

Vodafone Germany offers Ethernet Business Services based on IP/MPLS platform from Alcatel-Lucent

CeBIT, Hannover, March 1, 2010 - Alcatel-Lucent (Euronext Paris and NYSE: ALU) today announced that Vodafone Germany has introduced new Ethernet services throughout Germany based on Alcatel-Lucent's IP/MPLS technology, allowing enterprise customers to connect multiple sites via Ethernet point-to-point or point-to-multipoint. This provides an attractive alternative to leased lines and IP VPNs and helps Vodafone's business customers meet their growing communications needs with increased speed and flexibility, at lower cost.

"After collaborating closely on customer-specific Ethernet projects, Vodafone is now ready to round out its business networking services with 'Ethernet Business Services' that provides high bandwidth, highly reliable communications services which will cater to the most challenging communications requirements from the German business community", said Christof Hecker, Alcatel-Lucent's VP Sales Germany, Benelux and Eastern Europe for the Vodafone Global Account. "Jointly marketing this standardized service takes our trusted cooperation with Vodafone Germany to a new level. More than ever Alcatel-Lucent's Quality of Service, reliability and service aware features found in our solutions will be critical factors in the delivery of mission-critical Ethernet Services to Vodafone's customers."

The new "Ethernet Business Services" are based on a turnkey IP/MPLS solution provided by Alcatel-Lucent that allows operators to offer differentiated, revenue generating services including carrier Ethernet services for business customers and to deploy the system in mobile backhaul and packet core. The IP/MPLS service router platform includes Alcatel-Lucent's 7x50 Service Routers and the 5620 Service Aware Manager (SAM), as well as Customer Premise Equipment (CPE). In addition to supplying hardware, Alcatel-Lucent will provide a full range of professional services including network design, installation, integration, testing and system maintenance.

"The connection of company sites via Ethernet is a growth market in Germany and of special importance to us", said Markus Lause, director Enterprise Marketing at Vodafone Germany. "We are confident Alcatel-Lucent's IP/MPLS solution gives us the ability to deliver high-speed, high-bandwidth and highly available Ethernet services."

The Alcatel-Lucent Service Router portfolio is now deployed at 26 of the top 30 carriers worldwide and thanks to it more than 300 service provider networks in over 100 countries have been deployed since 2004. The strength of Alcatel-Lucent's IP Services Router portfolio has been underlined by the latest market share figures published in [Dell'Oro Group's Routers Report 4Q09](#). According to the report, Alcatel-Lucent increased its share by 5% in the service provider edge category solidifying its number two position with over 20 percent market share.

About Alcatel-Lucent

Alcatel-Lucent (Euronext Paris and NYSE: ALU) is the trusted transformation partner of service providers, enterprises, strategic industries such as defense, energy, healthcare, transportation, and governments worldwide, providing solutions to 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 15.2 billion in 2009 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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