

# NETWORK!

FOR PEOPLE IN THE NETWORK SYSTEMS BUSINESS OF LUCENT TECHNOLOGIES

## And the winners are..

Thanks to all the employees who took this month's Lucent Technologies Challenge by sending in their quizzes.

Congratulations to **Jan Neuteboom, Andy O'Leary, Rodney Cross, Paul Kirk, Larry Caldwell, Becky Donnelly, Kevin Morgan, Oleg Stetsenko, Barbara Webb, and Gloria Szubrowski.** The lucky winners will be keeping the sun out of their eyes with their new Lucent Technologies hats.

Here are the correct answers:

### Q: What is CommVault?

A: CommVault, recently spun off from Network Systems, designs and markets a fully integrated line of network storage management solutions for distributed client/server environments.

### Q: What Network Systems product was named one of the 25 most "technically innovative" in 1995?

A: 1450D Dense Wavelength Division Multiplexer (DWDM)

### Q: What is LINUS?

A: LINUS is your electronic connection to Lucent Technologies' Library Network.

### Q: What company awarded NS its first sale in Siberia?

A: Norilsk Metal

### Q: How many additional calls can be made on Lucent's 5ESS@ switch at the Centennial Olympic Games?

A: 25 million

Take a chance on more fantastic prizes next month when the quiz appears on July 18. As usual, the questions will be taken from the next four issues of **NETWORK!**, so read 'em and win. □

## NS wins US \$90 million contract from Indonesia's PT Telkom

NS announced on June 24 that it has won a US \$90 million contract from PT Telkom, Indonesia's national domestic telecommunications company, to help establish a world-class telecom network in Indonesia.

The contract is part of the country's previously announced long-range development program to expand and modernize its telecom network to meet world-class standards.

The contract calls for NS to install 283,500 digital 5ESS®-2000 switch lines at 17 sites in and around Jakarta during 1997 and 1998. In addition, the contract includes Integrated Services Digital Network (ISDN) and C7 signaling high-speed voice and data upgrades to PT Telkom's network.

### Five-year expansion program

Indonesia, which has a telephone density of approximately 1.4 telephones per 100 inhabitants, plans to expand its telephone network by

adding at least five million lines during the current five-year telecommunications development program, which ends in 1999. This contract will bring the total number of lines on order from, or installed by Lucent Technologies for Indonesia to more than one million.

"This new order demonstrates the high level of confidence Indonesia has in our ability to deliver the most advanced telecommunications technology," says Gary Powell, president, NS Indonesia. "It also underscores the ability of our Indonesian manufacturing plant to produce world-class systems for our Indonesian customers."

In 1993, Lucent established a joint venture with PT Citra Telekomunikasi to manufacture, assemble, and test advanced telecommunications equipment, including the 5ESS-2000 digital switching system. The facility is located in Cibitung, near Jakarta. □

## Lucent unveils Internet strategy

They say that "everything's bigger in Texas," so it's only fitting that Dallas was the site this week for SuperComm '96 — the largest U.S. trade show for the communications industry. A record 36,000+ people attended the conference, as more than 630 exhibitors displayed their products and services in hopes of grabbing a bigger piece of the rapidly changing communications market. As always, Network Systems was right in the middle of the action.

"SuperComm is traditionally the most important conference of the year," says Ray Zardetto, Network

Systems Media Relations director. "Everybody's there — long-distance carriers, local exchange companies, competitive access providers, wireless providers, cable companies, you name it — and the show also has become more international in recent years, so it's a great place for us to showcase our capabilities and promote Lucent Technologies."

**Unveiling our Internet strategy**  
Addressing 30 reporters at a press briefing hosted by Lucent Technologies on June 26, Dave

**SUPERCOMM '96**

Continued on next page

## Lucent unveils Internet strategy Continued from previous page

Schriftgiesser, Broadband Networking vice president, presented the newest elements of Lucent's Asynchronous Transfer Mode (ATM) strategy, discussed the Inferno™ operating system, and unveiled the company's three-part Internet strategy, which focuses on helping service providers to:

- generate revenues through new Internet-related services,
- cut operational costs by decongesting Internet-access traffic,
- provide faster turn-up of Integrated Services Digital Networks (ISDN) lines.

