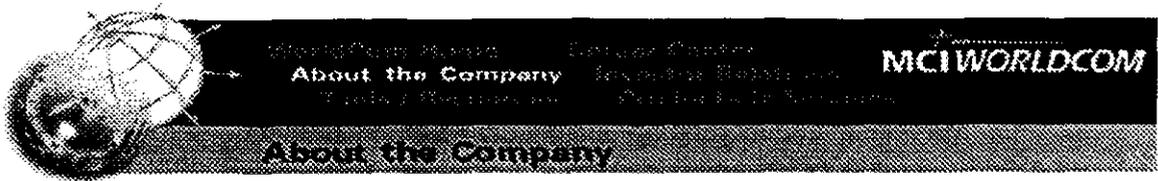


DOCKET FILE COPY ORIGINAL



You are here > On-Net | Business Markets | About the Company

RECEIVED 98-212

FOR IMMEDIATE RELEASE

CONTACT: Marianne Steiner/Paul Adams
1-800-644 NEWS

JUL 30 1999

FEDERAL COMMUNICATIONS COMMISSION

**MCI WORLDCOM UNVEILS NEW "ON-NET" OFFICE OF THE SECRETARY
COMMUNICATIONS SERVICES FOR BUSINESSES**
 —First and Only Communications Service Platform to Eliminate Boundaries
 Between Local, Long Distance and International Voice, Data and Internet Services—

ST. LOUIS, September 28, 1998— Just two weeks after completing its merger, MCI WorldCom today announced an industry changing, new communications service. On-Net from MCI WorldCom allows business customers to combine voice and data traffic from local U.S. and international locations onto one seamless, end-to-end network.

MCI WorldCom now owns and operates its own network in local cities across the U.S. and globally. This eliminates the hassle and cost of interconnecting with multiple phone companies for local, long distance and international communications services. MCI WorldCom On-Net customers are also able to utilize a single access method for all of their voice, data and Internet services empowering business with unprecedented flexibility, network accessibility and significant savings. This new first-of-its-kind service is available today in all MCI WorldCom facilities-based markets world-wide. A majority of American business occurs in cities covered by MCI WorldCom's local services. On-Net offers business customers strong incentives for combining all of their telecommunication services with MCI WorldCom and for utilizing the company's local service facilities.

"Every business in America should get On-Net," said Tim Price, president and CEO of MCI WorldCom Communications. "Only MCI WorldCom has wholly-owned network facilities in 81 major markets and nearly 50 international locations. That's why only MCI WorldCom can offer businesses unparalleled network speed, consistent global customer service and integrated product offerings. On-Net breaks down the barriers between local, long-distance and global services that were erected by monopolies. By bringing competition to these markets, we're bringing a competitive advantage to our customers, increased bandwidth, simplicity and savings."

MCI WorldCom On-Net Rewrites the Rules For Communications

When customers send traffic, either voice or data, between two or more locations that are On-Net, traditional boundaries become irrelevant. Customers receive one flat rate for domestic calls and country-specific flat rates for international calls that leverage the local-to-global-to-local network.

This unique concept extends beyond an individual company to other On-Net customers allowing their customers, suppliers and other companies they do business with to share in the On-Net advantage.

On-Net also provides significant improvements in other areas since it utilizes one network and one support structure for all communications services, avoiding hand-offs between

No. of Copies rec'd 2
LBIABOCE

local, long distance and global carriers. On-Net customers will enjoy unique benefits from the service including:

- **INCREASED CAPACITY.** MCI WorldCom's network has capacity so vast it can carry all of the data traffic of all other carriers combined.
- **BETTER RELIABILITY.** By offering end-to-end services over its own SONET facilities, in many locations, On-Net reduces or even eliminates the hand-offs from one network and carrier to another, increasing reliability.
- **ENHANCED FLEXIBILITY.** MCI WorldCom On-Net provides an array of services including domestic and global voice, data and Internet with solutions serving customers from small businesses to the largest multinational corporation.
- **ONE POINT OF CONTACT.** Businesses of any size have one sales and service team for all their voice and data services, wherever they do business.
- **ONE CONTRACT, WITH CONSOLIDATED VOLUME DISCOUNTS.** By aggregating volume discounts across all services -- local, long distance, global, voice, data, Internet, etc, --customers save money and time.

