

Alcatel-Lucent

Berlin, CELTIC-PLUS PROPOSERS' DAY

June 2014

Alcatel-Lucent Bell Labs Research - JF Picquet

The Shift Plan: Becoming a Specialist

A game changer

FROM

Telecom equipment generalist

One large segment with no P&L ownership by business

Fragmented R&D

TO

IP Networking &
Ultra-Broadband specialist

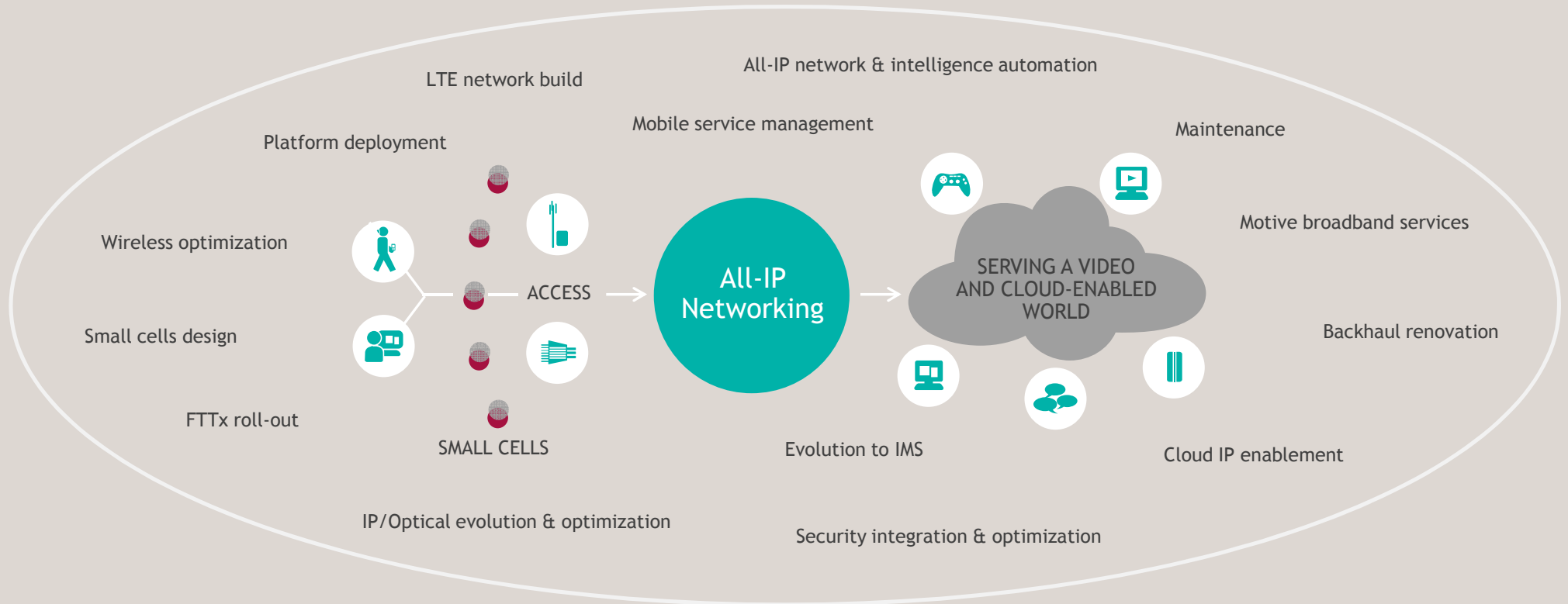
Four main businesses with differentiated management & full P&L accountability