Schriftgiesser outlined a portfolio of Internet-ready products and services that addresses each of the three elements. For example, to help Internet service providers create new revenues, Lucent's offer includes the Scaleable Domain Name Server. This integrated hardware and software platform can accommodate wide-scale Internet expansion and help providers take advantage of economies of scale. To help providers cut costs, Lucent offers Access Gateway, which reduces expensive networking chores, as well as Security Server, which provides subscriber authentication for secure network access.

The Information Superhighway has its own form of traffic tie-ups — it's called network congestion, and it's a major challenge for service providers. To help alleviate that congestion, Lucent announced several products that help network managers identify long "hold-time" Internet users and reassign them to new switch circuits that can handle the heavy traffic. These include BILLDATS® applications software, Access Interface Unit (AIU), and the 5ESS®-2000 switch primary rate interface expansion, which allows for more ISDN lines to be connected to a given switch module.

Finally, because ISDN is the fastest — and most ubiquitous — dial-up route to the Internet today, Lucent's Internet offer also is designed to streamline and shorten the time it takes to put an ISDN line

in service. Combined with the 5ESS-2000 service profile identifier download feature, two new software tools — the ACTIVIEW™ process manager and the CONNECTVIEW switch element manager — enable service providers to automate the process of delivering just-in-time ISDN services.

### **But who's counting ...**

Wireless technology was also in the spotlight at SuperComm. As evidence of the demand for Code Division Multiple Access (CDMA), and demonstrating its leadership in this emerging technology, Lucent announced on June 25 that it has manufactured and shipped 1,500 CDMA minicells to date. The minicells are used in Personal Communications Services (PCS) as well as

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***"We are on an aggressive production schedule that probably would be difficult for any other wireless network supplier to match."***

***-- Scott Erickson,  
VP of Marketing, Wireless***

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existing cellular networks in major markets across North America.

"We are on an aggressive production schedule that probably would be difficult for any other wireless network supplier to match. This is the schedule our customers are demanding," said Scott Erickson, vice president of Marketing for Lucent's wireless infrastructure products. "At our Product Realization Center [in Mount Olive, N.J.], we've reduced by half the time it has formerly taken to commercialize our technology. That's testament to the success of building a cohesive culture of teamwork among the people who work on these products."

### **Other key announcements**

Also at SuperComm, Lucent announced the expansion of an existing agreement to offer the General DataComm, Inc. (GDC) access or "edge" ATM nodes to service providers worldwide. The two companies will continue to integrate

the GDC APEX® family of ATM systems with Lucent's GlobeView®-2000 broadband system and will jointly develop and offer network management interfaces to manage network traffic. The announcement means the reseller agreement which applied primarily to customers in Europe, the Middle East, Africa, and Asia/Pacific will now also include service providers in the United States.

In addition, Lucent announced plans to resell ADC Kentrox's modular AAC-3™ access concentrator as part of its GlobeView-2000 broadband system to make it more cost-effective for service providers to build end-to-end ATM-based networks.

"The GCD and ADC Kentrox announcements round out Lucent's ATM network offer and enable us to offer an end-to-end platform which is more flexible and more cost-effective for our customers," said Schriftgiesser.

### **Solutions on display**

Network Systems' SuperComm booth gave attendees an "up-close and personal" view of its key products and services: The 5ESS® - 2000 switch, our long-distance offer, wireless solutions, our Internet strategy, as well as Inferno and other software applications. In addition to its 60-square-foot booth, Lucent also brought along its 20-foot-by-60-foot trailer, which houses a display of power systems and cabling systems.

Finally, NS launched more at SuperComm than just new strategies, products, and services. It also launched a new U.S. print advertising campaign. The first ad, designed specifically for SuperComm, is entitled, "You're free to compete. We're free to help you." It was featured on indoor banners at the convention center, on outdoor billboards, and in trade-show publications.

