



› THIS IS THE WAY

THE WORLD COMMUNICATES

› THIS IS NORTTEL

nortel.com/thisisnortel

- › This is the way 600 million people move around the planet. You'll find Nortel in every single one of the world's top 20 airlines.
- › 4,000 athletes from 80 countries, 10,000 journalists and the complete staff of the 2006 Winter Olympic Games in Italy will rely on Nortel to keep them connected during their Olympic experience.
- › Every single one of the top 10 largest universities in North America relies on Nortel, serving more than 500,000 students.

- › Hundreds of millions of people around the world rely on Nortel for wireless communications.

Deploying a Converged Network

—*University of Connecticut School of Business*

Through deployment of a converged network infrastructure from Nortel, UConn will be able to duplicate the real-time information environment of several stock exchanges. *"The short- and long-term benefits to students, faculty and business partners are real and significant. And these benefits will continuously accrue to multiple constituencies—students, faculty, the Business School, the University as well as Connecticut's insurance and financial services businesses that are counted among the best in the world."*

—Richard N. Dino,
Associate Dean,
University of Connecticut
School of Business



Bringing Rural Broadband Services

—*Nordisk Mobiltelefon*

"Our founding vision was to provide consumers and professionals in rural areas with advanced digital mobile communications services. Today we are demonstrating that this vision can become a reality, providing both mobile telephony and broadband access across the Nordic region."

—Arnfinn Röste, Chief Executive Officer, Nordisk Mobiltelefon

Personalizing Services

—*VTR Banda Ancha* – A subsidiary of UnitedGlobalCom

One of the three largest telecommunications companies in Chile launched an innovative series of Internet services, which allow broadband customers to decide their connection speed every time they log on, and enable them to pay for only the time that they are connected. *"With the implementation of the Nortel platform, we are able to serve our customers even better, by allowing them to personalize services and applications to fit each individual's requirements."*

—Dale Bassen, VP of Engineering and Systems for VTR

› WE ENHANCE HUMAN EXPERIENCE

> WE IGNITE GLOBAL COMMERCE

- > 9 of 10 FORTUNE 500 companies rely on Nortel each day.
- > More than 80% of the Top 100 banks in the USA rely on Nortel.
- > Over 93% of the world's Top 100 Manufacturing companies run on Nortel.

Advancing Collaboration

—*FedEx Institute of Technology*

"Our work with Nortel 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



Delivering IP Communications

—*New South Wales Department of Primary Industries*

"Over time, running our communications and business services over a converged IP-enabled network will help us lower operating costs and accelerate service delivery, especially now that improved broadband availability in rural and regional areas and lower pricing have brought IP communications services to mainstream Australia."

—Mike Webster, Manager of ITS, Department of Primary Industries, Mineral Resources

- > Nortel was the first supplier to deliver wireless networks operating across all air interfaces (GSM, GPRS, CDMA, EV-DO, UMTS and WLAN) and packet core technologies.

Delivering Sophisticated Mobile Services

—*BaykalWestcom*

"Nortel is critical to our market strategy for meeting growing subscriber demand while bringing more sophisticated mobile services to Russia. Nortel provides not only a very flexible solution that meets our individual needs, but also delivers the most cost-efficient solution for modernizing our existing network."

—Valdimir Shapovalov, General Director, BaykalWestcom



- > Nortel's products are at the heart of every one of the Top 25 service provider networks globally.

Introducing Multimedia Services

—*dvcom*

"We will be the first carrier in the country to introduce such a broad and comprehensive range of highly desirable voice, data and multimedia products and services to our customers in Pakistan, based on world-leading Nortel technology."

—Abdul Wassay, Chief Executive Officer, dvcom

> WE SECURE AND PROTECT THE WORLD'S MOST CRITICAL INFORMATION

- > First vendor to deploy full-featured, end-to-end VoIP solution in all four service provider market segments, including Local, Long Distance, Cable and Wireless.

Delivering Reliable Next Generation Services

—*Hong Kong Broadband Network*

"There were a number of vendors vying for our business, but Nortel was the company that could provide the most complete end-to-end solution. During the implementation phase, the Nortel team worked as if their own business was at stake. The installation of this network was seamless, enabling our customers to continue using their existing phones while receiving the full benefits of a fully-featured packetized infrastructure."

—Ricky Wong, Chairman, Hong Kong Broadband Network

- > You'll find Nortel behind the world's largest and most important stock exchanges, supporting billions of transactions in places like New York, Shanghai, Australia, Mumbai, Seoul, Buenos Aires and Sao Paulo.
- > You'll find Nortel embedded in the communications network of the U.S. Department of Defense.

- > Nortel Optical Systems are deployed in more than 1,000 customer networks in over 65 countries.

Improving Safety with Secure, Reliable Network

—*The City of Calgary*

"When it comes to the safety of our citizens, ensuring that we have the fastest first response teams in place is essential, and the network that supports that must be based on the most reliable and resilient technology. Over 3,000 Police, Fire and Emergency Medical Services staff are supported by the optical network without issue or interruption, reinforcing our confidence in the scalability and resiliency now enabled through our optical network."

—Sandy Virgo, City of Calgary Information Technology



More information about Nortel Networks can be found on the Web at: www.nortel.com
For more information, contact your Nortel representative, or call 1-800-4 NORTEL or 1-800-466-7835 from anywhere in North America.

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