- IP routing and transport
- IP platforms
- Fixed access
- Wireless

Refocus and unlock innovation

The services specialist

All-IP, Cloud-IP, Ultra-Broadband Access

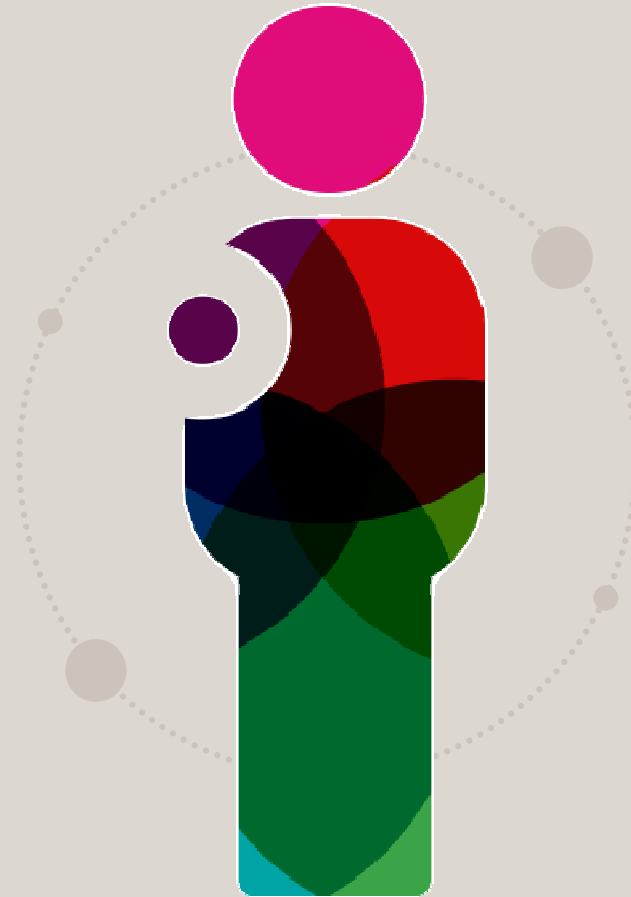


Alcatel-Lucent the trusted vendor-of-choice in a € 10+ Bn market(1) ~20% 2012-15 CAGR

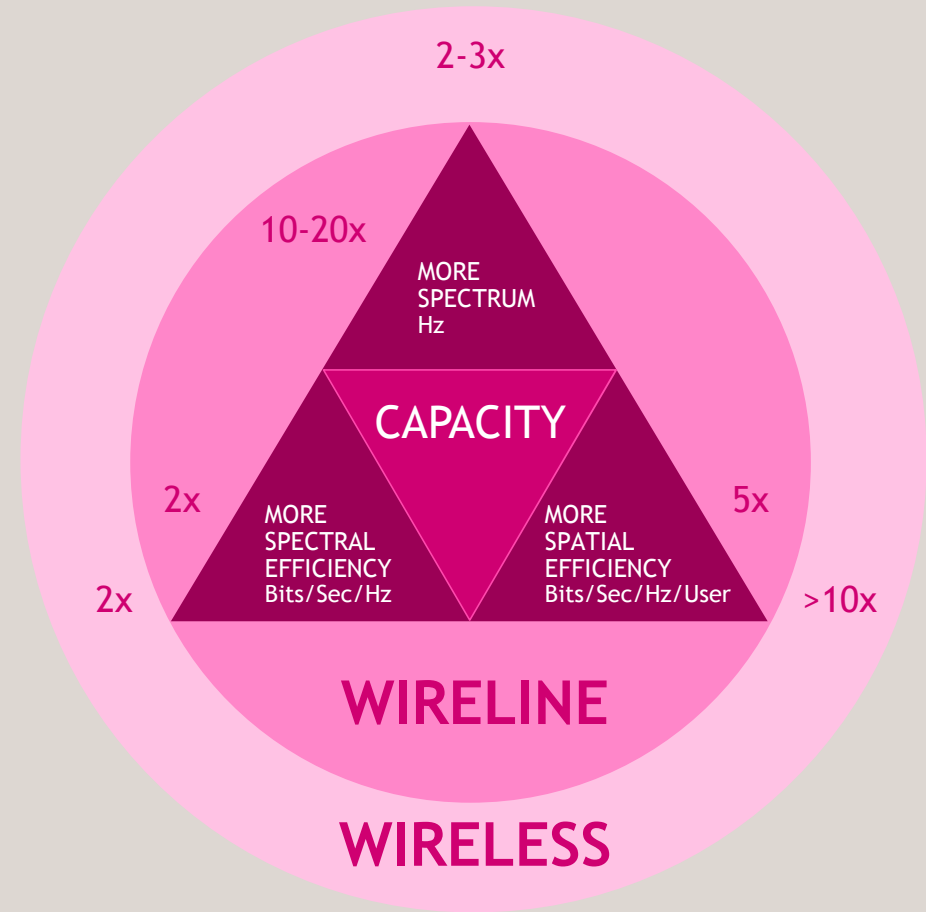
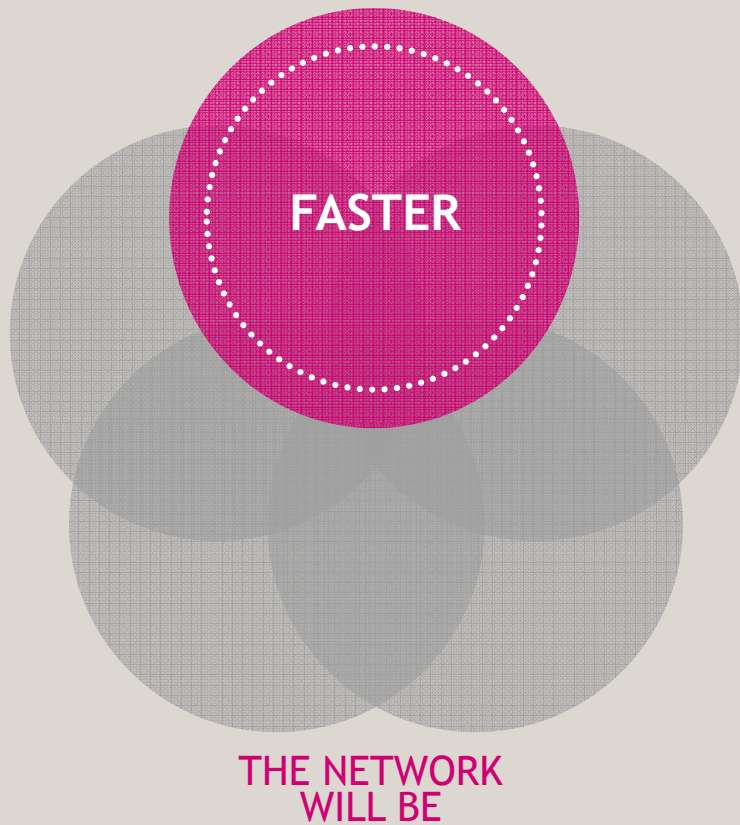
(1) 2015 - Alcatel-Lucent analysis based on industry analysts studies

