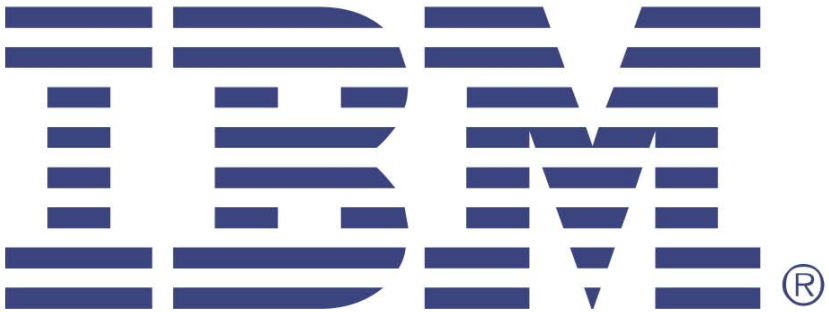
IBM and Lucent – Partnering Together







Jonathan Prial
Vice President, Business Development and Sales
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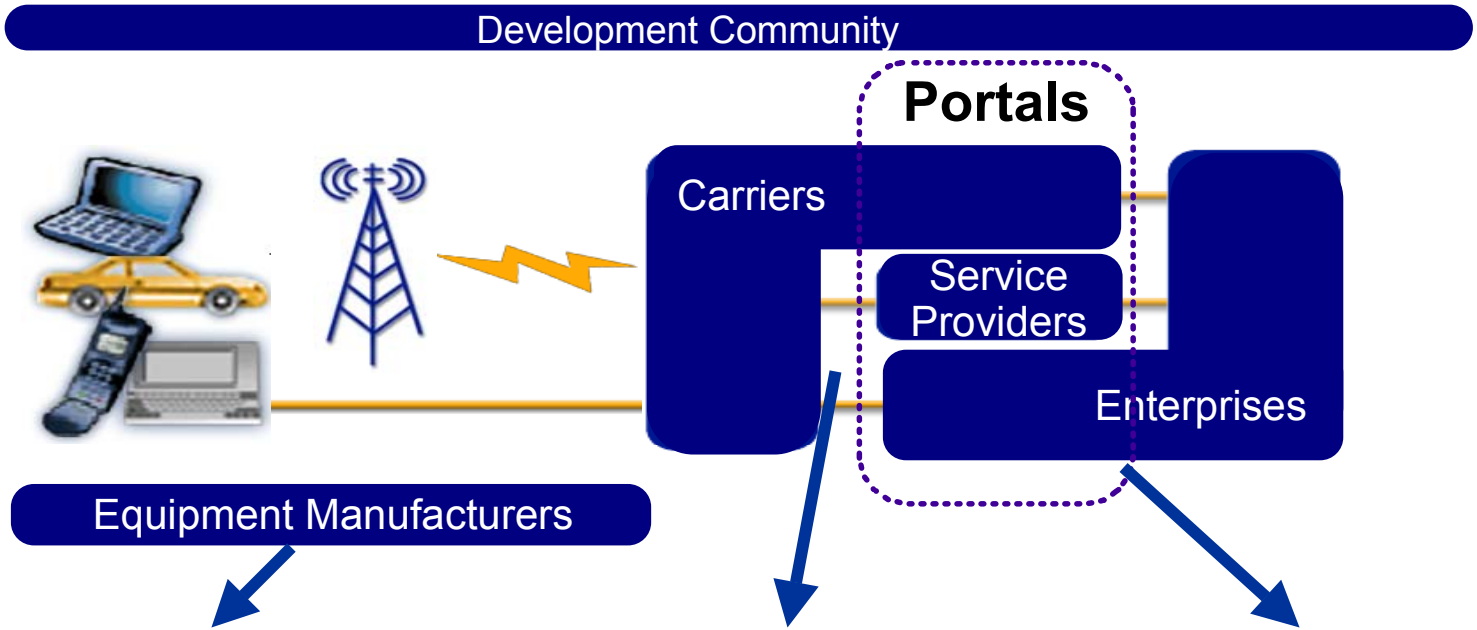
IBM Pervasive Strategy



OEM strategy to enable device-led solutions for intelligent client access to the enterprise

Partnership strategy to jointly develop mobile and messaging infrastructure for IBM's Service Provider Delivery Environment

Solution delivery strategy for enterprise presentation and access to e-business applications and services via IBM's Wireless Enterprise Delivery Environment

Open Device Platform **Open Infrastructure**

Open Standards

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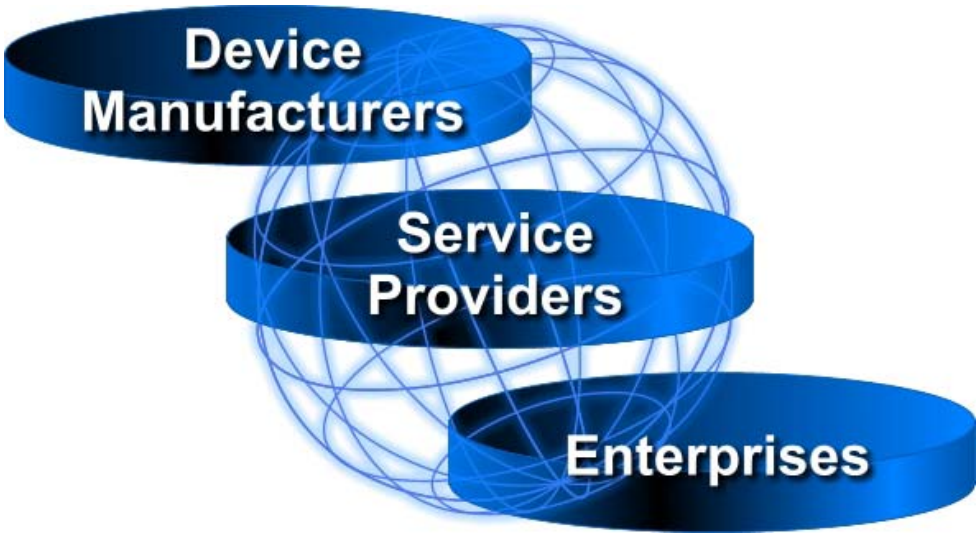
Alliances with Strong Partners



