

Programme Management for Unisys

Programme management for the successful \$70m solution rollout of a new broadband and triple-play provider in Denmark.

Background:

Danish Utility company TRE-For, with existing water and power businesses, was seeking to leverage its core competency and customer base as an infrastructure provider. To this end it set up TRE-For Bredbånd to rollout an Ethernet based FttH (Fibre to the Home) network to enable the delivery of TriplePlay services in the Trekantomraadet region of Denmark.

Unisys had the task of delivering a combination of telecommunications and IT systems, services, equipment, business operations and industry expertise to design and build the solution for TRE-For Bredbånd.

The challenge:

The **Unisys** telecoms blueprint was applied as a solution framework and predefined template documents and models were mapped to TRE-FOR Bredband's strategy to develop their business and technical requirements. This helped to develop a fully traceable functional requirements specification and define an implementation programme for TRE-FOR Bredband.

A Programme Manager with experience in telecommunications and IT was essential to ensuring the successful launch of TRE-For Bredbånd.

Clevercoms involvement:

The Clevercoms Programme Manager worked with the **Unisys** team of Telco engineers, architects and business consultants. He was responsible for the design and roll out of a Cisco based broadband network infrastructure and supporting (OSS BSS) office systems and processes required to deliver triple play services (broadband access, VoIP, IP-TV, VOD, HDTV) to TRE-For Bredbånd's residential, business and local municipality customers in Central Denmark.

This was the first end-to-end FTTH Equal Access Network (EAN) in Denmark and supported triple-play services delivered by a range of Danish and international service providers.

The result:

The skill and experience of the Clevercoms Programme Manager was vital to the **Unisys** team. He helped to ensure the successful rollout of the \$70m solution to launch TRE-For Bredbånd as a broadband and triple-play provider in Denmark.

Key achievements:

- The Programme was tasked with the green field design, development and implementation of all systems, processes and infrastructure required to operate TRE-FOR Bredbånd. It enabled an initial service rollout to 15 pilot customers ahead of schedule, leading to the successful public launch of TRE-FOR Bredbånd

as planned in November 2005 with further rollouts supporting the expansion of services and network during 2006.

- Formed and motivated a core programme team of 50 on-site reports from 14 countries and then expanded the team to include 6 sub-contracted organisations and off shore resource providing specialist services.

UNISYS

“This was a complex and challenging project which involved significant IT and change management. The Clevercoms Programme Manager demonstrated excellent organisational skills and tremendous tenacity in achieving a common goal. His ability and experience ensured that we were able to deliver multiple programmes successfully.”

Rory Meffen, Director for Telecoms Triple-Play EMEA

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