How we build networks must change

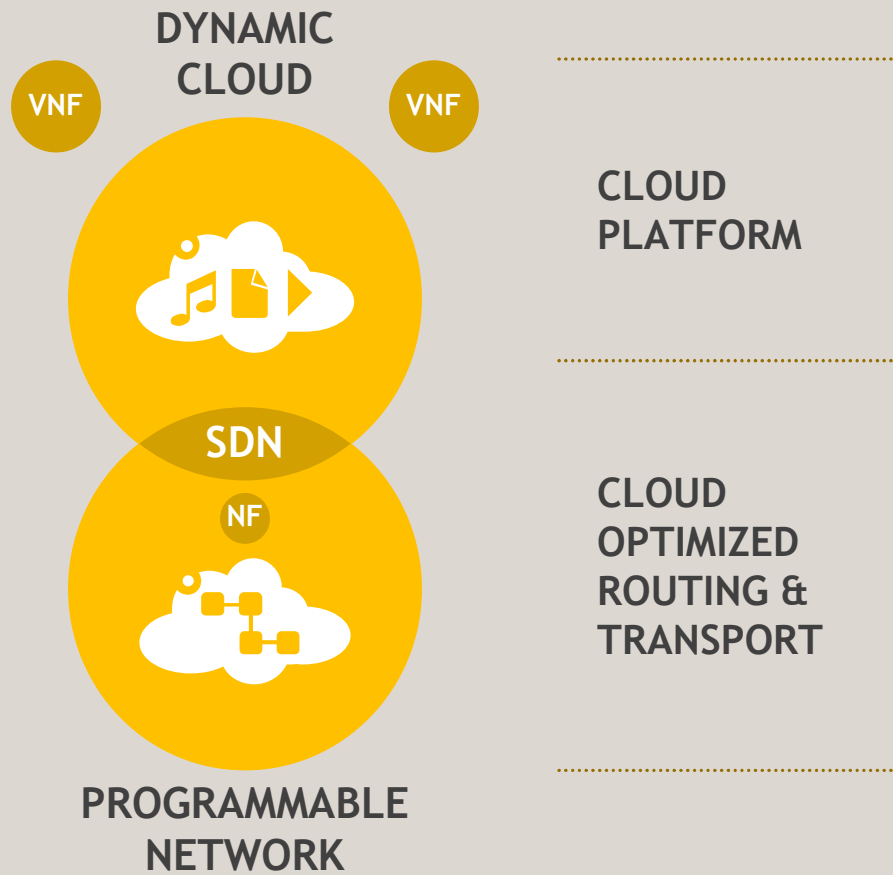
THE NETWORK
NEEDS TO
ADAPT TO THE
