

# News Release

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## **LUCENT TECHNOLOGIES AND ALPHA TELECOM ANNOUNCE IP CENTREX PRODUCT INTEROPERABILITY AND STRATEGIC MARKETING AGREEMENT**

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PHOENIX — Lucent Technologies (NYSE: LU), and Alpha Telecom, a designer and manufacturer of next generation network (NGN) customer premises equipment, today announced that they will jointly market solutions that together will bridge the gap between traditional voice networks and today's Internet-protocol (IP) infrastructures.

The two companies recently demonstrated interoperability between the Lucent iMerge? Centrex Feature Gateway (CFG) and Alpha Telecom's Arion 1004 ISDN Voice-over-Internet protocol (VoIP) Gateway and Arion 2004 P-Phone VoIP Gateway. In addition, the companies agreed to jointly market these solutions for the Internet telephony marketplace by offering customers a complementary VoIP solution in Centrex environments.

iMerge™ CFG is part of Lucent Technologies' IP Centrex Solution, which helps service providers capture new revenue by offering business customers hosted, IP-calling services that are more flexible and cost-effective than those offered by both traditional and IP PBX offerings. The iMerge™ CFG – which works with any class 5 switch – serves as a bridge between traditional circuit-switched networks and IP network infrastructures, delivering the features and functionality of that class 5 switch over a packet network.

“Using a standards-compliant interface like the Arion 1004 and 2004, as well as a highly robust set of VoIP endpoints, iMerge™ CFG allows a variety of end-user applications, including multi-location Centrex and virtual office capabilities for road warriors and teleworkers,” said Ken Arndt, vice president of marketing and sales support at Lucent subsidiary AG Communication Systems.

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“Alpha Telecom’s Arion family of VoIP Gateways will offer customers Centrex features over their IP backbone. Our high-performance design, combined with ease of installation, offers the best solution available today for companies planning on migrating from traditional circuit switching to packet switching” said Sid Sung, president of Alpha Telecom.

The Arion 1004 is a high-quality H.323 standards-compliant VoIP gateway that works in conjunction with the iMerge™ CFG to provide ISDN Centrex features transparent to customers who want to migrate to IP telephony but still want to keep their legacy ISDN business sets.

The Arion 2004 is an H.323 standards-compliant VoIP gateway that works in conjunction with iMerge and a DMS-100 Class 5 switch to provide P-Phone Centrex features transparent to customers who want to migrate to IP Telephony and still want to continue using their legacy Meridian Business Set, or P-Phone.

#### **About Alpha Telecom, Inc.**

Alpha Telecom, Inc. U.S.A. (ATIU), headquartered in Sunnyvale, California, develops and markets NGN customer premises equipment. Alpha Telecom's products include high-quality IP gateways, LAN switches, and a full range of ISDN NT1, ISDN Terminal Adapters and UPS devices for the telecommunications market. The company serves the majority of service providers in North America, the United Kingdom, Europe, and Australia.

In 2001, ATIU established Alpha Telecom Hong Kong Ltd. (ATHL) in association with Soyo Investment Ltd. The primary focus of ATHL is to maintain an Alpha Telecom presence in Southeast Asia while exploring sales potential in areas outside of North America. ATHL also supports ATIU in product development, marketing activities and production support. Additional information can be found on ATIU’s site at <http://www.alpha-tele.com>.

#### **About Lucent Technologies**

Lucent Technologies, headquartered in Murray Hill, N.J., USA, designs and delivers networks for the world’s largest communications service providers. Backed by Bell Labs research and development, Lucent relies on its strengths in mobility, optical, data and voice networking technologies as well as software and services to develop next-generation networks.

The company's systems, services and software are designed to help customers quickly deploy and better manage their networks and create new, revenue-generating services that help businesses and consumers. For more information on Lucent Technologies, visit its web site at <http://www.lucent.com>.

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