



> WE ENHANCE HUMAN EXPERIENCE

- > 9 of 10 Fortune 500 companies rely on Nortel each day.
- > Nortel delivers advanced wireless communications solutions to over 70 of the world's countries with networks deployed in 6 out of the 7 continents around the globe.
- > From WLAN to WiMAX to 3G, Nortel was the industry's first end-to-end provider of all next-generation wireless solutions.

A world-leading provider of express delivery services, TNT implements Nortel's contact center platform for its operations in Poland to ultimately increase customer service and enhance operational effectiveness. "As a global delivery company, we wanted to make our customer service offering a key competitive differentiator. We needed a solution that would give faster, more precise call handling and accurate KPI reporting on a global scale. Nortel telephony solutions proved the perfect answer."



— Jonathan Evans, Network Planning and Design Manager, TNT Express

Nortel has been a key supplier to Verizon Wireless' nationwide network for over a decade. Verizon Wireless has recently chosen Nortel to supply them with upgrades providing data speeds significantly faster than current capabilities. "Successful trials of EV-DO Rev. A have demonstrated the technology's potential for taking the Verizon Wireless broadband experience to new heights. We look forward to continuing to bring new services to the market based on our enhanced network capabilities."



— Ed Salas, VP of Network Planning, Verizon Wireless

Comcast has selected a next-generation optical solution from Nortel for its converged national IP backbone. "We selected Nortel for their advanced next-generation optical technology and experience in building networks of this scale. We were also very impressed with their strategic direction towards common open standards within the optical industry."



— Dave Fellows, CTO, Comcast

> WE IGNITE GLOBAL COMMERCE

- > 83 Fortune 100 companies rely on Nortel Global Services.
- > More than 80 percent of the top 100 banks in the USA rely on Nortel.
- > Across the globe, Nortel has designed and deployed over 200 speech applications for automating and improving routine business functions in more than 15 languages.
- > Nortel has built the world's largest wireless mesh network in Taipei, Taiwan — so now the 2.88 million residents have mobile, high-speed access anywhere in the city.

Goldsmith-Agio-Helms, a global private investment banking firm, chose Nortel to enable their staff to provide the highest level of customer service seamlessly from any place, anytime. "I have a very demanding user group. They don't have a lot of time to try to figure things out. I needed a system that would be easy for them to use, yet flexible to meet their needs. The Nortel solution fits the requirement."



— Chris Ferski, VP of IT, Goldsmith-Agio-Helms

"We require a responsive network to support the point-of-sale systems in our stores and our global 24/7 manufacturing and distribution operations. We initially considered competing products but we quickly chose Nortel. They offered a cost-effective solution that did exactly what we needed. There was no reason to look very far."



— Mark Reynolds, Director, IT, Infrastructure and Operations, Fossil, Inc.

"We selected Nortel for this important network and telephony infrastructure transformation because they truly understand our communication needs and how to simplify our network infrastructure. Nortel's expertise and experience in delivering a highly comprehensive and competitive managed service as well as its ability to build large, reliable networks designed for delivery of new services convinced us to select it as our preferred communications provider."



— Jim Reed, IT Purchasing Director, Rolls-Royce

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

- > Billions of wireless calls depend on Nortel each year.
- > You'll find Nortel behind the world's largest and most important stock exchanges, supporting billions of transactions in New York, Hong Kong, Shanghai, Australia, Mumbai, Seoul, Buenos Aires and Sao Paulo.
- > Nortel's new Secure Router portfolio delivers two times the throughput at 25 percent less cost than the leading competitor.

Bassett Healthcare, a regional health system, has chosen Nortel to provide wireless Internet access for patients and visitors. Clinicians will also have the ability to access and input critical patient information at the point of care using Tablet and Notebook PCs. "In choosing an equipment provider, we needed a partner that could provide a secure, stable solution enabling full wireless mobility across our main campus and regional enterprise in support of our Electronic Medical Record. We will enable vital staff to respond to requests via WLAN VoIP handsets from anywhere within the enterprise."

— Kenneth Deans, VP for Information Services and CIO,
Bassett Healthcare



"The HKEx Trading Hall has relied on Nortel high-performance network technology for many years. This network infrastructure upgrade was successfully completed in January 2006 and, since then, has continuously delivered excellent resilience, stability and reliability for the 300 trading terminals installed in our recently revamped Trading Hall."

— Alfred Wong, CIO and Head of IT, Hong Kong Stock Exchange



"Reliable and secure communications for our manufacturing operations is critical to maintaining the production rate of one vehicle per hour, 24 hours a day, seven days a week. The slightest failure in communications serving any of our three plants would instantly disrupt our manufacturing and negatively impact our operational costs. With Nortel's depth of experience in converged IP networks, we trust that we have deployed the most reliable technology on the market today."

— Faik Kuter, IT Manager, Operation and Network, Ford Otosan



> WE COLLABORATE WITH INDUSTRY LEADERS

"We are investing together because the communications industry is at an inflection point. We will have deep collaboration in product development with Nortel, allowing us to rapidly deliver high-quality, highly reliable solutions that will support mission-critical communications. The opportunity for our customers is fantastic. We will enable them to realize tremendous economic and business benefits from unified communications."

— Steve Ballmer, CEO, Microsoft



"LG Electronics' R&D excellence coupled with

Nortel's global presence will make this joint venture a top-ranking player in the telecommunications equipment market. Our relationship will further strengthen the two companies' collaboration in setting standards for next-generation infrastructure and improving time-to-market in this competitive environment."

— S.S. Kim, CEO and Vice-Chairman, LG Electronics



"Nortel is a company with a strong history of innovation. Together, we are working to reduce complexity and cost of service delivery while enabling innovation for a new set of on-demand services. This is at the core of what we do."

— Bill Zeitler, Senior VP and Group Executive,
IBM Systems and Technology Group



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.

Nortel, the Nortel logo, and the Globemark are trademarks of Nortel Networks. All other trademarks are the property of their owners. Copyright © 2006 Nortel Networks. All rights reserved. Information in this document is subject to change without notice. Nortel assumes no responsibility for any errors that may appear in this document.