USER



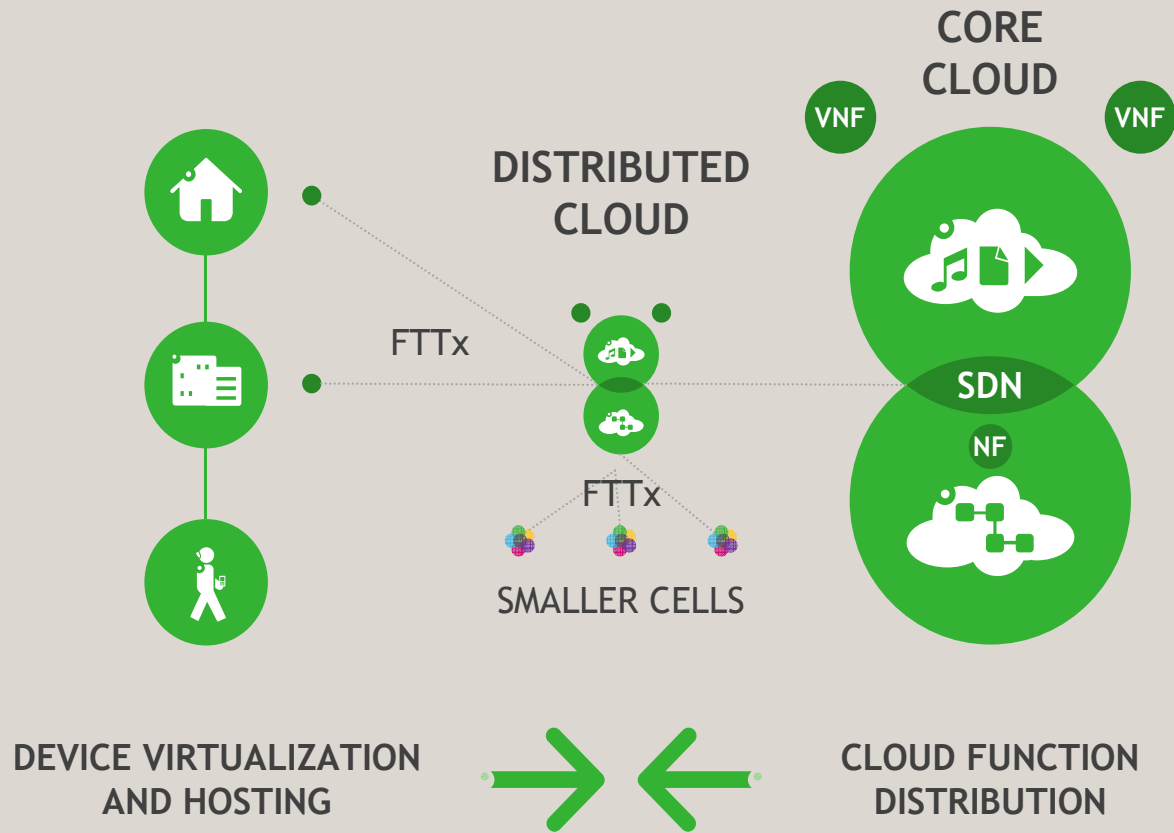
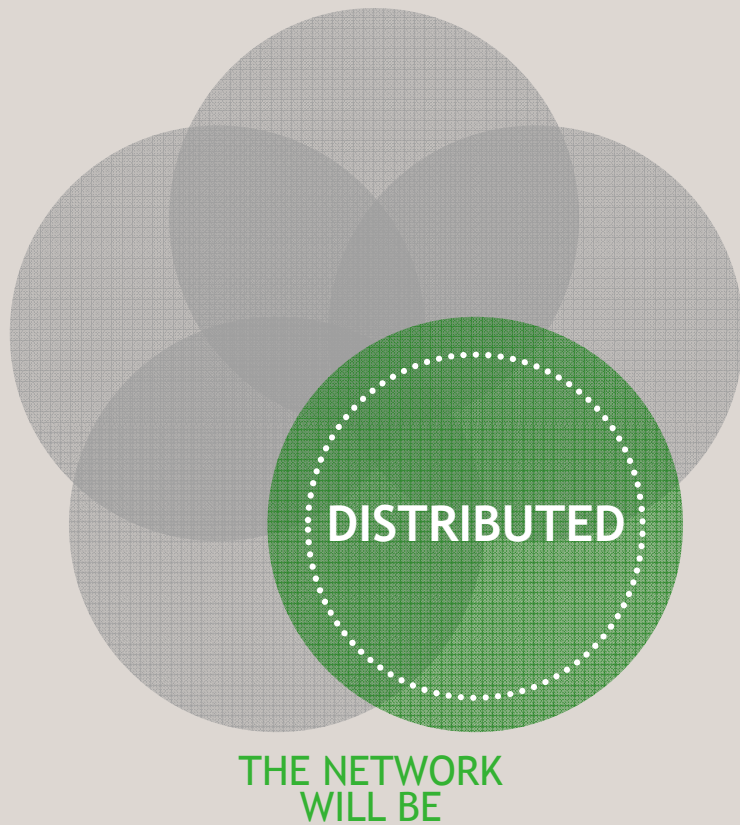
Networks must be faster