[*Editor's note:* The full text of press releases issued at the trade show can be found on the Lucent Technologies Web site: <http://www.lucent.com>]

# Getting involved with the Cheetah Program

You've seen the movie, now read the book.

The "movie" is the Cheetah Program videotape that made its debut on the May 9 quarterly broadcast hosted by Network Systems President Dan Stanzione. The tape also has been made available, along with a discussion guide, for viewing by groups or individuals wanting to know more about how the program relates to them. The key message on the tape: get involved with the Cheetah Program.

The "book" is the brand-new Cheetah Home Page launched this week at <http://www-nsocio.lucent.com/initiatives/cheetah>. The key message on the Home Page: how to get involved with the Cheetah Program. It offers descriptions of the five Cheetah projects, along with charts on roles and responsibilities. It also provides Cheetah status reports, as well as the agenda and minutes for the biweekly conference calls held by Stanzione and the other members of the NS Operations Council to review the program's progress.

## The Cheetah challenge

Basically, the Cheetah Program is an ambitious plan to improve Network Systems' delivery and business performance — all the

way from the moment the customer receives a quote to the time NS receives the cash. The members of the Operations Council are the "sponsors" of the five projects that make up the Cheetah Program:

- Project #1 (Simplify Systems and Products): Jim Brewington, president - Product Realization;
- Project #2 (Increase "Quote to Cash" Velocity): Bill O'Shea, president - International Regions and Professional Services;
- Project #3 (Manage Customer Expectations): Gerry Butters, president - North America Region;
- Project #4 (Deliver Complete Systems and Products Reliably): Jim Brewington, president - Product Realization;
- Project #5 (Accelerate Information Systems Change): Joe Colson, president - AT&T Customer Business Unit.

According to Stanzione, implementing those five projects "might just be the most important thing we do all year."

Full implementation, in fact, is expected to go well beyond this year, to a point in time when all of the activities associated with the Cheetah Program become part of our daily work routine. When will we know we've arrived? When we're delivering products consistently at the 95 percent level against the customer requested date, when our accounts receivable are 90 percent current, and when 98 percent of our systems orders are whole-order deliveries (100 percent complete), for example. If we all do our part, NS expects to reach that point in 1998.

We're all involved, and if we're not, we should be, emphasized Stanzione during the May broadcast: "The Cheetah Program touches almost every process in our business. Please learn more about it, ask for more information, and if you can't get it, complain."

If you haven't seen the Cheetah videotape, check with your supervisor or contact **NETWORK!** at [attmail!nsnews](mailto:attmail!nsnews) or fax number 908-559-1257. Better yet, visit the new Cheetah Home Page regularly for the most current information and stay tuned to **NETWORK!** for progress reports. □



## FYI -- For Your Information

### We're in touch so you'll be in touch

*Lucent Technologies Today*, Lucent's daily electronic publication, is available to all Lucent employees. The global publication includes fast-breaking news, letters to the editor, daily stock prices, heritage factoids, same-day press announcements, human resources-related information, and much more. To subscribe to the *Lucent Technologies Today* shared folder, go on-line to the AT&T Mail Network and type: subscribe to !lucent:today. To set-up LAN or PMX autodelivery, go on-line to the

AT&T Mail network and type: autodeliver !lucent:today. Or, call 908-582-4840, option two, and a representative from Library Express will help you subscribe.

### Final call for 1996 Software Symposium papers

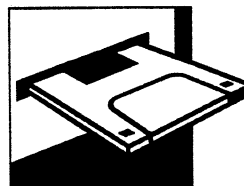
July 1 is the deadline to submit an abstract if you plan to present a paper, participate in a workshop or panel discussion, give a demonstration, or have an exhibit at the 1996 Lucent Technologies Software Symposium scheduled for

October 23-24 in Holmdel, N.J.

The success of Lucent Technologies depends on our ability to produce software. The software Symposium allows employees to share ideas, activities, and experiences with others in research and development.

