

## Study trip to Sweden:

Successful experience in the expansion of fiber optic networks - in practice  
4.-6. November 2018

**Locations:** 4.+5.11.2018: SSNF, Drottninggatan 94, 111 36 Stockholm  
6.11.2018: Vnext, Vasagatan 16, 11136 Stockholm

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### Sunday, November 4th

at SSNF

**Location:** SSNF, Drottninggatan 94, 111 36 Stockholm

- 16.30 Role and tasks of SSNF in fiber optic expansion in Sweden: focus on business and service interfaces  
*Mikael Ek, VD/Managing Director, Svenska Stadsnätsföreningen, Swedish Local Fibre Alliance*
- 17.15 Construction of fiber networks: New technologies and costs  
*Jimmy Persson, Technical Product Manager, Robust Fiber Management Council*
- 18.15 End of day/ return to the hotel
- 19.00 Dinner sponsored by VNext, Hotel Grand Central by Scandic, Kungsgatan 70, Stockholm
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### Monday, November 5th

at SSNF

**Location:** SSNF, Drottninggatan 94, 111 36 Stockholm

- 9.15 *Welcome notes*
- 9.30 A Triple Play Service Provider's relationship with fiber optics and open networks. How did the transmission from coaxial to fiber cables work?  
*Stefan Trampus, Director of Sales, Com Hem Group*
- 10.30 Successful approach of a regulator: development of the market  
What does the future look like? Position of PTS regarding open networks, acceptance of 3LOM an PLOM, activities according fiber networks  
*Bo Andersson, Ph.D., Chief Economist, Swedish Post and Telecom Authority (PTS)*
- 11.30 *Morning break*
- 11.45 Stokab Business Model: Future strategies and focus on dark fiber  
*Staffan Ingvarsson, CEO, Stokab*  
*Per-Olof Gustafsson, Senior Advisor, Stokab*

- 12.45      **3LOM: Quo vadis in Sweden?**  
*Peter Sandstedt, Managing Director, Botkyrka stadsnät*  
*David Tynnerstrom, Head of Sales and Marketing, Botkyrka stadsnät*
- 13.45      *Lunch break*
- 14.45      **Experiences with 3LOM**  
*David Hjälmgård, Vice President, L1\_L2 operator Västeras Fibra*  
*Jonas Rigner, Managing Director, L1\_L2 operator Västeras Fibra*
- 15.45      **Developments and experiences as System Integrator in the Swedish market**  
*Patrik Lidholt, Sales Manager, NetNordic Solutions*
- 16.45      *End of day*
- 17.30      *Meeting Point Hotel Lobby Hotel - (25 Min. very nice walk - guided by Jonas)*
- 18.00      *Empfang: Österreichisches AußenwirtschaftsCenter Stockholm*  
*Karlaplan 12, SE 115 20 Stockholm*
- 19.30      *Dinner sponsored by VAT and CMG*  
*(close to the Hotel Grand Central by Scandic)*  
*Hovmästare Kött- & Fiskbaren, Gamla Brogatan 40, 111 20 Stockholm, [www.kottfiskbaren.se](http://www.kottfiskbaren.se)*
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**Tuesday, November 6th**

**at VNext**

**Location: VNext, Vasagatan 16, 11136 Stockholm**

- 8.30      *Welcome notes*
- 8.35      **Strategies and market developments of a neutral network operator in Sweden: successes and lessons learned**  
*Jonas Gustafsson, Country Manager, VNext*
- 9.45      *Morning break*
- 10.00      **Telia Infra, our transformation from legacy to fiber and mobile in a very competitive market**  
*Ove Alm, Head of Telia Infra, Skanova (Telia)*
- 11.15      **The new teleoperator in Sweden**  
*Klas Westholm, CEO, TH1NG Internet AB*
- 12.15      *Closing Remarks and Lunch*
- 13.30      *End of Study Trip*