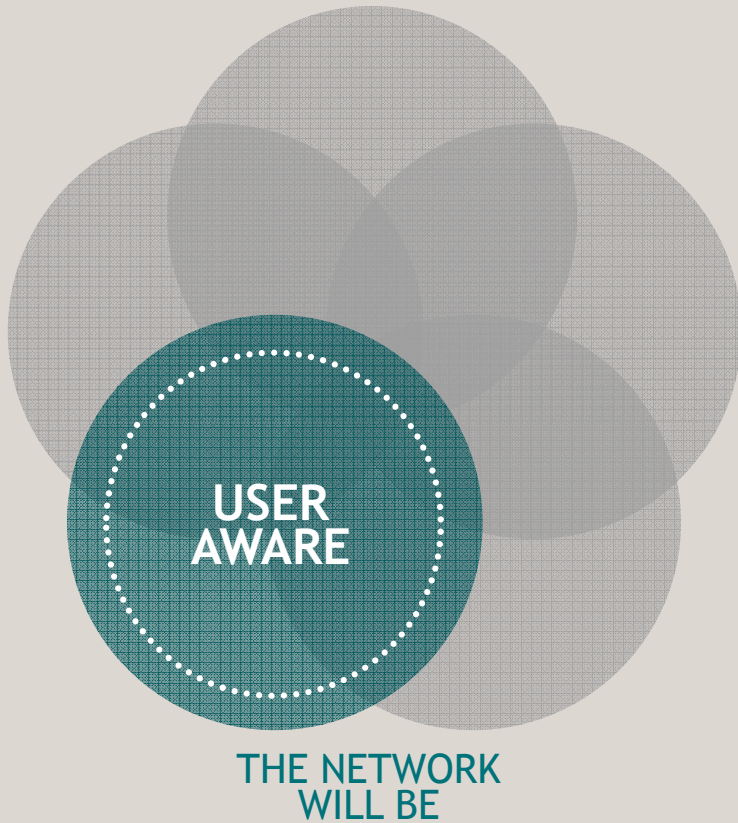
Networks must be integrated with the cloud