For more information, see the Symposium Home Page on the

World Wide Web at: <http://www-gbcs.mt.att.com/SWsymposium/> or send e-mail to: [swsymposium@attmail.com](mailto:swsymposium@attmail.com) (or [attmail!swsymposium](mailto:attmail!swsymposium))



## Network Systems to install 95,000 lines in Poland

On June 26, Telekomunikacja Polska and Lucent Technologies Network Systems Poland S.A. (formerly AT&T Telfa) signed contracts to modernize Poland's telecommunications network in five regions: Gorzow, Zielona Gora, Leszno, Kalisz, and Wroclaw. The contract, valued at approximately US \$17 million, will provide service for more than 95,000 new subscribers and increase the network's effectiveness.

Under the contract, Lucent Technologies will supply and install

5ESS®-2000 digital switching systems during 1997 and 1998. The switches, which offer C7 signaling and Integrated Services Digital Network capabilities, will be supplied by Network Systems' manufacturing facility in Bydgoszcz.

Lucent Technologies has been present in Poland since 1990, and has offices and manufacturing and development facilities in Warsaw and Bydgoszcz. To date, Lucent has installed approximately \$100 million worth of telecommunications equipment in Poland. □

## Martinsburg MDC to close

On June 24, Lucent Technologies announced that it would close its material distribution center (MDC) in Martinsburg, Va. The change, effective August 23, is part of Lucent's ongoing plans to increase competitiveness and efficiency

resulting from AT&T's restructuring. Fifty-eight employees will be affected.

The 720,000 square-foot facility currently serves as a warehouse and distribution center for Lucent Technolo-

gies' products and network equipment. The work currently done at Martinsburg will be consolidated into other material distribution centers, with the vast majority of the work going to the center in Montgomery, Ala. The consolidation of material distribution operations was announced in January as part of the company's restructuring plan.

### Planning for change

Since the beginning of the year, 35 employees already have been placed in other positions within the company. The 58 employees who currently remain at the facility (six management and 52 non-manage-

ment) will have an opportunity to seek jobs at other Lucent facilities or take advantage of a benefits package to support them through the transition.

Under the provisions of the package, non-management employees

***"My hope is that all our employees will find promising positions elsewhere in the company or with other firms, or be able to use the benefits package to go back to school or to pursue other opportunities."***

***-- Bob Stiff,  
Martinsburg manager***

can receive lump-sum payments of up to 104 weeks of pay, based on length of service. Management employees can receive lump-sum payments ranging from five to 35 weeks of pay, based on age and years with the company. All employees are eligible for retraining and education benefits and will have access to resource centers.

"Although we've been planning for this change for a few months, it's still extremely difficult," says Bob Stiff, who manages the Martinsburg facility. "No matter how you look at it, there's a lot of pain associated with a major change like this. My hope is that all our employees will find promising positions elsewhere in the company or with other firms, or be able to use the benefits package to go back to school or to pursue other opportunities." □

## Interesting stuff

### Eric Sumner named NS Architecture vice president

Eric Sumner, Network Services Research vice president at AT&T Labs, will join Lucent Technologies July 1 as Network Systems Architecture vice president. Sumner, who will be supported by Jim Brewington, president - Product Realization, will lead the architecture and platform planning across Network Systems. In addition, Sumner will have responsibility for standards, best practices for R&D hardware and software, and Product Realization Center Technical Business Development.

Sumner joined AT&T in 1984, where he had broad responsibilities which included assignments in systems engineering, product management, research, and development. He has been a member of Bell Laboratories, ATS, and Consumer Products, and has worked very closely with NS Market Planning and the 5ESS® switch organization.

### SBC fiber cable delivery scores 100 percent

While delivery continues to be the topic of discussion in many areas of Network Systems, the Southwestern Bell Communications (SBC) Customer Team can boast 100 percent delivery performance on fiber cable so far in 1996.

The guiding force for this excellent record is a joint Lucent Technologies/SBC task force that works closely to ensure on-time delivery. The task force, dubbed the FOCAS (Fiber Optic Cable and Apparatus) team, meets monthly to monitor delivery, recommend stocking levels, and keep abreast of regulatory issues that may impact customer needs.

