

# Business Profile

›NORTEL NETWORKS

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## Nortel Networks unleashes Internet potential from Northern Ireland

Nortel Networks, a global leader in networking and communications solutions, is using the talents of Northern Ireland to help unleash the power of the optical internet.

The Ontario-headquartered corporation has had a "partnership" with Northern Ireland for a decade - and this has paid strong dividends to the region as well as providing a source of skills and inspiration to support Nortel Networks' leadership position.

The corporation's 500,000 sq. ft. Systems House facility at Monkstown, Belfast is its largest in Europe. Alongside is Nortel Networks' Belfast Lab, which is Ireland's largest R&D center.

Both establishments have a heritage going back many years prior to Nortel Networks acquiring them in 1992 from STC (Standard Telephones & Cables). From beginnings in electro-mechanical switchgear, the facilities now produce leading-edge transmission products such as the OPTera-1600G which can carry 20 million simultaneous calls on one fiber-optic cable no thicker than a human hair.



### Strategic location

Well over 1,000 people are employed at Monkstown and a substantial number are employed in a supplier hub that has been developed in the region to support Nortel Networks' strategy. That supplier base now includes other investors in Northern Ireland such as Solectron Corporation, the Silicon Valley-headquartered contract electronics manufacturer.

They, and more than a dozen other key suppliers, support an operation at

Monkstown that is at the very heart of the global high performance internet revolution.

On the 34-acre campus Nortel Networks combines its leading-edge research and development with Systems Integration, as well as order and logistics management, to deliver complete national and international networks to customers in more than 70 countries.

The Monkstown Facility supplies multi-product network solutions encompassing all of Nortel Networks leadership categories - Optical Networks, Metro Networks and Wireless Networks. Wireless Core products are enabling the massive global expansion in mobile telecommunications. Optical long-haul solutions delivered from this facility now carry 50 percent of European internet traffic. The Optical metro suite of solutions - which eliminate complex metropolitan network bottlenecks - are unleashing internet growth across the world, from Sao Paulo to Moscow.

Strong synergies between the high-end manufacturing facility and the Belfast lab help deliver fast model build programs and other key benefits. The lab's mandate for R&D covers optical metropolitan and local transport products and network management. Among accolades won by Monkstown is the UK's Queen's Award for Innovation which was presented to the lab for the development of the Optera Metro 4100 system, now a key product built at Monkstown.

#### **Talent to make it work**

Nortel Networks' success in Northern Ireland has been founded on the quality of its people. The ready availability of highly-qualified and talented labor in the region has fuelled the technological developments that today drive the internet forward. For instance, half of the employees in Nortel Networks' Belfast lab have Masters or PhD qualifications in addition to their primary degrees.

As a result of this skills pool, Nortel Networks is confident of its future place at the forefront of internet development. Richard Lowe, Nortel Networks Vice President for Global Customer & Product Operations, expresses neatly why the corporation regards the Belfast operation as "an internet powerhouse" playing a fundamental role in its integrated strategy and in supporting its market-leading position.

"I'm really happy with the bright, energetic environment we have in Northern Ireland," says Lowe.

Nortel Networks cites quality, dedicated people and lower than average UK labor rates as key location advantages, along with available skills in electronics and software engineering. It also praises Northern Ireland's well-developed infrastructure.

The Monkstown facility has been developed to create an inspirational work place - and is conveniently situated only a few miles from the two world-class universities that provide the skills flow to support Northern Ireland's electronics and telecoms cluster. Nortel Networks has developed close links with both Queen's University, Belfast and the University of Ulster and has built a dedicated high-capacity telecommunications network with them to enhance its R&D capabilities. Another example of the academic relationship is the support Nortel Networks has given Queen's University in the creation of a Chair in Telecommunications.



Employees at Monkstown share in a sense of real achievement which has been recognized by a series of awards including the UK Quality Award in 1998 and Northern Ireland Exporter of the Year in 2001.

Nortel Networks is adjusting to new market conditions. One result of that is the consolidation of some operations from another company site into the Monkstown facility. With internet traffic still forecast to grow at an average annual rate of 88 per cent to 2005, Nortel Networks in Northern Ireland will play a critical role in bringing the internet to peoples throughout the world, at the speed of light.