

# NETWORK!

FOR PEOPLE IN THE NETWORK SYSTEMS BUSINESS OF LUCENT TECHNOLOGIES

## Lucent to help Indonesian telecom become world-class operator by 2001

PT. TELKOM, Indonesia's leading network services provider, and Lucent Technologies jointly announced a unique initiative aimed at establishing the Indonesian company as a world-class operator within the next five years.

The initiative, formally referred to as the Knowledge Transfer Program, will be undertaken by Lucent Technologies' International Services division in partnership with AT&T. The project marks the culmination of the first phase of a three-year Memorandum of Understanding signed last October in Geneva between PT. TELKOM and AT&T World Services.

### Sharing knowledge

Through a combination of formal classroom training, internships at AT&T facilities in the United States, and in-country training, Lucent Technologies and AT&T subject-matter experts will team with PT. TELKOM management and staff to share their knowledge and experiences.

The focus of the program includes key areas, such as network operations, network planning, customer care, services marketing, product management, tariffs, fraud management, and interconnection.

The Knowledge Transfer Program was initiated in April of this year. By the end of 1996, more than 200 PT. TELKOM managers and staff will have completed key portions of the program.

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## Lucent makes its Asia/Pacific debut

Lucent Technologies continued its pursuit of opportunities in fast-growing global markets this week as it made its official Asia/Pacific (A/P) debut at the CommunicAsia '96 trade show in Singapore. The A/P region boasts some of the most dynamic telecommunications equipment markets in the world, with China forecast to grow at a 16 percent compound annual rate and Asia/Pacific as a whole predicted to expand at 10 percent per year.

Lucent's commitment to the region is evidenced by the 20 joint ventures in 13 countries and approximately 7,000 employees in Asia/Pacific.

The company had a major presence at CommunicAsia '96 this week, showcasing our most advanced communications systems for developing landline and wireless networks, as well as a range of

Business Communications Systems (BCS, formerly GBCS) products. Network Systems displayed a wide array of equipment at the trade show and made several announcements — the most notable being a new interconnect system and plans for a new generation of compact GSM (Global System for Mobile Communications) base stations.

### Manufactured in Asia

Launched at CommunicAsia '96, the Z-IDC Interconnect System is the first Lucent Technologies Main Distribution Frame system of its kind to be manufactured in Asia for sale to the international market. The Z-IDC Interconnect System for high-density copper cable and cross-connect terminations is for use by current and emerging network service operators.

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## NS product named one of the 25 most "technically innovative" of 1995

We've got a winner — a Circle of Excellence Award winner — that is. This week, Network Systems' 1450D Dense Wavelength Division Multiplexer (DWDM) was named one of the 25 "most technically innovative products" of 1995 by *Photonics Spectra* magazine. The product, developed by Bell Labs and manufactured and sold by Network Systems, received the Circle of Excellence Award at the Conference on Lasers and Electro-Optics in Anaheim, Calif.

Award winners were selected by the magazine's editorial advisory board, a panel of technical and business experts from the photonics community. The panel based its selections on product innovation

and excellence — the hallmark of our products.

"This award is an honor for NS and Bell Labs," says Phil Anthony, of the Photonics Research and Manufacturing Department at Bell Labs. "We developed the 1450D to increase substantially global telecommunications capacity on a single fiber for both long-haul and local access in a cost-effective manner."

### DWDM expands network capacity

The 1450D DWDM, developed by Bell Labs Research and based on patented technology invented by Corrado Dragone of Bell Labs' Access Communications Research Department, is used at the receiving end of a fiber-optic transmission

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## NS MWBE program team announces first-quarter results

When it comes to first-quarter MWBE results, there's good news — and not-so-good news — to report. First, the good news. After surpassing last year's MWBE total program goal by \$165 million, the team has hit the ground running this year while maintaining its focus, and delivering strong first-quarter 1996 results.

Results to date are at \$129.9 million, which represents 121 percent of the year-to-date (YTD) 1996 commitment objective, and 108 percent of this year's YTD stretch goal (\$600 million), due to increases in direct-payment and job-specific actuals.

### Looking to grow enabled sales

These outstanding results were tempered, however, by the YTD

enabled sales performance, which is at 75 percent and 60 percent of YTD commitment and stretch goals, respectively.

*"We are on the right trajectory, but we still have a long way to go in order to fully satisfy our customers' expectations relative to the amount of MWBE content provided in the goods and services we provide to them ..."*

*-- Walt Gibbons, Business Assurance vice president*

Enabled sales are sales to our customers via MWBE distributors and value-added resellers, and represent dollars that go directly

back into NS. In addition, enabled sales are a key way of delighting our customers and can lead to market-share growth. As you might imagine, growing enabled sales at a faster rate than payments is an important objective for NS.

"We are on the right trajectory, but we still have a long way to go in order to fully satisfy our customers' expectations relative to the amount of MWBE content provided in the goods and services we provide to them," says Walt Gibbons, Business Assurance vice president. "To the extent that we do that, we will further help them to be successful in their marketplace, and therefore enhance our ability to meet our own financial objectives this year." □

## Lucent makes its Asia/Pacific debut

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The system was designed and created in the United States by Bell Laboratories and is tailor-made to meet the specific needs of cable terminations in the Asian market. As the heart of the entire ExchangeMAX™ family, it enhances a new cabling concept, namely a structured cabling system for the central office.

### Compact base stations coming

Also unveiled in Singapore were plans for a new generation of Compact Base Transceiver Stations (BTS) for GSM 900 and DCS 1800 digital wireless networks. The Compact BTS product provides the ultimate base station solution to a host of wireless operators' needs. Unlike other small BTS products on the market, Lucent's Compact BTS offers increased cell coverage flexibility and provides the wireless operator with capacity expansion in high-traffic areas.

