

SIP leadership

while others are talking, Nortel Networks is delivering

What customers are saying

“Our work with Nortel Networks will enable us to further our goals of creating the ‘Workplace of the Future,’ where we will showcase ways our students and faculty can collaborate to a much greater degree—not only among themselves but with our external research partners as well.”

—James M. Phillips, Chairman, FedEx Institute of Technology

“We recognize that the communications landscape is rapidly changing and that we have to offer the latest technology to our employees that can dramatically improve the way they interact. Nortel Networks Multimedia Communication Server (MCS) 5100 provides the most innovative set of applications to deliver truly consolidated, multimedia capabilities in a well-designed comprehensive solution.”

—Brian Farrey, President, Monster Worldwide Technologies

“Convergence is taking us leaps and bounds above what other hospitals are doing. Our strategy has been to test these exciting new technologies with technology-literate users to help us determine the best applications and usage among all our users. The innovative features and functionality of the MCS 5100 mean we can provide new tools for lots of people.”

—John Haltom, Network Director, Erlanger Health System

“Leading-edge systems like
Nortel Networks MCS 5100 are
becoming critical differentiators.”

Press releases

Nortel Networks Sets Stage for Mass Deployment of Multimedia Communications with Open Client Strategy, June 22, 2004.

Building on its Session Initiation Protocol (SIP) leadership, Nortel Networks announced a global initiative designed to dramatically increase the market adoption and deployment of SIP-based multimedia services in consumer and enterprise markets.

University of Connecticut School of Business Deploying Converged, Multimedia Solution from Nortel Networks, June 8, 2004.

The University of Connecticut School of Business will be able to duplicate the real-time information environment of several stock exchanges to help solve complex business problems in the financial services industry through deployment of a converged network infrastructure from Nortel Networks.

Nortel Networks, Polycom Team to Promote SIP-Based Video Solution, May 11, 2004.

Nortel Networks and Polycom will team to promote to enterprises a SIP-based, rich video conferencing solution for next-generation IP (Internet Protocol) broadband networks.

FedEx Institute of Technology, Nortel Networks to Facilitate 'Workplace of the Future', May 6, 2004.

Deploying Multimedia Services platform to support research on collaborative applications.

SBC Communications Delivers New Options for Businesses to Incorporate Secure IP Features Into Traditional Phone Systems, February 17, 2004.

SBC Communications announced new business service options, based on the Nortel Networks Multimedia Communication Server 5100, that are well-suited for businesses with well-established voice networks looking to adopt advanced calling features similar to those of voice over IP without widespread deployment of new equipment.

What analysts are saying

“The key sales driver in the enterprise communications market today remains infrastructure competence. But customer expectations are evolving, and it will almost certainly be applications competence that wins business in future years. Leading-edge systems like Nortel Networks MCS 5100 are becoming critical differentiators.”

“Presence-aware, multimedia collaboration systems like MCS 5100 take full advantage of the unique capabilities of packet-based communications. And Nortel Networks early efforts to deliver a standards-based solution with short-term ROI should get the attention of forward-thinking customers.”

—**Jerry Caron**, Senior Analyst, Current Analysis

“As companies increasingly assess their network-convergence projects, they seek vendors who support open standards and provide for a hybrid migration strategy. Nortel Networks is well-positioned to meet those demands, giving companies the option to gradually migrate traditional voice and video traffic to a single IP network to leverage SIP multimedia applications.”

—**Robin Gareiss**, Principal Research Officer, Nemertes Research

What Nortel Networks is saying

“At Nortel Networks, we are delivering on our vision of *business without boundaries* by providing innovative, SIP-based multimedia applications that will help revolutionize the way people communicate. Nortel Networks award-winning Multimedia Communication Server (MCS) 5100 breaks down the barriers of distance and location to seamlessly deliver voice, data, and video services to users anywhere, anytime. Using patented and patent-pending technology—including Personal Agent Routing, Converged Desktop, and Dynamic Presence features—MCS 5100 enables new ways of conducting business, while driving increased mobility, collaboration, and productivity.”

—**Malcolm Collins**, President, Enterprise Networks, Nortel Networks

Standards

Nortel Networks—a leader in the adoption and promotion of open standards

Nortel Networks promotion of multi-vendor interoperability, development of and adherence to industry standards, and our dedication to the adoption of SIP are proof points of our leadership in communications convergence. Nortel Networks is an active contributor to the Internet Engineering Task Force's SIP, SIPPING, and SIMPLE Work Groups. Nortel Networks is also a significant contributor to various other SIP initiatives and a regular participant in SIP interoperability events, such as SIPiT. Nortel Networks has demonstrated its leadership and is committed to SIP, hosting the first interim working group for SIMPLE in May of 2003 as well as key sponsorship and participation in many global SIP events. Nortel Networks continues to be a thought-leader, prominent in the adoption and promotion of open standards and a provider of industry-leading communication convergence technologies.

