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Intel Partners With Rostelecom

By The Moscow Times

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Rostelecom and Intel have signed a partnership agreement on development of customer terminals for broadband Internet access, the Russian telecom major said in a statement.

The companies also plan to combine efforts in operations with international equipment producers, making and selling devices under the Rostelecom brand.

Intel vice president John Davies was quoted in the statement as saying "the computer and access to the Internet are components of a single service with modern providers," adding that "we are happy that Rostelecom is supporting Intel Corporation's initiative to promote integrated solutions for providing consumers with modern technologies and services."

Rostelecom's "big three" competitors — Mobile TeleSystems, VimpelCom and MegaFon — have been selling devices for Internet access (modems, notebooks, netbooks and flatscreen computers) under their own brands for quite some time.

According to AC&M Consulting, Rostelecom had cornered 42 percent of Russia's fixed-line

broadband market as of the end of the first quarter of this year.

The company's market share in net connections came to 22 percent in the first quarter.

Rostelecom might also announce plans to develop its own retail chain in the near future. The company may be bringing in an outside operator to manage its outlets. Negotiations have already been held with retailers Yevroset and Svyaznoi.

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