

# NETWORK!

FOR PEOPLE IN THE NETWORK SYSTEMS BUSINESS OF LUCENT TECHNOLOGIES

## *Of Interest*

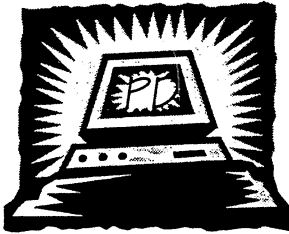


### New Policy

### Deployment Web Site

If all of us in Network Systems pull together and actively pursue linked objectives and delivery of results, we'll move Network Systems to the next level of performance. That's what Policy Deployment is all about. The new Policy Deployment web site (<http://www-nscio.lucent.com/ns/pd>)

details information about skills, product cost reduction, seasonality, and other policy deployment initiatives. Also



located on the

site are links to information about Customer Driven Product Delivery

(Project Cheetah; web site:

<http://www-cheetah.lucent.com>) and

Customer Driven Product Realization

(Project Lightning; web site:

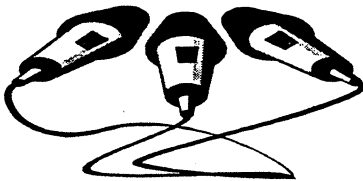
<http://infoview.lucent.com/lightning>.)

More Of Interest on next page

## Live from Lisle/ Naperville...

### NS Employee Broadcast

August 14



For details, see "Employee  
Broadcast" on page 2

## *NS Announces*

### NS Equipment Part of Major U.S. Navy Telecom Upgrade

Lucent Technologies Government Solutions has been selected by the U.S. Navy as a prime contractor for a major upgrade of the agency's voice, video and data capabilities. Lucent, the only bidder to

will supply a variety of business communication, data networking and network

equipment, including the

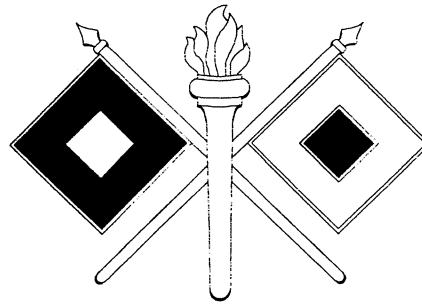
Network Systems 5ESS®-2000

Switch,

SONET multiplexers, and

WaveLAN™ and WavePoint™

systems for wire-



receive a full contract, will supply

less network connectivity. □

## *Feature of the Week*

### Rouen Facility Gets ISO 14001 Certification

In a celebration of environmental leadership, the sixth annual "Health, Security, and Environmental Conference" was held recently at Lucent's manufacturing center in Rouen, France. The conference was held to honor the French facility's pioneering environmental commitment, and the most significant honor of the day was given to Rouen's Network Systems unit, which received ISO 14001 certification from the Environment Committee of the French Quality Control Association (AFAQ).

ISO 14001 is a rigorous, quality-oriented program that aligns

the company's environmental management systems with a single global standard. ISO 14001 is part of a larger set of worldwide environmental standards (known as ISO 14000) developed by the International Organization for Standardization (ISO).

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- 4.... NS in the News

## Employee Broadcast

Network Systems President **Dan Stanzione**

will host a live employee broadcast from Lisle/Naperville, Ill., on August 14. The broadcast will begin at 10:30 a.m. Eastern time. Check with your local employee information sources to find out where the broadcast will be received in your facility.



## Employee Opinion Survey: Let's Hear from You

In mid-August, Network Systems people will receive the 1997 Global Network Systems Opinion Survey, called the Value in People (VIP) survey. The response rate to last year's survey was 58%—and Network Systems business leaders hope the response will be even higher this year. The survey is brief—it will take only 15-20 minutes to complete—and focuses on Lucent and Network Systems values, people and mission. Employee opinions gathered by the survey will help Network Systems continue to develop programs that will move the company toward a high-performance operating environment. Network Systems leaders are committed to sharing the results and acting on them to make Network Systems a great place for our people, our customers and our shareholders. Make your voice heard. Register your opinion between August 18 and September 19, 1997.

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## Rouen Facility Gets Certification

Continued from page 1

The Network Systems business in Rouen has proven to be a true leader in finding environmentally-conscious manufacturing techniques. Although the award was given only recently, the site qualified for ISO 14001 certification in January, becoming the second Lucent site worldwide to reach the standard—the first was another Network Systems location in Tres Cantos, Spain. The facility in Rouen is an example to other Lucent manufacturing sites—the waste disposal and hydrocarbon discharge management methods used there are now being applied throughout Lucent. Since Rouen received the honor, thirteen other ISO 14001 certifications have been awarded to Lucent locations in:

Bangkok, Thailand; Madrid, Spain; Malmesbury, England; Matamoros, Mexico; Monterrey, Mexico; Singapore; Taiwan, China; Huizen, Netherlands; as well as to three U.S. locations: Allentown, Pa.; Dallas; and Orlando, Fla.. Future certifications are expected in the upcoming months.

