

WebSphere® software

## Lucent Technologies and IBM Mobility Solution: Meeting the needs of mobile users



Sales reps, executives and other company 'road warriors' need access to proprietary information, sales plans, customer lists and meeting notes. WSPs can provide this access securely and on the fly with the flexibility and open standards of the Lucent Technologies and IBM Mobility Solution. As these 'road warriors' move between the enterprise WLAN and outside telco network, the transition is as transparent as a handoff between two cells in a cellular network—the result of a seamless roaming environment.

### Overview

#### ■ **The Challenge**

*Wireless Service Providers (WSPs) needed a way to provide seamless access to company data for their enterprise customers through corporate Wireless Local Area Networks (WLANs) and Third Generation (3G) networks*

#### ■ **The Solution**

*The Lucent Technologies and IBM secure mobile data solution based on seamless wireless roaming technology, Lucent Technologies 3G cellular hardware and IBM WebSphere® Everyplace™ software*

#### ■ **The Benefits**

*Generates additional revenue, improves customer satisfaction, accelerates the adoption of 3G high-speed mobile data, provides greater mobile transfer rates and eliminates 'dead time,' increases productivity for the enterprise*

### Enterprise mobility

Businesses are seeking better ways to support their growing numbers of mobile workers. This includes the need to communicate and access data while inside the enterprise through WLANs, and from outside the enterprise through 3G mobile public networks and the Internet. While this proposition can be complex and costly for individual enterprises to implement themselves, WSPs can assist them through rapid deployment on their networks.

The enterprise user requires a wireless experience with wireline characteristics: speed, security and reliability. This means having access to the same services and applications through a mobile laptop or Personal Digital Assistant (PDA) that are available from a user's office desktop.

*“... provides enterprise customers with seamless, secure data access to corporate applications over a 3G wireless infrastructure.”*

*John Marinho  
Vice President  
Offer Management  
Lucent Technologies*

Enterprises are recognizing the demand for a seamless mobility solution. The Lucent Technologies and IBM Mobility Solution helps WSPs address that demand by providing ongoing communication:

- *From LAN to Wireless LAN*
- *Between enterprise LAN sub-networks*
- *Between enterprise WLAN, public WLAN hotspots, and Wireless Wide Area Networks (WWAN)*

John Marinho, Vice President of Offer Management at Lucent Technologies notes, "this solution leverages Lucent's high-speed data infrastructure and enterprise wireless software product and enablement skills by IBM to provide enterprise customers with seamless, secure data access to corporate applications over a 3G wireless infrastructure".

#### **Lucent Technologies: setting the standard for wireless**

Few companies can match Lucent Technologies' skills and experience in applying wireless technology to real world solutions, addressing 3G network infrastructure, operations, integration and interoperability. Lucent Technologies is a leader in CDMA/spread spectrum technology with more than 70,000 base stations deployed worldwide. The company has strong relationships with Wireless Service Providers and is a key participant in evolving wireless standards.

The combination of Lucent Technologies hardware and IBM software provides a secure, high-speed, reliable infrastructure for both wireline and wireless networks. According to Kim Epley, Lucent Technologies' Director of Strategic Partner Relations, "the ongoing work done by IBM and Lucent Technologies has produced a mobility solution that changes the way wireless devices communicate. Now the mobile user can freely move around without worrying about terminal or wireless device configurations, network compatibility, or loss of data."

