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Elisa, the first Finnish operator to offer Microsoft's cloud services

Elisa and Microsoft Finland have entered into an agreement whereby Elisa will be the first operator in Finland to provide Microsoft's cloud services. The joint offering will be launched with the general availability of Office 365 productivity solutions later this year. The companies are expecting the collaboration to generate significant new business.

The agreement enables Elisa to retail Microsoft's cloud services and incorporate them into Elisa's own range of services. This year, Elisa's service range will expand with the soon-to-be-launched Office 365 productivity solution that brings together the latest communications, collaboration and desktop products, including Microsoft Office, Microsoft SharePoint Online, Microsoft Exchange Online and Microsoft Lync Online. Elisa and Microsoft believe this joint offering will be especially appealing to small and medium-sized enterprises. Customers also have the opportunity to purchase other Microsoft cloud services from Elisa, such as the Dynamics CRM Online customer relationship management software.

"Cloud services are rapidly becoming more common in Finland. Microsoft will operate in the Finnish market in very close cooperation with a few strategically selected business partners. The collaboration with Elisa is an important step in our go-to-market strategy for Office 365. Operators are turning into ICT houses that offer a wide range of services and enable businesses to easily purchase software on a subscription basis," says **Anthony Gyursanszky**, Sales and Marketing Director at Microsoft Finland.

"IT purchasing is changing and getting easier. Today, services are increasingly acquired from the cloud. One of the reasons behind this transition is the rapid growth of tablet PCs and smartphones. The demand for business applications for those platforms is growing at the same pace because the information and the necessary applications are online and easily accessible from a wide range of mobile devices," adds **Pasi Mäenpää**, Executive Vice President, Corporate Customers at Elisa.

The collaboration enhances the opportunity for large enterprises as well as small and medium-sized enterprises to acquire more state-of-the-art ICT solutions. Elisa is now able to package their offerings in one contract, providing network services such as broadband alongside software as a service, and at the same price for enterprises of all sizes, which is a major benefit to customers.

Services available worldwide

Elisa will be able to provide its customers with worldwide access to Office 365, thanks to its partnership with the world's largest mobile operator, Vodafone.

"Our customers often require access to powerful communications and productivity solutions in different locations all over the world. Until now, deploying the services has required several partners, making it heavy from a contractual point of view. Now, with the assistance of Vodafone's existing global distribution channel, we can provide services in Finland and abroad using the same delivery method and with the best accessibility on the market," states Mäenpää.

Office 365 delivers the power of cloud productivity to businesses of all sizes, helping to save time, money and free up valued resources. Office 365 is simple to use and easy to administer – all backed by the robust security and financially-backed, guaranteed reliability expected from a world-class service provider.

Microsoft's Office 365 cloud service is currently in beta. Office 365's previous version has already proven to be a huge success in Finnish companies and the interest is expected to remain high. "Customers have reported to us that our model meets the demands of today's data administration very well. Cloud services help to reduce costs and give access to the latest software innovations," says Gyursanszky from Microsoft Finland.

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***Elisa Corporation** is a leading Nordic communications services provider and publicly listed in the Large Cap segment of NASDAQ OMX Helsinki. Elisa has operations in the Nordic countries, the Baltics and Russia. We serve some 2 million consumers regionally and around 150,000 enterprises and entrepreneurs internationally, offering a wide range of subscriptions with services. We provide experiences for people and enhance productivity for organizations online. Elisa focuses on developing consumer and corporate ICT and online services. Our revenues for 2010 were EUR 1.46 billion and we employ approximately 3,600 people. Elisa's global alliance partners are Vodafone and Telenor. For more information, visit www.elisa.fi.*

Microsoft

Founded in 1975, Microsoft is the worldwide leader in software, services and solutions that help people and businesses realize their full potential. In Finland, Microsoft has 280 employees and over 3,000 partners, whose combined vision is to help customers succeed by using Microsoft solutions. Globally,

Microsoft has approximately 92,000 employees, in 102 countries. Microsoft's turnover in the 2009 fiscal year was 62.48 billion US dollars.