While the ISO 14001 certificate was the most significant honor bestowed upon the French facility, it was not the only one. Among the other awards, Rouen received A Lucent "Environmental Heroes Award" that included \$1000 for Rouen universities. □

—Jonathan Schweig

## NS Completes Its First Installation of an 1800 MHz GSM Network in Hong Kong

Network Systems participated in its customer's "soft launch" of Lucent Technologies first Global System for Mobile Communications (GSM) wireless network operating at the 1800 MHz frequency. GSM is the European standard for digital cellular service. The customer is Pacific Link, one of Hong Kong's six licensed Personal Communications Services (PCS) operators. Lucent was selected in November 1996 to supply the GSM 1800 network infrastructure equipment for Pacific Link's PCS network.

The design, planning and implementation of the network was completed within eight months from the

contract signing. The turnkey solution includes network elements such as the Mobile Switching Center, Base Station Center, Voicemail Systems and short message and mobile data capabilities.

The commercial launch of the network is still several months away while Pacific Link prepares its network for customer service in accordance with government licensing requirements. Network Systems will continue to provide on-going technical and developmental support for full deployment and operations of Pacific Link's PCS network.

Lucent has GSM customers in India, Malaysia, Brunei, Germany, Saudi Arabia, France, Switzerland, Portugal, Cameroon and the United Arab Emirates. Lucent has also signed GSM 1800 network contracts with Tuntex and KGT of Taiwan. □

Look for NETWORK! on the Web  
<http://infoview.lucent.com/pubs/network>



# Industry Briefing

## About Our Competition...

### **Alcatel**

◆ **Let Integration Begin**—Alcatel Data Networks is expected to announce plans to integrate Internet protocol (IP) switching onto its asynchronous transfer mode switch products. (*Telephony*, July 21)

### **Ericsson**

◆ **Japan Telecom Win**—Ericsson said it had received an order for an experimental wideband wireless multimedia system from Japan Telecom. (*Tribune Business News*, July 31)

◆ **Hit in Taiwan Market**—In a new contract with Taiwanese network operators, Ericsson will supply GSM networks valued at around \$260 million. By winning this new business, Ericsson claims to have captured close to half of the recently deregulated Taiwanese market. (*Digital Cellular Report*, July 30)

◆ **Breakthrough in Oman**—Ericsson said it gained an order worth \$20 million from the General Telecommunications Organization, Ministry of PT&T, of the Sultanate of Oman [to expand the GSM network in Muscat]. (*Dow Jones International News Service via Dow Jones*, July)

### **Motorola**

◆ **Win in Oman**—Oman awarded a \$13.2 million contract to Motorola to expand the GSM network in two of its provinces. (*Reuter*, July 30)

### **Nokia**

◆ **Win in China**—Nokia said it has received an order to expand a cellular telephone network in the Chinese province of Zhejiang. The order is worth \$80 million. (*Dow Jones International News Service via Dow Jones*, July 31)

### **Nortel**

◆ **Hong Kong Win**—Northern Telecom said it won the bidding to supply a US\$150.0 million turnkey personal communications network to Taiwan's ChungHwa Telecom. (*Dow*

*Jones International News Service via Dow Jones*, July 31)

### **Siemens**

◆ **Siemens' Three Deals**—Siemens last week completed a triad of deals [two with 3Com and one with NetSpeak] for integrated voice and data networks, the generally agreed-upon single architecture of the future. (*Telephony*, July 14)

## About Our Customers...

### **Japan Telecom**

◆ **Japan Telecom to Develop W-CDMA**—Japan Telecom Co. said it will use wide-band CDMA technology for next-generation digital cellular phone network it plans to launch around 2001. (*Reuter*, July 29)

### **US West**

◆ **Bill Affects Wireless Deal**—US West's \$2.3 billion plan to sell its cellular business to AirTouch Communications suffered a major setback after the companies appeared to lose their bid to win an exemption from new laws on tax-free transactions. (*Wall Street Journal*, July 30)

## About the Industry....

### ◆ **Wireless Joint Venture**

A group of seven wireless telephone companies plans to announce a venture that would allow them to jointly market digital wireless phone service under a new brand name, GSM Alliance. The alliance includes Pacific Bell Mobile Services; Aerial Communications; Omnipoint; Western Wireless; Powertel; Microcell Telecommunications; and BellSouth Mobility. The companies are expected to announce the venture next week. (*Wall Street Journal*, July 31)

◆ **BT/MCI Approval Update**—Reed Hundt, the chairman of the Federal Communications Commission, said that he would support British Telecommunications' [BT] \$21 billion takeover of MCI Communications Corp. The

deal must still be approved by the full commission, but people close to the FCC said a rejection was highly unlikely. (*N.Y. Times News Service via Dow Jones*, July 28)

