

NETWORK!

FOR PEOPLE IN THE NETWORK SYSTEMS BUSINESS OF LUCENT TECHNOLOGIES

Feature

Network Systems Briefs Analysts On Its Fiber Business

The increased demand for optical fiber in global communications networks coupled with a worldwide shortage of supply has focused the industry's attention on fiber optic and cable businesses like never before. The heightened interest made this the right time for Network Systems to shine a light on its leadership position as a manufacturer of optical fiber and copper data cable. So, during a teleconference briefing held this month, Network Systems executives gave 25 industry analysts, reporters and editors of telecommunications publications an update on Lucent's leadership in the fiber and cable business.

Here are some key points made during that briefing:

- Network Systems is the world's largest producer of optical-fiber cable. Network Systems manufactures all the major fiber product designs: optical fiber, fiber-optic cable, and a broad line of fiber-optic apparatus including all the popular connector designs.

Continued on next page

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on the Web
[infoview.lucent.com/
pub/network](http://infoview.lucent.com/pub/network)

NS Announces

New Wireless Contracts And Products

Multimillion Dollar GSM Contract

T-Mobil, Germany's largest cellular service provider, showed its confidence in Lucent Technologies as a supplier of GSM base stations for wireless networks by awarding Lucent a \$30 million-plus contract to supply BTS-2000 base stations. The stations will help T-Mobile expand its nationwide D-1 Global System for Mobile Communications (GSM) radio network. T-Mobil is a subsidiary of

Deutsche Telekom (Germany's PTT) serving about 2.5 million subscribers.

Network Systems will supply and install its BTS-2000 radio base stations and the Compact BTS-2000/2C base transceiver station, one of the most powerful GSM base stations available in its class. Network Systems has already supplied more than 3,000 radio base stations for T-Mobile's D-1 network. □

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Lucent To Participate In Sonet Interoperability Demonstration At SuperComm '97

Network Systems is participating in the SONET Interoperability Forum's (SIF) unprecedented ten-vendor demonstration at SuperComm '97. The live demonstration will deliver on the original promise of Synchronous

Optical Networking (SONET) as an open, multi-vendor standard. The SONET Interoperability Forum demonstration will show what can happen when vendors work alongside customers to meet an industry-wide goal. □

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- In 1996, Lucent became the world's largest supplier of cable systems products.
- Network Systems has expanded its cable and optical-fiber manufacturing facilities to meet the increasing demand for fiber. And, to meet telecommunications opportunities surfacing around the world, Network Systems is engaging in manufacturing joint ventures in major global markets. In all, there are 13 manufacturing ventures in 11 countries including Japan, China, Germany, Venezuela, India and Denmark.
- The expertise of Lucent employees in R&D and manufacturing allows Lucent to supply the highest quality cable and connectivity products. This same expertise also gives Lucent the ability to build customer system solutions that integrate components into completely interconnected networks.
- The work of Bell Labs fuels Lucent's market leadership in fiber optics. The proof is in the more than 700 active patents in Network Systems' Network Cable Systems product line. Bell Labs is working to develop terabit networks able to handle a trillion bits of information at once. Industry experts expect that, with Bell Labs' work on TrueWave® fiber and Dense Wave Division Multiplexing (DWDM) systems, Lucent will reach those levels in three years.
- Cable systems is a growth business for Lucent—revenues in cable systems have grown 15 percent a year since 1992. Thirty-three percent of the current revenue comes from products introduced in the last three years.
- Lucent projects that the demand for fiber will increase at a cumulative annual growth rate of 20 percent over the next five years.
- Recent fiber optic contract wins with WorldCom, QWest/Frontier, China MPT and AT&T Submarine Systems Inc. are keeping Lucent on the leading edge of the expanding cable systems market.
- Network Systems cable and fiber-optic solutions include:
 - SYSTIMAX® Structured Cabling System and HomeStar® software for private network systems.
 - ExchangeMAX® cable systems equipment for central office systems.
 - UltiMAX products and services for outside plant systems.
 - TrueWave fiber and Dense Wavelength Division Multiplexing for long-distance communications networks. □

—Rick Bossman

NS Announces Continued from page 1



ATM Contracts For Wireless Networks

Network Systems is adding its Globeview-2000® flagship ATM switch to the code division multiple access (CDMA) wireless networks of two wireless service providers: Communications Authority of Thailand (CAT) and Indonesia's P.T. Komunikasi Selular Indonesia (Konselindo). The ATM switch will enable enhanced service quality, more capacity, faster call-connection and fewer dropped calls. ATM is a switching method that breaks streams of information into small packets for high-speed transmission of voice, data and video. Incorporating ATM technol-

ogy into wireless networks is an emerging industry trend. As more and more high-speed data applications emerge for wireless networks, the combination of CDMA and ATM is giving service providers a significant competitive advantage.

With more than 30 service provider customers in nine countries around the world, the Globeview-2000 is the most widely deployed 20 gigabit-per-second core ATM switch on the market.