MCI WorldCom's Local-to-Global-to-Local Network Empowers Ground-Breaking Communication Service

The key to On-Net is MCI WorldCom's "local-to-global-to-local" network. MCI WorldCom is the only company with broad network coverage in local U.S. markets along with a growing network presence in Europe, Asia, South and Central America. Through the combination of MCI, Brooks Fiber and MFS, MCI WorldCom has the largest national "local footprint" in the U.S.

Customers Are Already Using On-Net

Customers such as JD Edwards, which develops enterprise software, and Great West Life & Annuity, an employee benefits and financial services company, are already taking advantage of these new services.

J.D. Edwards has 49 offices worldwide, 252 global business partners and approximately 6,590 customer sites in 104 countries. "MCI WorldCom On-Net gives us a single solution to manage all our locations across our network, and network management and reporting tools that simplify our monitoring and invoicing processes," said Mark Endry, J.D. Edwards vice president and CIO. "This simplified approach eliminates the need to deal with several communications providers."

"MCI WorldCom On-Net revolutionizes how customers use communications," said Price. "This innovative new service not only benefits customers, but extends and maximizes those savings when trading partners and suppliers also use MCI WorldCom On-Net services."

Complete Portfolio of Integrated Products and Services

Customers can take advantage of a number of services, all integrated onto a single invoice with common discounts across all products, standardized service level and

contract agreements unparalleled in the industry. MCI WorldCom On-Net offers the widest breadth of communications services on one network including:

Voice and Integrated Services— MCI WorldCom has solved the last mile connection for providing local service, and created a new type of traffic—Local Network Calling. This provides pricing consistency that only a national provider of local services can deliver. Local services are full featured and consistent from market to market. Other integrated services include Enhanced Toll Free Services, Calling Card and Paging.

Virtual Data and Internet Service— Through its advanced, end-to-end network, MCI WorldCom has created the concept of a "super port," where customers in many locations can connect their businesses to the world—or next door. This seamlessness means no network-to-network interfaces (NNIs) that sometimes create bottlenecks, traffic delays and reduced efficiencies. Offering two premier data services, Frame Relay and Asynchronous Transfer Mode (ATM) services, MCI WorldCom provides local availability, seamless global access, advanced enterprise network services, and comprehensive service level agreements / management. On the Internet, MCI WorldCom specializes in interoperable communications solutions that merge traditional data legacy systems with carrier-grade Internet services, including dedicated access with flexible tiered billing, web-hosting, managed security services, intranets and e-commerce services.

Global Voice and Data— MCI WorldCom is one of the world's premier carriers of international traffic with an expanding network and facilities in Europe, Latin America and Asia-Pacific. MCI WorldCom extends its domestic product set globally offering customers Global Voice, Global ATM Service (Outbound Voice and ATM slated for January 1999 commercial availability), Global Frame Relay Service, and Managed International Private Line. MCI WorldCom will leverage its in-country local facilities to provide its local-to-global-to-local On-Net promise.

MCI WorldCom Interact— A full suite of business applications, MCI WorldCom Interact is available through a secure Web site that provides customers with a single point of electronic access for active network management, customer care, analysis and service ordering. It also provides an innovative customer service tool for real-time electronic invoices, payment and reports for voice and data networks.

Conferencing— MCI WorldCom Conferencing combines unrivaled local-to-global capabilities and industry-leading conferencing management tools for audio, video and NET Conferencing to provide customers with the electronic meeting solutions that make a difference in the marketplace.

Using the World Wide Web, Customers Control Their Service

MCI WorldCom On-Net is the first full-service, Web-enabled product that features invoicing, payment, customer support and call detail all online. Through MCI WorldCom Interact, e-billing presents an invoice and allows for online remit. MCI WorldCom Interact also provides real-time monitoring and powerful traffic and usage analysis tools.

Advertising to Launch Today

A national advertising campaign to promote this service will launch this evening. The television campaign features actor Sam Neill in his first advertising effort. Neill is a veteran of more than 50 films, including Academy Award winning "The Piano," "The Hunt for Red October," block-buster "Jurassic Park" and most recently, "The Horse Whisperer." In addition, MCI WorldCom will launch a print and Internet advertising effort promoting "On-Net". The advertising was developed by Messner, Vetere, Berger, McNamee, Schmetterer EURO RSCG, New York.

