

## HÖGANÄS STANDS FIRM IN SOUTHERN SWEDEN

### Höganäs

*Out of an 18th century coal mine, a world leading company has grown in Scania, in the southern region of Sweden. Through the years Höganäs AB has shifted its focus from coal and fire-proof clay to unique mixes of iron and metal powder. Customers are lining up from around the globe.*



At first glance the large mounds of powder may not look very impressive. But this material is highly sought after in many branches of industry. Metal powders are used in many ways: in gear sprockets, electronic equipment, ignition coils and electric motors. And anyone who eats food enriched with iron is also a customer of Höganäs.

#### **From coal and clay to powder**

The various metal powders produced today are a natural development of Höganäs' previous product line, namely coal and clay. The market for these products began to decline at the turn of the century and the idea of producing an alternative to pig iron was born. The result was sponge iron, which has a more porous structure.



Before the expiration of the last agreement, Höganäs decided to conduct a price and product comparison within the marketplace. The results showed that BT Infonet's services were considerably superior and competitively priced, and so the new agreement was signed. The new solution increased bandwidth and simplified communication while, at the same time, reduced overall costs.

"They are quite capable at BT Infonet," says Eskil Berg. "We have been customers since 1995 and it goes without saying that we would not have stayed if things were not as advertised."

### Höganäs — The Company

Höganäs AB was founded in 1797 as a producer of coal and clay used for, among other things, brick and the popular Höganäs stoneware jars. Currently the company is the world's leading producer of iron and metal powders with customers in the powder, metallurgic, welding and chemical industries. The company employs 1650 people at facilities in Sweden, Belgium, Brazil, England, Japan, China and the USA. Sales offices are located in England, France, India, Italy, Spain, South Korea, Taiwan and Germany. For more information visit <http://www.hoganas.com>

### The Requirements

It was nearing the time to re-evaluate the agreement with BT Infonet and Höganäs wanted to benchmark the products, services and prices against the marketplace. The goal was to create more bandwidth, improve communication and lower overall costs.

### The Solution

Using Private Internet for the network and DialXpress Professional for remote access services, means that all company units utilise a joint business system making communication faster, more secure and with greater cost efficiency.

### The Results

Developing the network has simplified communication and lowered costs. The remote access services enable the company's associates to work more efficiently regardless of where they are and without affecting company security.

## About BT Infonet

Infonet Services Corporation, a member of the BT Group plc group of companies, known for its quality of service, is a leading provider of managed network communications services for multinational entities.

Employing a unique consultative approach, BT Infonet offers integrated solutions optimising the complex relationship between enterprise applications and the global network. Extensive project management capabilities are the foundation for the services and solution offerings (broadband, Internet, intranet, multimedia, videoconferencing, wireless/remote access, local provisioning, application and consulting services) positioning BT Infonet as a single-source partner for multinational entities. In particular, BT Infonet IP VPN solutions offer multinationals a unique combination of Private and Public IP services as well as a full set of Managed Security and Mobility Services.

Rated "Best in Class" overall in Telemark's survey of Global Managed Data Network Services, Infonet Services Corporation has also won "Best Customer Care" and "Best Carrier" at the World Communication Awards. Founded in 1970, Infonet Services Corporation owns and operates The World Network<sup>®</sup>, accessible from more than 180 countries, and provides local service support in over 70 countries and territories.

Additional information about Infonet Services Corporation is available at [www.bt.infonet.com](http://www.bt.infonet.com).

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