Lucent Technologies representation includes members from the SBC Customer Team, Customer Business Management, the Atlanta Works, and SBC contract management and inventory management. □

## NS makes inroads into competitor territory ... while residents sleep

In the wee hours of the night, 30,000 telephone lines in Victoria, British Columbia, were transferred from an 18-year-old switch to a new 5ESS@-2000 digital switch. The transfer, which took only about five minutes at 1 a.m. on June 22, was part of the largest and most complex switch conversion in the history of BC Tel, British Columbia's telco. Canada, of course, is "home" to one of Lucent Technologies' biggest rivals, Nortel.

The event marks the first deployment of a 5ESS switch in British Columbia, and the first time the

switch has been used to carry local telephone calls in Canada, in addition to long-distance traffic. More than two years of planning and field work went into the conversion, which involved more than 500 people from BC Tel and Lucent Technologies.

In October, an additional 45,000 Victoria lines will be transferred to the 5ESS switch. As presently configured, the switch will handle five years of growth in the Victoria area. However, because of its modular design, the switch can "grow" with the population with significantly less expense and effort than other switches. □

## Southwestern Bell awards NS win-back on distributing frame wire

Network Systems has been awarded a three-year "sole source" contract to provide Southwestern Bell with distributing frame wire. The \$2 million-plus-per-year contract was a win-back from Nortel and equates to about 40 to 50 million feet of the wire that will be used in central offices throughout Southwestern Bell's five-state territory (Texas, Missouri, Oklahoma, Kansas, and Arkansas).

"While the overall contract amount is not huge, the win is significant because it represents

steady business for an essential ingredient to Southwestern Bell's operation," says Chuck Worley, account manager for the SBC Customer Team in St. Louis. "The key factors in the win-back were price and quality."

The wire is produced at the Omaha Works, and the winning strategy involves using a yet-to-be-selected MBE (minority business enterprise) to cut, package, warehouse, distribute, and invoice the wire. The agreement is effective July 1. □

**Editor's Note: Due to the Independence Day holiday in the United States on July 4, next week's *NETWORK!* will be published on Wednesday, July 3.**

### Letters to the editor

*NETWORK!* will publish signed letters as space permits — reserving the right to edit for clarity. Please include your name, work location, and a contact number where we can reach you. Opinions expressed in the Letters section do not necessarily reflect the views of Network Systems management. See our contact information to the right.

## NETWORK!

*NETWORK!* is published weekly for people in the Network Systems business of Lucent Technologies. It is available as hard copy or through AT&T Mail shared folder !nsnews:network, at <http://linus.att.com/pubs/network>, and in NetNews under the lucent.pub.network group.

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## Industry watch

### Supercomm '96 spotlights new telecom products

Telecommunications companies will spotlight a wide range of products and services at the SuperComm '96 trade show this week in Dallas ...

Telecommunications equipment maker Nortel plans to disclose two contracts with an unidentified carrier. Nortel executives also will discuss product development related to SONET fiber-optic rings, the Internet, and high-speed switches known as ATMs (Asynchronous Transfer Mode).

Ericsson, maker of wireless phones, will introduce a product enabling phone calls over the Internet and offering Internet access over traditional copper wire. General Instrument will introduce its NLevel3 product which provides video service over traditional phone lines. GTE Corp. plans to disclose that it will provide Motorola paging software for advanced wireless data paging services.

StrataCom Inc. and PairGain Technologies will collaborate to demonstrate faster and cheaper technology capable of delivering Internet services. And Plano-based Inet Inc. will introduce the Spider, a modem for laptop computers aimed at the consumer market.

*(Dallas Morning News, June 24, 1996)* □

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Do you have an opinion to share or a story suggestion? Write to *NETWORK!*, Lucent Technologies, Room D3B09, 283 King George Road, Warren, NJ 07059. Fax to 908-559-1257. Send AT&T Mail to attmail!nsnews.

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