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*“At Alcatel-Lucent, we are eager to build upon and grow our Business Partners program in North America...we look forward to welcoming new partners into our program in 2008 and beyond.”*

### **About Alcatel-Lucent**

Alcatel-Lucent (Euronext Paris and NYSE: ALU) provides solutions that enable service providers, enterprise and governments worldwide, to deliver voice, data and video communication services to end-users. As a leader in fixed, mobile and converged broadband networking, IP technologies, applications and services, Alcatel-Lucent offers the end-to-end solutions that enable compelling communications services for people at home, at work and on the move. With operations in more than 130 countries, Alcatel-Lucent is a local partner with global reach. The company has the most experienced global services team in the industry, and one of the largest research, technology and innovation organizations in the telecommunications industry. Alcatel-Lucent achieved revenues of Euro 17.8 billion in 2007 and is incorporated in France, with executive offices located in Paris.

## **Partnering with Alcatel-Lucent Means Success for Solution Providers**

### *What opportunity are you offering solution providers?*

For many years, Alcatel-Lucent has held a leading market share position for Enterprise Voice and Data in Europe. Our North America Partners can leverage the fact that we are the #1 selling suite of IP telephony products in the rest of the world. We have deployed over 11 million lines on our Omni PCX Enterprise system. We offer our partners a broad portfolio, which enables them to provide the highest quality solutions for their end customers. All of this, from a company that also provides our partners with access to the latest innovations from our R&D team in Bell Laboratories.

### *What role do solution providers play in your success?*

Solution Providers play a critical role in our growth plans in North America, especially in the small to medium business market. We currently sell about 80% of our enterprise voice and data solutions through partners worldwide, and we are looking forward to enhancing North America Partner programs by expanding our partner base.

### *What is your business proposition?*

Our business proposition to our partners is straightforward: we offer a unique combination of a broad portfolio and a complete partner program – a combination that enables our partners to satisfy their customers' needs, while allowing the partners to capture value and margins that satisfy their own business needs. Our portfolio allows our partners to deliver solutions that go from the core of the network, to the device in the users hand... and literally every other critical point within the customers' network. No other provider in North America can offer that to their partners.

### *What do you want partners to know about your solutions in 2008?*

Our portfolio includes solutions in key enterprise areas including IP Communications, (VoIP, unified communications, IP based contact centers, IP based video) enterprise data, and information security, as well as mission critical solutions in the areas of Optical Networking, Wireless Networking and Broadband. Our Enterprise Voice and Data solutions have been widely deployed in Europe, and we offer our partners the opportunity to leverage our strong portfolio to engage with us on a “ground floor” opportunity to help us capture a much larger piece of the North American market.

### *What markets are ripe for your solutions?*

Health Care is one key vertical market for which our solutions portfolio is particularly well-suited. We have captured key wins here in North America, and our partners are leveraging this market presence to significantly grow their business with Health Care customers. Other verticals where our solutions play well include Education and Hospitality. We are also building momentum in deploying mission critical solutions to our customers in the State & Local Government, Utilities and Transportation markets. Alcatel-Lucent has captured key wins in each of these verticals in 2007, and we look forward to continuing this path with our partners in 2008.

For more information, visit Alcatel-Lucent on the Internet:  
<http://www.alcatel-lucent.com>