costs & Investments 2005**

Large and medium-sized organisations

- ***How does your organisations telecommunications costs compare to other organisations in your industry?***
- ***Which operators are Nordic organisations most satisfied with?***
- ***What types of telecommunications projects will organisations in your industry invest in?***
- ***Which are the most successful methods used by Nordic organisations to reduce costs for telecommunications?***

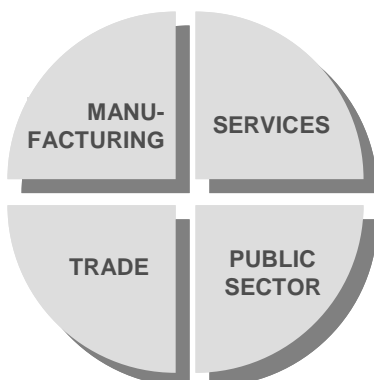
The convergence of information technology and telecommunications together with continued de-regulation is creating a wealth of opportunities to reduce telecommunications costs through new investments and better purchasing and negotiation.

The question now is how telecommunications costs will develop in the near future and what investments will be made. Another important issue is how quick the convergence between information technology and telecommunications will happen.

Waagstein Research's report *Nordic IT Costs & Investments 2005* maps out the telecommunications costs and investments of Nordic companies and organisations in 2005. The size of the telecommunications costs of companies in both companies and public organisations are reported. Furthermore, the allocation of telecommunications costs on invested resources (hardware, software, personnel etc.) as well as on fixed and mobile telephony are described and analysed. The types of planned investments projects and investments size are also reported.

Waagstein Research's report *Nordic Telecommunications Costs & Investments 2005* is specifically designed to:

- Support Nordic companies and organisations in determining appropriate telecommunications cost levels.
- Provide tools for reducing telecommunications costs.
- Provide support for management in negotiating telecommunications budgets.
- Facilitate decisions on telecommunications investment projects.



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## Measured cost categories:

- Hardware
- Software
- Internal personnel
- External services
- Telecommunication services – traffic fees
- Telecommunications services – other costs
- Facilities
- Outsourcing

## Method

The survey, which is quantitative, has been carried out by means of a survey of leading decision makers such as Finance manager, IT/Telecommunications manager, Purchase manager and Administrators in Nordic companies and organisations in the private and public sector. The interviews were made in February 2005. The results from the survey is presented and analysed broken down by country, sector and size:

| Country:  | Sector:         | Size (turnover):              |
|-----------|-----------------|-------------------------------|
| • Sweden  | • Trade         | • Medium-sized (25 – 75 MEUR) |
| • Denmark | • Services      | • Large (>75 MEUR)            |
| • Norway  | • Manufacturing |                               |
| • Finland | • Public sector |                               |

## Target group

The report is written based on mainly the needs and requirements of the management responsible for telecommunications in medium and large-sized companies and organisations. The target group of the report is primarily: IT/Telecommunications managers, Purchase manager, Finance managers, Outsourcing managers, Controllers, Administrators, Consultants and CEOs. The report will however also be interesting for vendors of telecommunications products and services in order to better understand their customers.

## Price and delivery

The price of the report is EUR 2150 (excl. VAT).

The report is delivered in both printed format and in a digital copy in PDF-format for free distribution within your organisation.

To order or get more information contact John Karlsson at +358-40-5545333 or e-mail [john@waagstein.se](mailto:john@waagstein.se).

## About Waagstein Research

Waagstein Research is an independent research company that provides IT governance services. Our focus is on the business and financial aspects of corporate IT operations.

Our customers are large Nordic companies and organisations and our target audience is decision-makers such as IT managers, IT strategists, financial managers and controllers.

Waagstein Research's industry-specific analysis, competitive insight and strategic advice give businesses the tools they need to optimise their IT operations.

## Waagstein Research AB

+46 31 811 910  
info@waagstein.se  
Drottninggatan 22  
SE-411 14 Göteborg  
Sweden

# www.waagstein.se

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