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Awards

“Best of Show” at INTERNET TELEPHONY Conference & Expo—February 2004.

Nortel Networks Multimedia Communication Server (MCS) 5100 was honored with a “Best of Show” award at the INTERNET TELEPHONY Conference and Expo in Miami.



Nortel Networks MCS 5100 wins Network World Blue Ribbon—December 2003.

Network World Fusion awarded Nortel Networks Multimedia Communication Server 5100 the Network World Blue Ribbon in a test comparing the telework offerings of five leading IP Telephony vendors under real-world IP WAN conditions.



“Best in Show” at NetWorld+Interop—May 2002.

Nortel Networks Succession Communications Server for Enterprise Multimedia Xchange awarded “Best in Show” award at NetWorld+Interop 2002 Las Vegas.



Media articles

SIP and Converged Communications, *Internet Telephony*, July 2004.

Nortel Networks Tony Rybczynski, Director of Strategic Enterprise Technologies, and John Yoakum, Director of Business Development, wrote a byline article that discusses SIP as the basis of the industry standard IP-centric converged applications architecture.

SIP is hip at Monster.com, *Network World*, January 26, 2004.

Aaron Branham, vice president of operations at Monster Technologies, the IT arm of the e-commerce corporation, candidly talks about the value about Nortel Networks MCS 5100.

Nortel Networks leads the way in VoIP applications that support teleworkers, *Network World*, December 12, 2003.

The telework offerings of five IP telephony vendors—Alcatel, Avaya, Cisco, Mitel Networks, and Nortel Networks—were compared under real-world IP WAN conditions. Nortel Networks MCS 5100 received the top rating.

Realizing the Full Potential of SIP Services Requires Interoperability, *Converge! Network Digest*, October 30, 2003.

Mike Doerk, Senior Manager of Wireline Marketing for Nortel Networks, wrote a byline article that explains how interoperability is key to realizing the full potential of SIP services.

Building Blocks For Converged Applications, *BCR*, June, 2003.

Authored by Larry Hettick, an industry consultant, this article examines some of the key technology building blocks that will comprise a new “logical architectural” model, summarizes vendor progress, and looks at three examples of how this evolution could change how an enterprise operates.

Press releases (continued)

Verizon Selects Nortel Networks to Accelerate Building of Nation's Largest Converged, Packet-Switched Wireline Network Using Voice-Over-IP Technology, January 7, 2004.

Verizon Communications will dramatically accelerate the evolution of its nationwide wireline network to packet-switching technology and selected Nortel Networks as its Voice over Internet Protocol (VoIP) equipment provider.

Worcester Polytechnic Institute Deploys Converged Network Solution from Nortel Networks, October 1, 2003.

Worcester Polytechnic Institute has deployed a high-performance, network infrastructure to transfer its voice, data, and wireless networks into a single, converged “best in class” solution that is both scalable and reliable.

Nortel Networks Announces Key Product to Create, Deliver Integrated Multimedia Services, September 23, 2003.

Bell Canada, in conjunction with Aliant and Bell West, announced that it is teaming up with Nortel Networks to build Canada’s most advanced next-generation network based on IP.

TMP Technologies, Monster Select Nortel Networks Solutions for Multimedia Collaborative Services Trial, May 21, 2003.

Nortel Networks Multimedia Communications Portfolio is being trialed by TMP Technologies. The Multimedia Communication Portfolio can help companies drive improved productivity and creativity by redefining the way they communicate.

New Nortel Networks Server to Unleash Advanced Enterprise Multimedia Communications, May 6, 2002.

Nortel Networks announced Succession Communications Server for Enterprise Multimedia Xchange (MCS 5100), expected to enhance customer networks by delivering next-generation voice over IP, as well as high-value multimedia applications.



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Nortel Networks is an industry leader and innovator focused on transforming how the world communicates and exchanges information. The company is supplying its service provider and enterprise customers with communications technology and infrastructure to enable value-added IP data, voice and multimedia services spanning Wireless Networks, Wireline Networks, Enterprise Networks, and Optical Networks. As a global company, Nortel Networks does business in more than 150 countries. More information about Nortel Networks can be found on the Web at:

www.nortelnetworks.com

For more information, contact your Nortel Networks representative, or call 1-800-4 NORTEL or 1-800-466-7835 from anywhere in North America.

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