- Device Manufacturers
- Network Service Providers
- Application Providers
- Middleware Providers
- Component Manufacturers
- Integrators

Working together to establish open industry standard platforms and deliver customer solutions

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IBM-Lucent Partnership

- **Leveraging Key Software Infrastructure Technologies**
  - **Lucent Soft Switch**
    - **Integrated with IBM WebSphere DB2**
  - **Lucent Intelligent Services Gateway (ISG)**
    - **Integrated with WebSphere Application Server for Telephony**
  - **Lucent Internal Proofs of Concept underway**
    - **IBM WebSphere Everyplace Access, WebSphere Everyplace Connection Manager**

- **Lucent / IBM Services Synergy**
  - **Lucent Vital Suite**
    - **Part of many strategic outsourcing deals**
  - **Collaboration for installation, implementation and consulting services**

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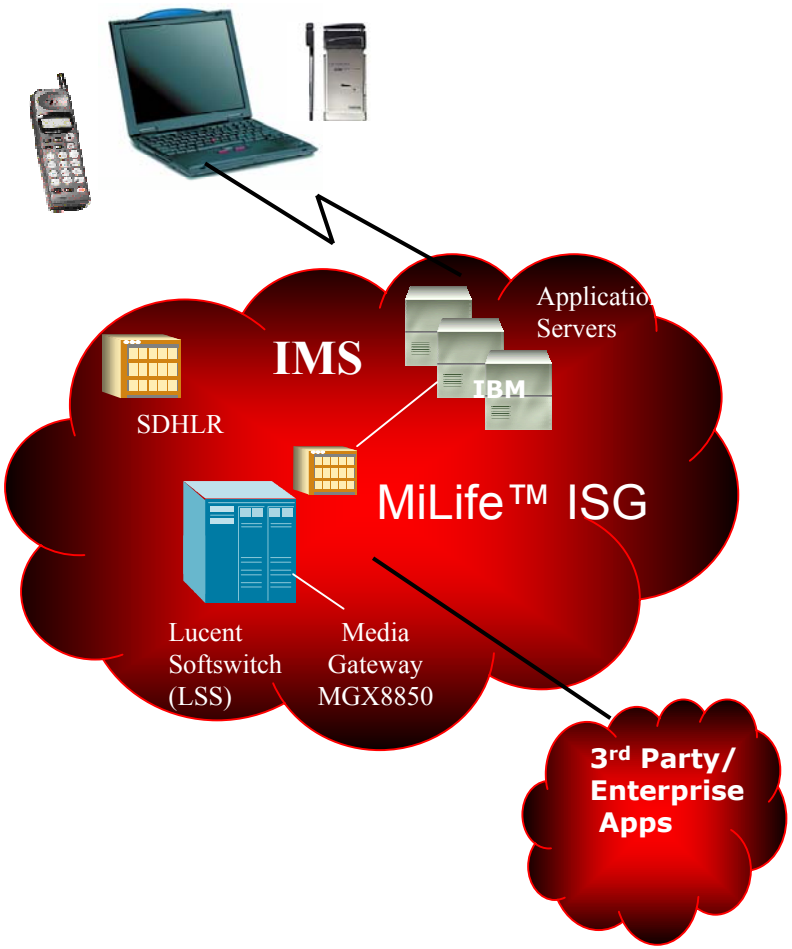
Delivering High-Speed Mobile Data Today



- **Integrated Activities**
  - Joint sales to Enterpise customers
  - Joint CIO Roadshows -- 18 cities in North America
- **Mobile Office Enterprise Jumpstart**
  - IBM Websphere Everyplace Access
  - IBM Websphere Everyplace Connection Manager
  - 3G 1X Devices (Sprint)
  - Services – IGS, ITS
- **Value Proposition**
  - Programmable, open standards-based solution
  - Leverages existing applications
  - Pre-tested end-to-end solution reduces deployment time

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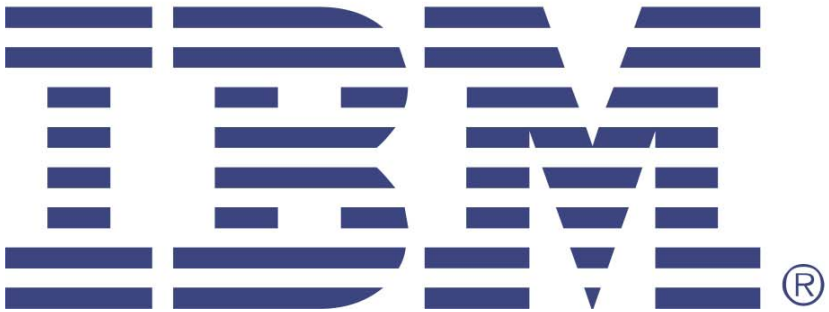

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