Wireless Lan Software

As the market leader in wireless local area networking (LANs), Lucent Technologies is maintaining its edge over competitors by easing the burden of network administrators

with Network Systems' WaveMANAGER/CLIENT for Windows. This new software makes controlling, monitoring and installing Lucent Technologies WaveLAN® wireless local area networks simpler than ever before. The new site survey tool facilitates remote management, configuration and diagnosis of WaveLAN wireless LANs.

WaveLAN products provide a flexible means of connecting mobile and desktop computers within a facility, and even linking multiple facilities (e.g., in a campus environment). They are also ideal for restaurant, hospital and warehouse environments that require mobile data collection and wireless transmission. □

In the News

Previews Of Lucent At Supercomm '97

Optical Cross Connect

Lucent announced that it will demonstrate an all-optical cross connect at SuperComm '97. The new development is crucial to the future of telecommunications providers, said Scott Clavenna, senior analyst for Pioneer Consulting, Cambridge, Mass. "If you can create a network out of optical components, it increases capacity, functionality, and leverages the capability of the fiber." Initial demand for the product is expected to come from long-distance carriers, which have moved more quickly to fiber and DWDM than local exchange carriers. John Ryan, principal of consulting firm Ryan Hankin Kent, said a couple of smaller companies have deployed optical cross-connect products, but not with Lucent's combination of functionality and affordability. *(Telephony, May 5)*

Data Networking

Telecommunications equipment manufacturers will place a heavy emphasis on data and broadband networking next month at the SuperComm '97 trade show. Lucent Technologies Inc. will show off its data transmission expertise with its 5ESS® switch, set up to handle voice and data, linked to its Globeview® ATM backbone. The company also



will demonstrate its Internet solutions, including its Internet access gateway and access interface. *(telepath, May 5)*

SONET

Switching and network management vendors will show off the "plug and play" potential of these high-speed [SONET] devices at an interoperability demonstration at next month's SuperComm '97 trade show in New Orleans. Vendors expected to participate include Alcatel Telecom, Clear Communications Corp., Fujitsu Network Communications, Lucent Technologies Inc., NEC America Inc., Northern Telecom Inc., Objective Systems Integrators, Positron Fiber Corp. and Tellabs Inc. The SuperComm '97 demonstration will be the first to show that applications such as service management and alarm retrieval can be transmitted reliably across a variety of vendors' equipment. *(telepath, May 5) □*

New Sales Force Automation System Coming Soon

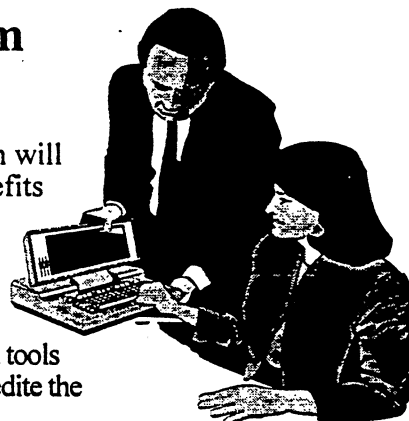
Network Systems Global Marketing and the Chief Information Officer (CIO) organization are introducing a leading edge Sales Force Automation (SFA) system aimed at helping Network Systems sales people around the world exceed sales objectives. SFA is an Internet-enabled, Windows 95-based software program that will equip global sales professionals with comprehensive, up-to-date information about customers, opportunities, products and competitors.

Angie McGuire, president, Regional Holding Companies, Markets, Business Unit/Global Marketing, and Brij Khandelwal, vice president, Network Systems CIO, are executive champions in this effort, which supports the Network Systems Sales Excellence Initiative.

The SFA system will provide these benefits to the sales force:

- A "one stop shop" for key information and tools required to expedite the sales process.
- Quick access to customer information that can be updated and shared by customer team members.
- Instant access to current product and competitor information on-line or via the Web.
- Facilitation of customer team planning with the ability to share team calendars and assigned action items.

The deployment team is aggressively targeting all North American



teams to be trained and using SFA by October 1, 1997. All International teams will be on-line by March 31, 1998. Two pilot training sessions are scheduled for late June.

Local SFA coordinators are being appointed by each Customer Team and briefed by the Sales Force Automation deployment team. For information on specific training dates in your area, contact your SFA coordinator or local CIO information manager. Future issues of *NETWORK!* and local publications will also carry updates on SFA deployment. □

Country Profile: JAPAN

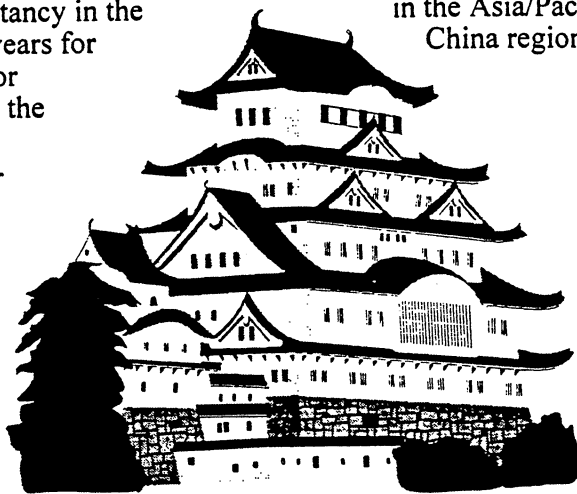
While Japan is recognized as a global economic powerhouse, its distinct culture is still very much present in the modern and fast-paced life-style of its people. The country boasts of its pretty cherry blossoms abundant in springtime, the tranquil gardens that soothe the spirit and the centuries-old tea ceremony that is as much a custom as an art.

