



Press release

France's Hub télécom chooses Alcatel-Lucent as an industrial partner and invests in an IMS solution

Paris, November 5, 2008 - Alcatel-Lucent (Euronext Paris and NYSE: ALU) and French operator Hub télécom have announced the signing of a strategic partnership under which Alcatel-Lucent is to supply and integrate a complete *IMS (IP Multimedia Subsystem)* solution for Hub télécom, a subsidiary of the Aéroports de Paris group. This solution will enrich Hub télécom's service offer with a wide range of high value-added convergent services to companies.

This choice completes Hub télécom's decision to migrate to an all-IP environment and will enable it to strengthen its position as an operator at national level. The Alcatel-Lucent solution includes provision of the entire system as well as its integration into the operator's network. This complete offer will enable Hub télécom to control the implementation schedule and to proceed with the commercial launch of its IMS services in 2009.

"Alcatel-Lucent's integrated IMS solution offers us innovative and upgradeable IP technology", declared Jean Verdier, President of Hub télécom. "We do however need to meet our customer's requirements for service continuity and high availability through the introduction services centered on convergence and business applications, such as geo localization and traceability for the freight, transport and logistics sectors. Alcatel-Lucent's technical expertise and organization enable us to approach future customer needs with confidence".

"Following the deployment of a turnkey broadband access network to cover the airports of Paris-Charles de Gaulle, Paris-Orly and Paris-Le Bourget, the provision and implementation of our complete IMS solution is a further step for Alcatel-Lucent and Hub télécom", added Pierre Barnabé, President of Alcatel-Lucent's activities in France, Iberia & Italy. "The transformation of its network will enable Hub télécom to establish itself as a national operator of all-IP services".

Hub télécom is the first operator to incorporate the new Alcatel-Lucent 5060 IP Call Server into its core network. The 5060 ICS relies on an IMS platform, together with shared hardware and software components, to provide advanced multimedia services at an affordable price. Alcatel-Lucent's complete turnkey IMS solution also includes all "Centrex IMS" functions. Conferences, presence, instant messaging and collaborative work are all enabled by Centrex IMS and the MMIC brick.

Alcatel-Lucent is the market leader for complex integration and transformation projects for operators, as well as for the industry and public sector. Its advance in this field relies on a global ecosystem of partners and pre-integrated solutions developed either internally or by third parties, as well as on interconnected or externally connected IP transformation centres.

This agreement highlights Alcatel-Lucent's advance in the field of IMS solutions, as well as its expertise in the integration of multi-vendor networks. Alcatel-Lucent has installed over 30 IMS networks and has supplied IMS servers and services to over 60 clients.

About Hub télécom

As both an operator and a business solutions integrator, Hub télécom, a company of the Aéroports de Paris group, designs innovating mobile solutions and advanced communication services to support the development of its clients in airports, ports and logistic centres both in France and abroad. Hub télécom meets the needs of nearly 1,400 companies and 150,000 users daily, mainly airline companies, airport assistance companies, administrations, passenger service companies and site administrators. Hub télécom also operates an extensive WiFi network in France, covering regional and international airports, hotels and conference centres. For more information, please consult the web site <http://www.hubtelecom.com/>.

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About Alcatel-Lucent

Alcatel-Lucent (Euronext Paris and NYSE: ALU) is the trusted partner of service providers, enterprises and governments worldwide, providing solutions that deliver voice, data and video communication services to end-users. A leader in fixed, mobile and converged broadband networking, IP technologies, applications and services, Alcatel-Lucent leverages the unrivalled technical and scientific expertise of Bell Labs, one of the largest innovation powerhouses in the communications industry. With operations in more than 130 countries and the most experienced global services organization in the industry, Alcatel-Lucent is a local partner with a global reach. Alcatel-Lucent achieved revenues of Euro 17.8 billion in 2007 and is incorporated in France, with executive offices located in Paris. For more information, visit Alcatel-Lucent on the Internet: <http://www.alcatel-lucent.com>

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