◆ **Billions Unlikely from FCC Licence Sales**—Under the [U.S. government] spending plan, the Federal Communications Commission (FCC) is expected to raise \$21.3 billion in five years by selling television, cellular and paging licenses. Not likely, say industry analysts. In fact the FCC might have to resell \$10 billion worth of cellular licenses already awarded because the winners cannot pay the high prices they bid. (*The Washington Times via Dow Jones*, July 30)

◆ **Wireless Tidbits**—About 16.6 percent of Americans, or about 50 million people, now pack wireless telephones for personal or business use or both. Industry analysts expect 40 to 45 percent of the population to have wireless phones by 2005. Most consumers, about 58 percent, say safety is the No. 1 reason they have wireless service. (*Tribune Business News*, July 28)

◆ **PCS Survey Says...**—Despite all the hype about the superiority of digital wireless service, 99 percent of cellular subscribers opt for analog service, according to Herschel Shostek Associates, a Maryland firm that tracks the wireless industry. (*Tribune Business News*, July 28) The [Herschel Shostek Associates] survey finds that personal communications services (PCS) carriers may be losing that marketing edge because it's taking so long for them to provide full coverage in their market areas. (*The Washington Post*, July 29)

◆ **PCS in the Future**—By 2001, says senior analyst Simon Reeves, PCS sales in the U.S. market for mobile voice services will total \$31.4 billion. Reeves believes PCS will generate \$1 in revenue for every \$4.20 generated by cellular. (*Communications Today*, July 25) □

## Lucent, GTE Get Full Navy Contract

Within hours of winning part of a Navy contract with a maximum value of \$2.9 billion, units of AT&T and Bell Atlantic decided not to accept their share and ceded the government work to Lucent and GTE. Bell Atlantic and GTE both sought full contracts but were awarded partial contracts. Lucent won the right to compete for the bulk of the work, while the others won the right to compete for just part of it. Lucent and GTE will modernize the Navy's communications and data systems. Baby Bells such as Ameritech, SBC, BellSouth and U S WEST also are part of the Lucent team and provide phone access to different bases and installations. (*Star-Ledger [New Jersey], July 31*)

## Messaging—An Uphill Battle?

Lucent's proposed acquisition of Octel promises to facilitate the development and acceptance of universal messaging [common interface for E-mail, faxes and voice mail]. "The question is whether they [Lucent and Octel] can together deal with voice messaging and the price drop in this market," said Jim Burton, president of CT Link, a consultancy. "This isn't the killer app everyone thought it would be because nobody wants to put out the money for it." (*CommunicationsWeek, July 21*)

## Messaging—The Next Frontier

If all goes as planned [with the Octel acquisition], it will unify the approach of these two giants [Lucent and Octel] toward unified messaging and other computer telephony applications. This can only help invigorate the market, widely considered to be the next frontier for most networking VARs (Value Added Resellers). From an end-user perspective, the benefits of unified messaging are obvious. Instead of searching three places for vital

business correspondence, virtually all your digital communications would be managed in one place. (*Computer Reseller News, July 28*)

## Products Tailored for Local Markets

(*Telecom Forum interview with Stanislaw Szuder, managing director and chairman of the board, Lucent Technologies Poland S.A.*)

**Szuder:** "The philosophy of Lucent Technologies worldwide is both factories and research departments specialize in particular components and construct an end product for the need of the country in which they are operating. This is precisely the case at Bydgoszcz, Poland, where 5ESS exchanges are constructed for the Polish market. (*Telecom Forum [Poland], July*) □

## Of Interest Continued from page 4

### Lucent Magazine

There are plenty of business opportunities out there. To capture these, Network Systems associates visit the "Opportunity Room," detailed in the July/August issue of Lucent Magazine. Lucent Magazine is being distributed to Lucent locations worldwide this week. This issue features Lucent ventures Inferno, elemedia and Veridicom, and explains the importance of patenting ideas. Also covered are the Philips Consumer Communications joint venture and how Network Systems associates helped a customer put flood victims back in touch.

If you don't receive your copy by August 8, contact your mailroom. If your mailroom is unable to provide you with a copy, contact **Barbara Takacs (btakacs@lucent.com or 908-582-5075)**. □

The Network Systems people featured in the July/August issue of Lucent Magazine:

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Greg Gerrish, Warren, N.J.,  
Philip Grillo, North Andover, Mass.,  
Bill Halas, Warren, N.J.,  
Ruth Hamilton, Greensboro, N.C.,  
Dave Maddox, Greensboro, N.C.,  
Mary Otto, Naperville, Ill.,  
Diana Phillips, Norcross, Ga.,  
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