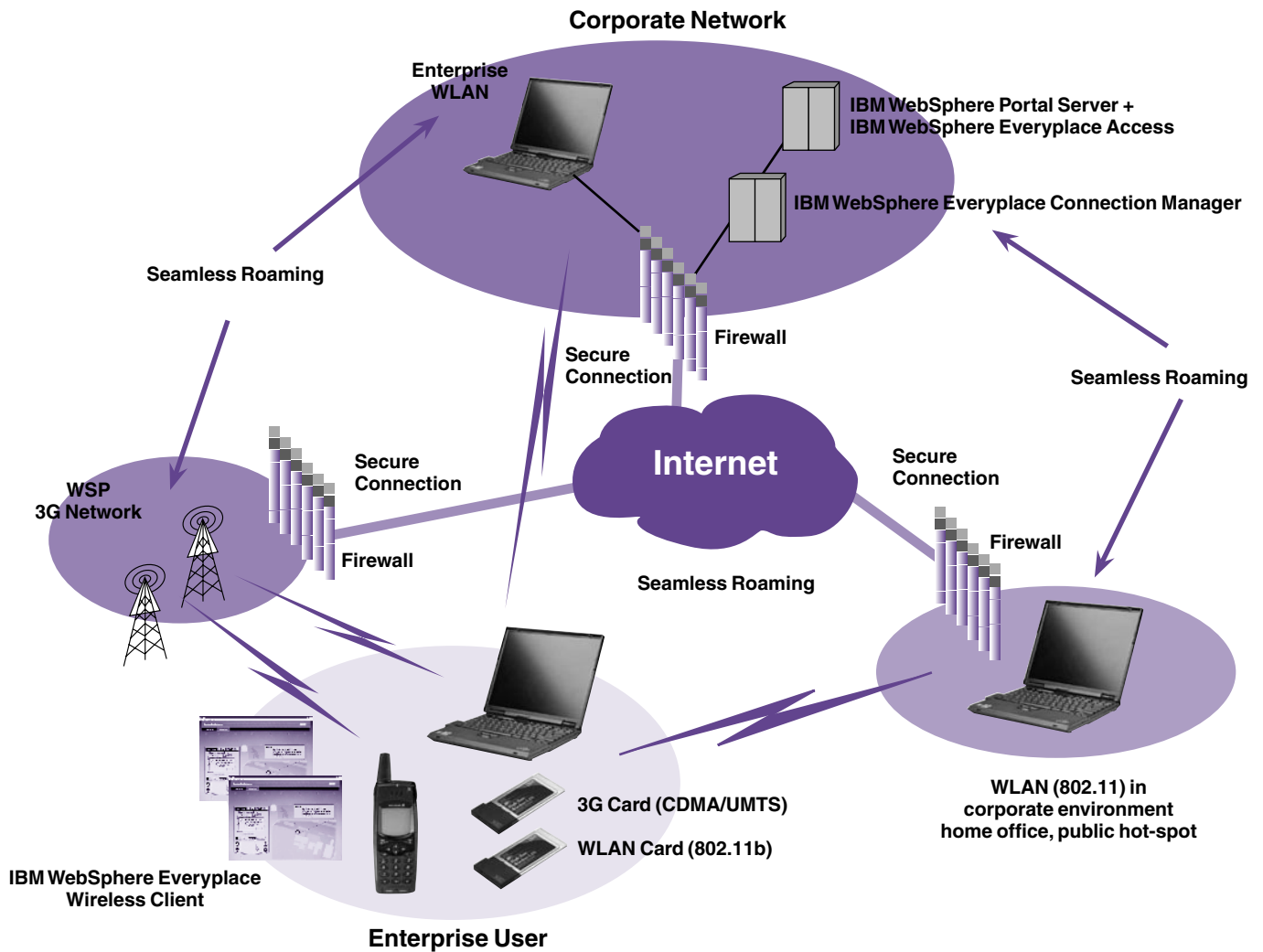
#### **Putting it all together with IBM**

IBM is a leading provider of mobility solutions, software, services and devices for wireless e-businesses and networks. IBM brings a rich base of industry application knowledge, software and solutions, and offers a broad range of wireless systems integration and consulting services.

Jonathan Prial, the IBM Vice President of Business Development and Sales for Pervasive Computing says, "our base of enterprise wireless experience, coupled with Lucent Technologies', brings together the perfect combination of skills. We've proven that it works, and now we can take it to our WSPs and to their most revenue-generating customers—the enterprises".

#### **A wireless alliance**

The Lucent Technologies and IBM Mobility Solution is a framework for mobile connectivity that is based on seamless wireless roaming technology, Lucent 3G cellular hardware, and the IBM WebSphere Everyplace software product set.



The figure on this page illustrates the solution components. A mobile device, such as a laptop computer or PDA, contains enabling hardware for accessing both WLAN (802.11) and 3G communications. The IBM WebSphere Everyplace Client, installed on the wireless device, enables secure Internet Protocol (IP) roaming for uninterrupted enterprise access.

### Benefits to enterprises

The Lucent Technologies and IBM Mobility Solution allows mobile professionals to stay connected with their companies, peers and critical data. It increases their productivity and effectiveness by extending the freedom, flexibility, efficiency and convenience of wireless networking. This new mobility solution enhances the public telephone network and enterprise wireless networks by providing seamless access to both in a reliable manner.

Business enterprises can quickly benefit from this secure enterprise data solution, gaining a competitive advantage, reduced risk, easier implementations and ready-to-go applications. Since the solution is pre-tested and pre-integrated, enterprises can quickly realize a reliable, cost-effective, enterprise-centric answer to the needs of their mobile workers.

### Benefits to Wireless Service Providers

The Lucent Technologies and IBM Mobility Solution is easy to implement, using existing voice and data 3G networks to deliver wireless, high-speed data (HSD) services, seamlessly across LAN and cellular network environments. By offering greater network utilization and services, WSPs now have a way to leverage the large investment they are making in 3G infrastructure. New revenue streams can be created, thanks to the early adoption of 3G services and corporate WLANs. A quicker return on investment (ROI), new sources of revenue and greater customer satisfaction and loyalty are additional benefits from this compelling solution.

The Lucent Technologies and IBM Mobility Solution has been field tested in several real-world enterprise environments and is ready to implement — today.

### For more information

For more information about high-speed mobile data solutions from Lucent Technologies, access the Web site at [www.lucent.com/wireless](http://www.lucent.com/wireless)

For more information about how IBM can help your business take advantage of wireless e-business visit our Web site at [ibm.com/pvc](http://ibm.com/pvc) or contact your local IBM Sales Representative.



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Boca Raton, Florida 33487

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