About the Company

MCI WorldCom is a global telecommunications company with revenue of more than \$30

billion and established operations in over 65 countries encompassing the Americas, Europe and the Asia-Pacific regions. MCI WorldCom is a premier provider of facilities-based and fully integrated local, long distance, international and Internet services. MCI WorldCom's global networks, including its state-of-the-art pan-European network and transoceanic cable systems, provide end-to-end high-capacity connectivity to more than 35,000 buildings worldwide. MCI WorldCom is traded on NASDAQ under WCOM. For more information on MCI WorldCom, visit the World Wide Web at <http://www.mciworldcom.com> or <http://www.wcom.com>.

	Site Map Site Search	WorldCom Home About the Company Tools / Resources	Career Center Investor Relations Products & Services
---	---	---	--

Copyright © 1998 MCI WorldCom, Inc. All Rights Reserved

•• Press Room •••••



Contact:

Dagmar Merz
Senior Director, Corporate Communications
Global One
Tel: +32 2 545 2654
Fax: +32 2 545 2655
Email: dagmar.merz@globalone.net

Global One Expands Global ATM Service to 40 Countries

Industry's leading ATM service now available in over 800 cities in 40 countries -- highest capacity with broadest coverage

Brussels, April 29, 1999 -- *Global One*, the international joint venture of Deutsche Telekom, France Telecom, and Sprint, today announced the expansion of its seamless ATM service, *Global ATM*, to over 800 cities in 40 countries. Initially launched in 13 countries last October, *Global ATM* is now available in 27 additional countries.

The expansion to 40 countries means that *Global ATM* is available in the principal business markets of Europe, Asia-Pacific, the Americas, Middle East, and Africa. *Global ATM* delivers to multinational business customers a high-speed (1.5Mbps to 155Mbps), cost-effective service that simultaneously supports all types of traffic - voice, data, IP, and multimedia - with clear quality commitments over a single, self-healing network. Additional countries and cities will be announced later this year.

"Multinational businesses around the world can now dependably satisfy their mission-critical communications needs with an advanced ATM service that reduces network costs and increases flexibility," stated Tom Wyrick, *Global One* vice president for data services. "We are excited to be able to deliver ATM services in such a large number of business cities in so many important countries. This announcement is another tangible result of the over US\$ one billion infrastructure investment program completed by *Global One* during the last three years."

Global ATM operates on one of the world's largest and most advanced ATM-based networks, which is monitored 24 hours a day, 365 days a year. Leading-edge network automation systems provide around-the-clock automated fault protection. The network carries out automated pro-active monitoring, automated testing and diagnosis, and automated corrective actions. These features are backed up by the support organizations of Deutsche Telekom, France Telecom, Sprint, and *Global One*, respectively. Their seamless backoffice capability includes order entry, provisioning,

billing and 24-by-7 customer support.

Global ATM has the capacity to operate at extremely high switching speeds of up to 155 Mbps rates. Lower speeds, starting from T-1 (1.544 Mbps) can be tailored to specific customer needs. It delivers high-speed bandwidth on demand and virtual networking. Two *Global ATM* categories of service provide efficient, cost-effective support of both time-sensitive and time-insensitive applications over the same network. The CBR (Constant Bit Rate) category of service supports applications such as voice and private line applications, which require tight timing and fixed bandwidth, while the VBR-nrt (Variable Bit Rate -- non-real time) category of service supports "bursty" applications, such as LAN interconnections. *Global One* provides customized service level agreements (SLAs) to customers of *Global ATM*, including clear commitments to service availability, repair times, transit delays, cell loss ratio, and cell delay variation.

The 40 countries where *Global ATM* is now available include:

Americas Region - Brazil, Canada, Chile, Colombia, Mexico, U.S., and Venezuela

Europe Region - Austria, Belgium, Bulgaria, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Luxembourg, Netherlands, Norway, Poland, Portugal, Romania, Slovak Republic, Spain, Sweden, Switzerland, Turkey, and UK.

Asia-Pacific, Middle East, Africa Region - Australia, Hong Kong, Israel, Japan, New Zealand, Russia, South Africa, South Korea, and Taiwan.

Global One, the worldwide joint venture of Deutsche Telekom, France Telecom, and Sprint, offers a single source for the solution of voice and data needs of businesses, carriers, and consumers around the world. *Global One* has over 1,400 points of presence in more than 65 countries and had 1998 revenues of more than \$US1.1 billion.

