



# ZOOM IN

## Leadership Category Focus

Message from Malcolm Collins

### **Enterprise Networks in Greater China**

In the coming years, Nortel Networks has some interesting market opportunities for Enterprise Networks in China.

Nortel Networks stands to benefit now that China has joined the World Trade Organization. Already well-established in the region, the company is in the best position to enable enterprises with IP data, voice and multimedia services.

Membership in the WTO means more competition and that will mean more multinational corporations will set up headquarters here. To do that, they'll need the high-quality communications networks and technologies Nortel Networks provides.

Nortel Networks already serves a number of governmental Enterprise customers in Greater China. Among them are the China State Postal Bureau, the China Customs Bureau, the China Agricultural Bank, Western Education Networks, Chendu Information Harbor IDC and the State Power Corporation of China. One of the largest stock exchanges in the world, the Hong Kong Exchanges and Clearing Ltd., runs its data networks on our Passport gear. A number of major international banks have built their business continuity plans over Nortel Networks optical solutions.

In Taiwan, home-grown multinational enterprises are building their enterprise voice and data networks on Nortel Networks end-to-end solutions.

Also this year, the Canadian International School of Hong Kong deployed a high-speed, high-bandwidth Gigabit Ethernet and Internet telephony solution from Nortel Networks.

These are some examples of recent wins and our Enterprise momentum will continue to build in this market as we focus on communicating our "One network. A world of choice." Enterprise vision and driving for leadership in convergence.

Malcolm Collins  
Enterprise Networks