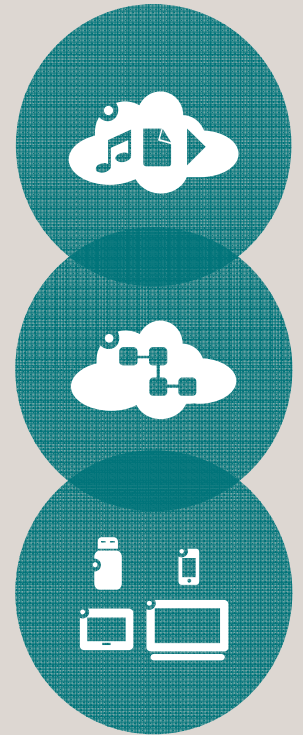
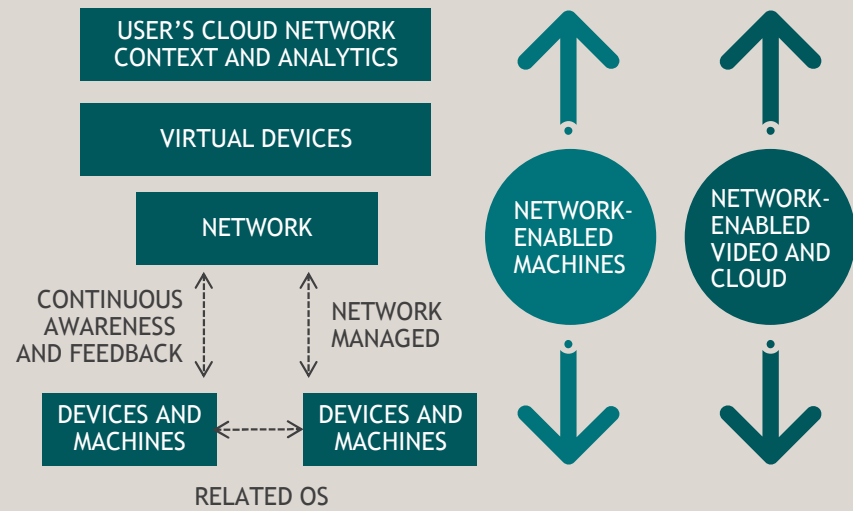
Networks must be closer to the end user