**Global ATM Country/Location and City Availability
April, 1999**

Country or Locations	City
Australia	Sydney, Melbourne
Austria	Vienna, Graz, Saizbur, Innsbruck, L
Belgium	Brussels, Antwerp, Gent, Liege
Brazil	Sao Paulo, rio de Janeiro, Porto Alegre, Campinas, Curitiba
Bulgaria	Sofia
Canada	Toronto
Chile	Santiago
Colombia	Bogota
Czech Republic	Prague
Denmark	Copenhagen, Vejle, Arhus, Glostrup

Finland	Helsinki
France	Service to over 30 cities
Germany	Service to over 40 cities
Greece	Athens
Hong Kong SAR	Hong Kong SAR
Hungary	Budapest
Ireland	Dublin
Israel	Tel Aviv
Italy	Milan, Rome, Bologna, Naples, Pa Turin
Japan	Tokyo, Nagoya, Osaka
Korea	Seoul
Luxembourg	Luxembourg
Mexico	Mexico City
Netherlands	Amsterdam, Rotterdam, Utrecht
New Zealand	Auckland
Norway	Oslo
Poland	Warsaw
Portugal	Lisbon, Porto
Romania	Bucharest
Russia	Moscow, St. Petersburg
Slovak Republic	Bratislava
South Africa	Johannesburg
Spain	Madrid, Barcelona, Bilbao, Valenci Vigo, Seville
Sweden	Stockholm, Gothenburg, Malmo, Sundsvall, Orebro
Switzerland	Geneva, Zurich, Bern, Lausanne, Basel
Taiwan	Taipei
Turkey	Istanbul
UK	London, Manchester, Basingstoke, Birmingham, Bristol, Doncaster, Glasgow, Milton Keynes
US	Service to over 600 cities



...round trip data transfer time from Boston to Miami is 46 milliseconds

Media

- [Subscriptions](#)
- [Media Contacts](#)

CABLE & WIRELESS USA TO BUILD NEXT GENERATION, HIGH CAPACITY INTERNET NETWORK

\$670 Million Investment Will Position Company as Leading Provider of Internet Services and Solutions

Vienna, VA - April 13, 1999 - Cable & Wireless today announced it will invest \$670 million in the USA to develop the next generation high capacity Internet network that will fully integrate Internet, data, voice and messaging communications.

The significant investment to build the industry's fastest, high capacity Internet network backbone signifies Cable & Wireless' strategy to be the leading facilities-based provider of Internet-based communications services and solutions.

During the next two years, Cable & Wireless will build the new USA Internet network, which will link more than 60 metropolitan areas across the United States. The new network, which will deploy transmission equipment for OC-192 speeds and utilize the most advanced routing and switching technology available, will enable Cable & Wireless USA to manage Internet, data, voice and messaging communications traffic on one network.

"The significant investment in building the next generation high capacity Internet network is a clear demonstration of Cable & Wireless USA's goal to be the number one provider of Internet communications services and solutions," said Denny Matteucci, chief executive officer of Cable & Wireless USA. "In addition, this investment underscores our commitment to be a customer-focused company by anticipating our customers' needs for the capacity, speed and reliability to manage their mission-critical business operations in the Internet economy."

Cable & Wireless USA has entered into an agreement with Level 3 Communications to purchase 15,000 route miles of

- Internet
- Data
- Voice
- Messaging
- Consumer
- Partners
- Profile
- Careers
- Media**
- Contact
- Search
- Home

dark fiber that will enable Cable & Wireless USA to reach more than 50 metropolitan areas across the United States. Cable & Wireless USA will build state-of-the-art Internet facilities in each of the metropolitan locations.

In addition to the purchase of dark fiber and a nation-wide facilities build-out, Cable & Wireless USA will also acquire advanced routing, switching and transmission technology. Cable & Wireless USA has already initiated the purchase of Juniper Networks M40 routers and FORE Systems' ForeRunner ASX 4000 ATM switches.

"Cable & Wireless USA is creating the most advanced Internet network," said Randy Catoe, vice president of Internet engineering, operations, solutions and support at Cable & Wireless USA. "The technology that we are deploying in this network represents today's cutting-edge fiber optic routing, switching and transmission technologies, which will deliver the speed our customers need to compete in tomorrow's electronic marketplace."

The network will link with the Cable and Wireless plc global network - including its Internet backbone in Europe and the Asia/Pacific region. Cable & Wireless USA expects to complete the network in 2001, and will bring segments of the network on-line before then, as they are completed.

