

Ericsson extends managed services leadership across Africa

Ericsson has signed a five-year managed services agreement with MTN for its Nigeria operations which not only extends Ericsson's managed services leadership across Africa, but reportedly makes Ericsson MTN's largest managed services partner on the continent.



Under the contract, Ericsson will assume full responsibility of the management, optimisation and field maintenance of MTN's network infrastructure in Lagos, Abuja, Enugu, PHC and Asaba, which represents 75% of the network. With Ericsson taking over the day-to-day operations of the network, MTN is able to focus even more on its core business; providing a superior customer experience across all its network offerings.

Michael Ikpoki, chief executive officer, MTN Nigeria, says: "This engagement with Ericsson is a logical step forward in our strategy execution and is consistent with our commitment to deliver a bold new digital world to our customers across Nigeria. Leaving the management and maintenance of our

infrastructure to Ericsson will allow us to focus even more on adding value to the customer experience on our network. We consider this partnership a joint investment in the growth of the telecommunications industry in Nigeria and a great opportunity to strengthen ICT knowledge and specialisation locally. Ericsson is the global leader in the managed services space and the right partner for us."



MTN will retain ownership and full control of its network assets and continue to have responsibility for strategic design and planning, as well as equipment purchasing decisions.

Seckin Arikan, vice president, Ericsson sub-Saharan Africa, says "This agreement marks another milestone in a longstanding partnership with MTN in Nigeria. We are proud to have been a part of MTN's journey since inception, and continue to work together to deliver high quality services to end-users. Ericsson has a long-term commitment to Nigeria and has invested heavily in building the local competence and capacity required to execute a project of this magnitude".

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