

# Herschel Shosteck Associates Ranks Nortel Networks #1 in Wireless Infrastructure Strategy

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PARIS - Further proof of its lead in building a new, high-performance Internet, Nortel Networks\* [NYSE/TSE: NT] ranks #1 among major vendors for its next-generation wireless telecommunications infrastructure strategy in a new analysis by Herschel Shosteck Associates, a leading international industry consultancy.

Titled "Strategic Positioning of Infrastructure Vendors," Herschel Shosteck Associates is presenting this analysis as part of its on-going Strategic Wireless Communications Seminars, including the Oxford Programme, July 2-7, 2000 in Oxford, U.K.

Beyond the breadth of Nortel Networks' wireless portfolio and its understanding of the major second and third generation digital wireless technologies, the analysis by Herschel Shosteck Associates also focuses on Nortel Networks' objective to leverage its leadership position in optical core networks to deliver substantial cost savings to wireless network operators.

"Based on our criteria of how well each of the vendors understand issues of the future and how well they position themselves for that future, Nortel Networks has earned the top ranking among the list of major wireless telecommunications infrastructure vendors," said Jane Zweig, executive vice-president, Herschel Shosteck Associates, Ltd.

"Nortel Networks views wireless as just one piece in a far bigger picture - beyond the radio access," Zweig said. "New wireless networks and technologies will be expensive to deploy. The company is transmitting a message of cost saving and efficiencies for network operators which will be a critical differentiator for them. Nortel Networks has every opportunity of faring well."

"Nortel Networks has repositioned itself as a unified voice and data networking company," Zweig said. "It offers network operators a migration path from circuit switched to IP (Internet Protocol) which builds on existing networks that gradually take on more functionality and traffic."

"This analysis is particularly significant because it recognises the importance of the cost and end-to-end management aspects of delivering Internet services over next-generation mobile networks," said Lloyd Carney, president, Wireless Internet, Nortel Networks. "Equally crucial is our focus on removing capacity bottlenecks, on both the core and access sides, to anticipate the explosion of demand for personalised Wireless Internet services. Nortel Networks' strength in wireless, IP and optical can enable wireless operators to rapidly and efficiently deliver a whole new portfolio of content, commerce and eBusiness services to their subscribers, fueling a second wave of growth and profitability."

Herschel Shosteck Associates ranks wireless infrastructure vendors based on their understanding of future issues and positioning to address them. The analysis covers not only radio access elements, but also the backbone and transmission components of the wireless architecture. Beyond wireless, it encompasses integration of mobile and fixed, voice and data, public and private networks, and convergence to IP. The analysis also reflects vendor acquisitions and alliances, and ability to integrate them into current and future strategies.

Herschel Shosteck Associates, Ltd. is an international telecommunications consultancy based in Wheaton, Maryland, USA. The firm is best known for its strategic wireless communications seminars, its syndicated studies, and consulting services. The firm has provided independent measurements and analyses of wireless markets since 1981. As the Internet began to affect the wireless industry, the firm expanded its scope to analyse its impact on traditional wireless businesses. Clients of the firm include infrastructure and terminal manufacturers, network operators, component manufacturers, software developers, third party vendors, financial institutions, and regulatory agencies around the globe. Visit us at [www.shosteck.com](http://www.shosteck.com).

Nortel Networks is a global leader in telephony, data, eBusiness, and wireless solutions for the Internet. The Company had 1999 U.S. GAAP revenues of US\$21.3 billion and serves carrier, service provider and enterprise customers globally. Today, Nortel Networks is creating a

high-performance Internet that is more reliable and faster than ever before. It is redefining the economics and quality of networking and the Internet through Unified Networks\* that promise a new era of collaboration, communications and commerce. Visit us at <http://www.nortelnetworks.com>

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