

We help Fortum Distribution deliver  
20% of the power Sweden consumes.  
**What can we do for you?**



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## THE CHALLENGE

Fortum Distribution is based in Stockholm, Sweden. The company's networks deliver 20% of the power being consumed in the country. These networks are located throughout the country. The company has a strong focus on delivering power in a safe, reliable and cost effective manner. To this end, Fortum is investing close to USD 100M annually on upgrades of their network.

## THE SELECTION

Fortum Distribution has in the past principally relied on Telia's Datex network, but since Telia was phasing this service out, the company was forced to evaluate cost effective alternatives.

Mr. Sven-Bertil Gustavsson was charged with this task. "I required a solution that could be deployed irrespectively of distance, was quick to deploy, contained few system components to service and support, and was not dependant on public communication infrastructure which tends to fail during stormy weather conditions. Having surveyed the market and evaluated radio and other terrestrial solutions, TSAT had the solution that would best meet these requirements", says Sven-Bertil Gustavsson.

## THE SOLUTION

Fortum Distribution operates a fully redundant TSAT network with multiple HUB's located at secure facilities. Due to the integration of legacy RTU hardware, the network is effectively managing data traffic using multiple communications protocols. To improve the system response rate, a custom protocol accelerator was implemented which increased the throughput close to 100%. Currently more than 70 TSAT terminals have been deployed, and the system is continuously expanding as sections of the distribution system is being upgraded.

## THE BENEFITS

With the new communication solution in place, Fortum Distribution has better control over the network. Power can now be routed and delivered at lower cost.

**How can we improve your bottom line?**