Japan also prides itself on having the longest life-expectancy in the world: 77.6 average years for men and 82.4 years for women. It is said that the secret lies in its clean water, its healthy sea-food and the people's dedication to hard work.

Today, Japan is recognized as a world leader in many industries, including telecommunications. It has one of the most sophisticated communications infrastructures and one of the highest telephone density

profiles in the world: 64 million main telephone lines nationwide. In 1996 Japan spent more than \$36 billion on telecommunications equipment, and that amount is expected to grow 5.8 percent annually in the years ahead. Japan is also the second largest wireless market in the world; the United States is the first.

The Japanese market accounts for 38 percent of Lucent's revenue in the Asia/Pacific-China region.



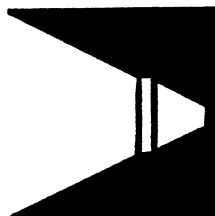
Facts about Lucent in Japan:

Three of four Lucent business units have a presence in Japan: Business Communications Systems (BCS), Microelectronics and Network Systems. There are also two joint ventures: Lucent Technologies Yazaki Ltd. (manufactures and sells fiber optic cable components and optical fiber accessories) and Lucent Technologies Semiconductor Marketing, Ltd. (markets and sells semiconductors).

Number of employees (as of April 30, 1997):
Network Systems—180
BCS—35
Microelectronics—50
Bell Labs—5
Support group—39

Network Systems Customers in Japan:
Nippon Telegraph and Telephone (NTT)
NTT DoCoMo
Teleway Japan
Nippon Ido Tsushin (IDO)
CTC

NS-CIO Spotlight



Office 97 Deployment On Standby

After careful testing, Network Systems' Chief Information Officer (CIO) organization is delaying Network Systems-wide deployment of Microsoft Office 97 until its next release (Office 97.5), scheduled for September. While exciting new features and capabilities had made Network Systems CIO eager to deploy Office 97 earlier this year, thorough testing of the product surfaced numerous issues needing

resolution. For example, documents stored in Office 97 format are unreadable by Office 95 and earlier Microsoft Office products. CIO and Microsoft are working together to adapt the software to Network Systems' needs. Once the new release of Office 97 is tested, it could become Network Systems' standard offering by October. Meanwhile, end users with specific business requirements that demand an

immediate upgrade to the existing Office 97 software can access information from the Lucent CIO's End User Services (EUS) Web site at <http://eucs.lucent.com>. Because of problems with the existing product, however, Network Systems' CIO organization will be unable to provide technical support to groups that acquire the initial release of Office 97. □

Of Interest

Field Training For Project

Cheetah Underway



Training sessions on Project Cheetah will be held in June and July for Network Systems field people in customer teams, customer operations, CFO, and Product Marketing & Management (PM&M). Participants in the training sessions will receive a detailed view of how the Cheetah process works, what new roles and responsibilities will be, what the new simplified product applications and their associated market strategies are, and how progress will be measured.

Two sessions are currently scheduled in the United States: June 17-18 in Atlanta and July 15-16 in Denver. The registration deadline for the June session is May 30; for the July session, the deadline is June 27. For more information or to register for the training sessions, call Muriel Keraghan on 508-960-4197.

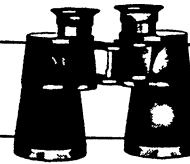
In addition, a videotape is being prepared regarding international product applications and market strategies for use in customer business units outside the U.S. Cheetah coordinators in each international region will receive the video in mid-June for incorporation into their local Cheetah implementation plans. □

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 at right.

Industry Watch



SBC Seeks To Offer Long Distance In Oklahoma

SBC Communication Corp. last month applied for FCC approval to begin providing in-region long-distance service in Oklahoma through a separate subsidiary. SBC is the second regional Bell company to file such an application after Ameritech Corp. earlier this year withdrew a similar application. (*telepath, May 5*)



Alcatel Contract In Brazil

Hughes Network Systems Inc. and Alcatel Telecom signed a contract with Telesp of Sao Paulo, Brazil, to implement a cellular mobile system in Taubate. The *system will allow* Telesp to offer a range of Advanced Mobile Phone Service vertical features, including IS-41 inter-system signaling, which allows roaming throughout the entire cellular coverage area of Telbras, Brazil's national phone company. (*RCR, May 12*)

Nokia In Brazil

Nokia Corp. and Gradente Electronica will form a joint venture to build a cellular phone factory in Brazil. (*Wireless Week, May 12*) □

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