The small size of the Compact BTS provides real estate savings, while the simple design makes it easier to install and configure, and makes it highly reliable. The Compact BTS product is presently under development with availability expected in late 1997.

### Introducing the leadership

Systems and solutions weren't the only things on display at CommunicAsia '96, as Lucent introduced the company's Asia/Pacific leadership team: Jay Carter, president - Network Systems Asia/Pacific; Dave Johnson, regional vice president - Business Communications Systems, Asia/Pacific & China; and Don Green, president, Network Wireless Systems, Asia/Pacific.

"We're proud to make our Asia/Pacific debut at CommunicAsia and to join with the world-wide telecom industry in a powerful display of communications solutions that will fuel communications growth in Asia in the 21st Century," says Carter.

"With our long and honorable heritage, link to Bell Labs, and new company structure, our aim is to provide our unique set of communications building blocks — network infrastructure, including wireless technology; networking software; microelectronics; and voice recognition and processing technology — to provide network operators and Asia/Pacific businesses and multinational companies the communications solutions that will make their communications work," he adds. □

### Innovative

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link to sort and route lightwave signals carried on eight information channels, or wavelengths, within a single strand of optical fiber.

The 1450D makes WDM systems practical and commercial. It also provides seamless operation with emerging broadband systems, all-optical networks, and WDM passive-optical-network access systems.

### Right technology, right time

In the new Lucent Technologies broadband transmission system, which includes the 1450D DWDM installed this year in the AT&T Worldwide Intelligent Network, for example, each channel carries 2.5 gigabits (billion bits) of information per second, making the total capacity 20 gigabits per second.

At that rate, the system is able to transmit the equivalent of almost 5,000 novels in one second — about eight times as much as most long distance fiber-optic systems.

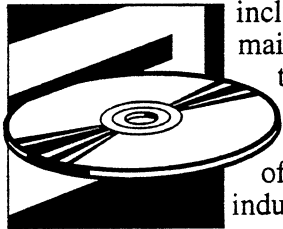
"It's our job to anticipate our customers' needs and provide them with solutions," says Anthony. "This is an example of Lucent Technologies providing the right technology at the right time." □

## Interesting Stuff

### Lucent partners on interactive multimedia program

High-school students soon will be able to tour manufacturing plants by computer and experience first-hand the challenges of running a business from production to quality control. How? Thanks to "Make It! America" — an interactive multimedia education program distributed free of charge to some 19,000 high schools across the United States. The program was created by the National Association of Manufacturers, the nation's largest industrial trade association, with sponsorship from member corporations, including Lucent Technologies.

"Make It! America" is the first school-to-work CD-ROM program that encourages students to experience the world of manufacturing.



The program includes three main avenues to explore: multimedia tours of three industrial companies —

Chrysler, Sony Digital Audio Disk, and Procter & Gamble; interactive, on-the-job simulations at each of these facilities; and a careers database that showcases jobs in manufacturing. The careers database shows students the many job opportunities available and can be customized based on students' personal interests.

The "Make It! America" program also is useful to public libraries and career counselors in addition to high schools.

**NETWORK!** is offering copies of the CD-ROM program to the first 10 readers who send in a request. If you'd like to obtain a copy, please send your name, address, and phone number to [attnmail!nsnews](mailto:attnmail!nsnews) or fax your request to 908-559-2753.

## Industry Watch

### Siemens wins mobile phone contract in Oman

German electronics group Siemens AG said it won a contract valued at \$21.5 million to install a mobile telephone network in Oman.

Siemens says it will plan, deliver, install, and put into operation telephone exchange and base stations for a digital mobile telephone network based on the GSM standard.

Siemens said it would set up the system first in Oman's capital, Muscat, in November before expanding it to other parts of the country. The network will be completed by the end of 1997.

*(The Wall Street Journal, June 3, 1996)*

### Broadband Technologies offers new FITC architecture

Broadband Technologies, Inc. intends to offer a new fiber-to-the-curb architecture in the coming months that will provide a common drop feeding broadband capability to both the television and personal computer. The company also entered into a deal with Intel Corp. to speed broadband capabilities to the personal computer.

The new architecture, which has received positive initial response, will use the advantages of full ATM-edge-switching and will feature a lower cost per subscriber.

*(Fiber Optic News, May 20, 1996)*

## FYI -- For Your Information

### LINUS -- Your electronic library

LINUS is your electronic connection to Lucent Technologies' Library Network. Its 100 databases keep you informed on Lucent's upcoming events, tracks late-breaking news and monitors technical intelligence.

A wide variety of AT&T and Lucent-related databases are accessible via LINUS, including AT&T Archives, Directory of Services, AT&T/Lucent People, AT&T/Lucent Addresses, Lucent Technologies Today, and Superstore.

And there's more! You also can turn to LINUS for an array of news, business, and technology databases. It allows users to borrow books, order articles, or sign up for newsletters and bulletins published by the Library Network.

To obtain a LINUS password, call the LINUS Help Desk at 908-582-4840 (option 1).

It also can be accessed via telnet at [linus.att.com](http://linus.att.com), Datakit at [nj/mtdka/linus](http://nj/mtdka/linus), or modem at 908-957-4104 (9600 baud). The Web page, InfoView is available on the Internal Internet at: <http://linus.att.com>

## NETWORK!

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**MANAGING EDITOR**  
Maria Sariego

**CONTRIBUTORS**  
Alex Comella, Delitha Morrow Coles, Jason Ripper

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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 908-559-2753. Send AT&T Mail to `attnmail!nsnews`.

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