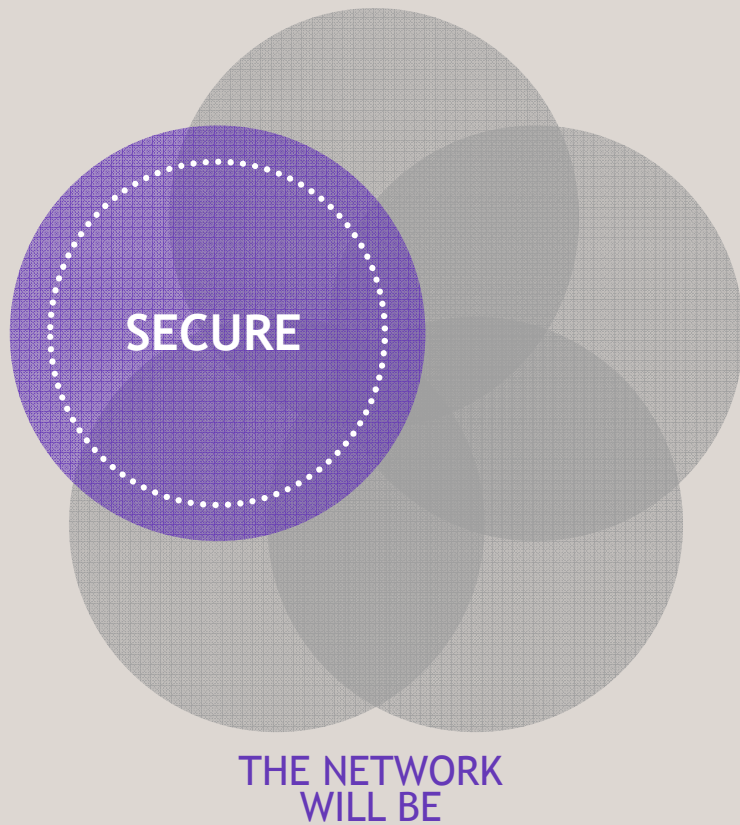
Networks must be user aware



SINGLE NETWORK-ENABLED EXPERIENCE

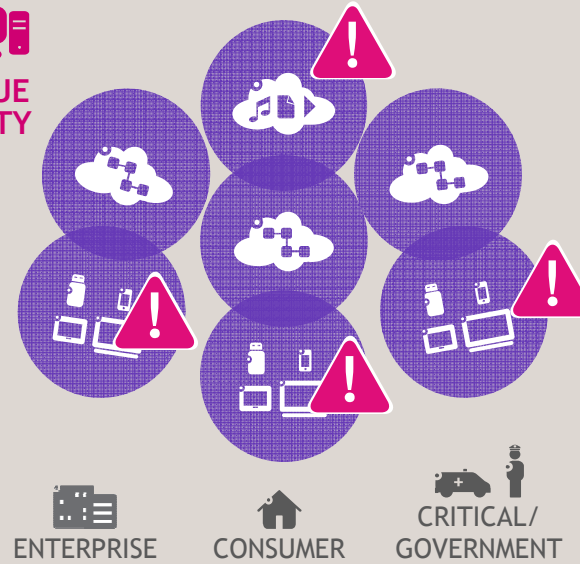


Networks must be secure

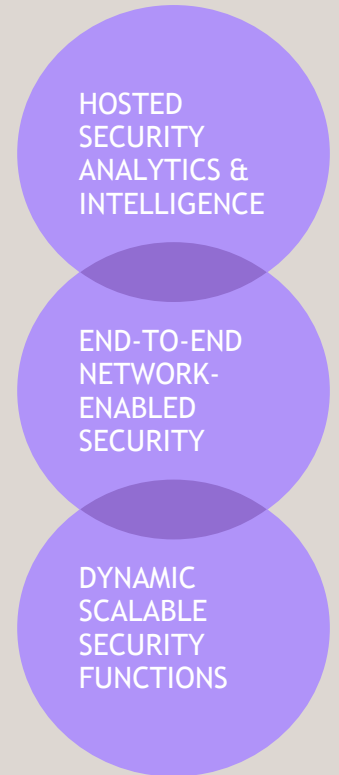


GLOBAL THREAT—MULTIPLE COORDINATED ATTACK

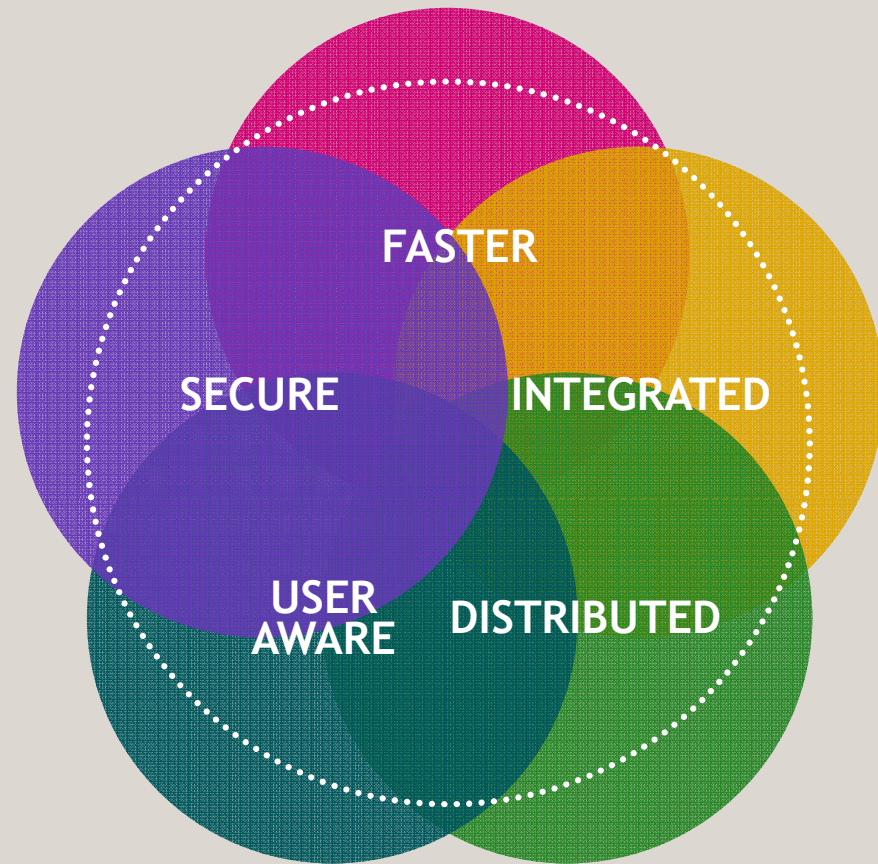

ROGUE ENTITY



← CROSS-SECTOR COLLABORATION →



THE NETWORK WILL BE



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