Graham Wallace, chief executive of Cable and Wireless plc, said, "This significant investment emphasizes our determination to be the clear leader in the Internet and data market. Combined with our unrivalled presence in Asia Pacific and our announced plans for Europe, it will ensure Cable & Wireless is uniquely placed to be the premier provider of Internet and Data solutions and services worldwide."

About Cable & Wireless USA

Cable & Wireless USA is the American subsidiary of Cable and Wireless plc, one of the world's leading providers of integrated communications and a major global carrier of communications traffic: Internet, data, voice and video. Its businesses around the world offer a range of services spanning interactive entertainment and information, broadband data, Internet access and broadcast television, as well as fixed and mobile voice. Cable & Wireless is one of the world's largest carriers of international traffic, provides mobile communications in more than 30 countries and operates the world's largest, most advanced cables ship fleet. Cable and Wireless plc is listed on the Stock Exchanges of London, New York (NYSE: CWP) and Frankfurt.

For more information about Cable & Wireless USA visit
<http://www.cwusa.com>.

###

For more information contact:

Kelley Gannon	Nikki Laughlin
Cable & Wireless USA	Cable & Wireless USA
(703) 760-3068	(703) 760-1574
kelley.gannon@cwusa.com	nikki.laughlin@cwusa.com
Pager: (888) 350-5527	Pager: (888) 213-4372

[Copyright](#) 1999 Cable & Wireless USA. All Rights Reserved.
Last Updated: Thu Apr 15 11:00:00 AM 1999

Top 

Cable & Wireless Global Markets

Cable & Wireless Global Markets, working closely with Cable & Wireless companies and partners around the world, is the operation responsible for the global telecommunications needs of large multinational corporations.

The managed global solutions offered by Cable & Wireless are delivered as a seamless operation. They include the provision of e-mail systems, the transfer of voice, data, image or video, management of the network 24 hours a day, 365 days a year and flexible billing systems.

We also have expertise in specific market sectors, such as finance, IT, travel & transport and oil & energy. We are designing and delivering value-added applications that are customised to meet the particular needs of these industries and individual organisations within them.

[Cable & Wireless Global Markets Information Page](#)

[|| About Cable & Wireless Global Businesses || Cable & Wireless Global Markets ||](#)
[|| Cable & Wireless Global Mobile || Cable & Wireless Global Card Services ||](#)
[|| Cable & Wireless Global Network || Cable & Wireless Omnes ||](#)

[|| Operating Companies by Country || Businesses by Region || Non Java Version || Global Businesses || Links ||](#)

With feedback about our Web site, please e-mail webeditor@plc.cwplc.com

© Cable and Wireless plc 1999
This page was last updated on 28 April 1999

Where are the gaps?

If those are our strengths, we must also recognise where there's more work to be done.

- We need access to more traffic-generating businesses in Western Europe and North America. Two recent deals are moving us decisively in this direction:
 - Our partnership with Telecom Italia
 - The purchase of MCI's internet communications business positions us as one of the most powerful integrated data, voice and Internet businesses in the world and gives us extra scale in the USA

Being international (which we are) is not the same as being global. 'International' is having lots of flags on the map. Being global means stitching them together into one entity with one coherent strategy. The challenge now is to unlock the value of our existing assets by getting them working as a single global operation.

Having various stand alone systems working on their own is fine, but imagine the effect if those systems are linked into a network, giving the power of the whole to each individual unit.

It's that kind of step change that Cable & Wireless Global Businesses will achieve.

The global solution

There have always been businesses in Cable & Wireless which were global. Cable & Wireless Global Marine, for example, which installs and maintains undersea telecommunication systems, goes back to the very origins of the Company.

Other global lines of businesses have emerged more recently:

- Global Markets serves multinational customers around the globe.
- Global Marine is the world's leading installer and maintainer of undersea telecommunication cables. As such it lays much of the physical infrastructure on which the Group depends.
- Global Network serves telecommunications companies worldwide and manages our international infrastructure. This realises benefits of scale, and ensures a cost competitive Cable & Wireless network with more points of contact around the world than any other.
- Global Card Services is transforming our many card services into one global operation.
 - Cable & Wireless Omnes offers customised communications and IT solutions to businesses operating in remote locations around the world.
 - Cable & Wireless Nautec delivers integrated communications and information solutions to the container shipping industry.

