



Elion Uses Motive

JANUARY 18, 2007



AUSTIN, Texas -- Serving a population with one of the highest broadband penetrations per capita, Elion, the largest telecommunications provider in Estonia, has aggressive plans to deliver next-generation services to subscribers. To accomplish its goals, the company has deployed software from Motive, a leading provider of broadband management software, to ease the rollout and ongoing support of new service offerings for Elion's residential and business customers.

Estonia has established itself as a world-class technology leader through its commitment to access for its citizens. In 1999, Estonia completed an initiative to connect every school in the country to the internet, and in 2000, the government passed a proposal to guarantee internet access to each of its citizens. Since then, a consortium of government and private companies launched a project which has since trained more than 100,000 citizens to use the internet. In this 'highly connected' environment, Elion is well positioned to take advantage of next-generation services beyond high-speed access.

"Elion has always focused on combining a superior customer experience with innovative products and solutions," said Ingvar Kupinski, head of private customer services for Elion. "After a thorough competitive analysis, we selected Motive software to help us gain operational efficiencies in our business while improving customer service levels and retention. Going forward, Motive's unique built-in management technology will give us a critical advantage in delivering next generation services that provide a simple and rewarding user-experience."

[Motive Inc.](#) (Nasdaq: [MOTV](#) - [message board](#))

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