

Nortel Networks

Transforming The Way Users Communicate Multimedia Communications Leadership



Brian Dal Bello

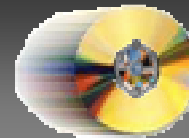
Business Leader, MCS 5100

Questions?

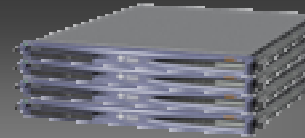
- 1.) How is MCS 5100 different?
- 2.) Standards-based? Infrastructure requirements?
- 3.) Cost, and ROI?
- 4.) How does MCS 5100 work?
- 5.) What are the productivity-enhancing features of MCS 5100?

Multimedia Communications Innovation and Leadership

- ✓ Application Delivery Solution
- ✓ Multiple applications – one Integrated interface
- ✓ Engaged Application development
- ✓ Converged, OPEN, standards based platform
- ✓ 10,000 Multimedia Communication Seats – and growing



Software
Build in Java



Commercial
Server
Platforms



Multimedia
Engaged
Business
Applications

Seamless Integration of Telephony with Video, Conferencing,
Collaboration, and Presence.
Transforming Communications

Multimedia Communication

Applications

Real value to the enterprise

Personalization



Personal Agent
Flexible Access

Distributed Workforce
and Mobility



Conferencing, Instant Messaging,
White boarding

Collaboration

Converged Desktop



Current
Phone



Multimedia
PC Client

Mobility

- Ubiquitous service consistency
- Personalized information and services always accessible
- Office Hoteling

Hard Savings:

- No separate home office Line
- Reduce Calling Card costs
- Reduce hardware expense
- Reduce relocation costs

Soft Saving:

- Time to decision-making
- Flexible work environment
- Time management - productivity
- Personalization

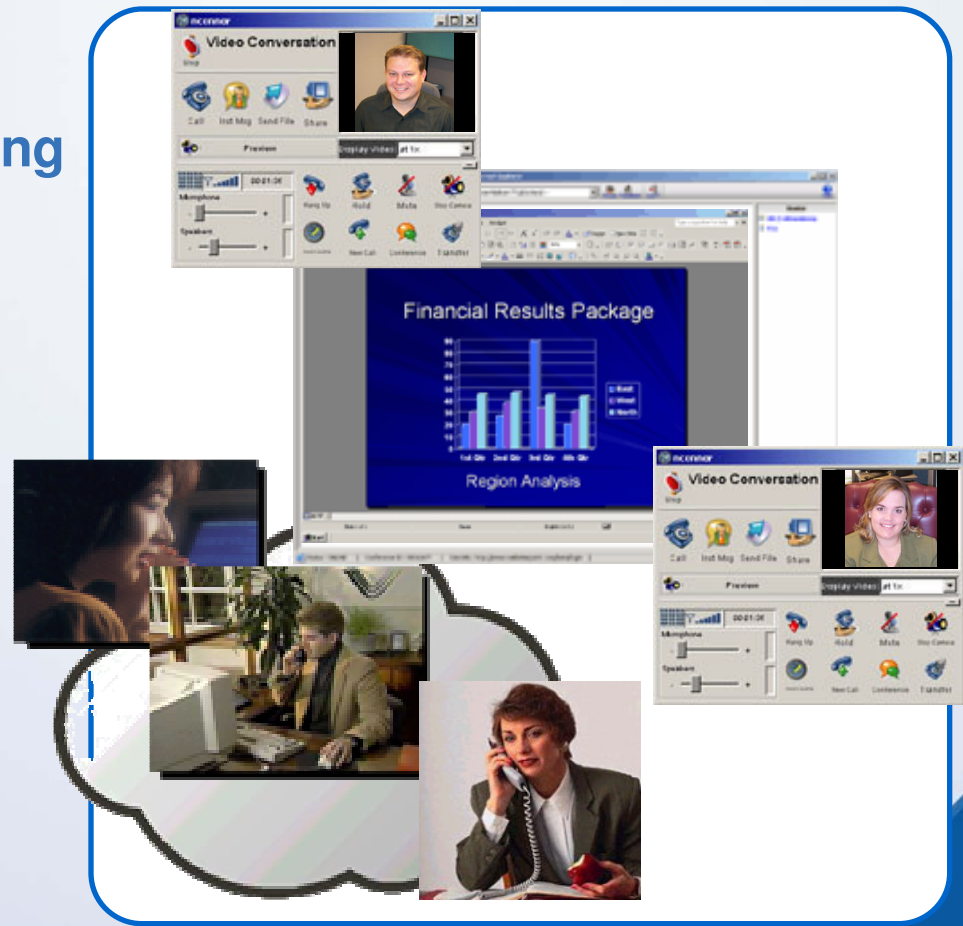
	Salesperson	Teleworker	Executive
	TDM → VoIP	TDM → VoIP	TDM → VoIP
Calling Card	40% reduction	--	70% reduction
Long Distance	41% reduction	89% reduction	24% reduction
POTS	100% reduction	100% reduction	100% reduction
Cell Phone	40% reduction	--	70% reduction
OVERALL	42% reduction	90% reduction	57% reduction

Collaboration Share & Exchange Ideas

- Engaging meeting
- Reduce time to decision making
- Reduce travel costs
- Improve customer care

Ad Hoc and Meet Me Media Conferencing:

- Voice
- Video
- Web Collaboration
- Application Sharing
- Messaging
- Chat



Multimedia Communication Convergence

- **Asset Protection**
- **Enhanced Communication Services**
- **Increased User Mobility and Personalization**



Communications transformation through migration

Innovation and Market Leadership

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**It's about...
transforming user
communications &
Meeting Business
needs ... improving
business process**

Thank you