Cable & Wireless Global Businesses is bringing these together into one organisation with common standards, common marketing, common technology and common relationships with customers and suppliers. The result is better use of resources, greater efficiency and better service to the customer.

If you go back to the businesses page there is a full list of Global Businesses - click on any of them for more details.

[|| About Cable & Wireless Global Businesses ||](#)
[Cable & Wireless Global Markets ||](#)
[Cable & Wireless Global Mobile ||](#)
[Cable & Wireless Global Card Services ||](#)
[Cable & Wireless Global Network ||](#)
[Cable & Wireless Omnes ||](#)

[|| Operating Companies by Country ||](#)
[Businesses by Region ||](#)
[Non Java Version ||](#)
[Global Businesses ||](#)
[Links ||](#)

Market Research from \$5 per report
WWW 1,000 downloadable Web Reports,
select one and we'll e-mail it free of charge "CLICK HERE"

WWW
TelecomConnect

Network Infrastructure

Equant Launches ATM Service in 42 Countries

By Lisa Levenson at Bloomberg News

11 May 1999 [EMAIL THIS STORY TO A COLLEAGUE](#) 

Equant NV, which runs the world's largest data-communications network, said it will begin selling faster voice and data services to corporate customers in 42 countries.

The new service, using Asynchronous Transfer Mode technology, will allow companies to place phone calls, conduct video conferences and send large computer files to offices around the world at speeds more than three times as fast as current technology.

Amsterdam-based Equant said owning its global network gives it a competitive advantage and increased reliability in the \$773 million ATM market, which market researcher Yankee Group Research Inc. projects will grow to \$2.1 billion in 2001. Equant said it already has customers for the new service, including a unit of the Royal Dutch/Shell Group.

"Through Equant's ATM service, we can service our customers more reliably and most cost effectively," Patrick Serve, international network service manager for Royal Dutch/Shell's Shell Services International Group, said in a statement.

Equant and Global One, the joint venture of Sprint Corp., Deutsche Telekom AG and France Telecom SA, are the only phone companies now offering ATM services on a wide scale, according to Kitty Weldon, a Yankee Group program manager. Concert Communications, the former joint venture of MCI WorldCom Inc. and British Telecommunications Plc, will offer ATM services in 14 countries by the end of the year, while MCI WorldCom is preparing to offer ATM in 13 countries by year's end, she said.

"ATM is still a relatively smaller market in Europe. But it's still ultimately as important overseas as it is here," Weldon said. As European companies need more capacity to send ever-larger files, they will have to upgrade their networks to ATM, she said.

Equant, which has U.S. offices in Atlanta, began 50 years ago as an airline-reservations network; its network now reaches 220 countries. The company will announce more details about its new ATM offering at NetWorld+Interop '99, a trade show and conference that began yesterday in Las Vegas.

Equant's shares fell 1/16 to 81 5/8 in early U.S. trading.

Copyright 1999.

All Rights Reserved.

The Week's Top Stories



TOP the NEW jobs resource from your favourite telecoms site
Recruitment

COMMUNICATIONSWEEK INTERNATIONAL

Vendors poised for global network operations role

Carriers accused of blocking free ISP model

COMMUNICATIONS INTERNATIONAL

Minding your own business - outsource to compete

Navigation sidebar with search and menu options:

- Search for...
- Advanced Search
- Home
- Market Research
- Telecom
- Network Infrastructure
- Telecom News
- Telecom People
- Telecom Companies
- Telecom Products
- Telecom Services
- Telecom Events
- Telecom Links
- Telecom Archives
- Telecom Glossary
- Telecom Directory
- Telecom Newsletters
- Telecom Classifieds
- Telecom Jobs
- Telecom Recruitment
- Telecom Training
- Telecom Consulting
- Telecom Outsourcing
- Telecom Mergers & Acquisitions
- Telecom Regulatory
- Telecom Standards
- Telecom Security
- Telecom Privacy
- Telecom Accessibility
- Telecom Sustainability
- Telecom Innovation
- Telecom Future
- Telecom Trends
- Telecom Forecasts
- Telecom Analysis
- Telecom Commentary
- Telecom Interviews
- Telecom Reports
- Telecom Whitepapers
- Telecom Webinars
- Telecom Podcasts
- Telecom Videos
- Telecom Images
- Telecom Audio
- Telecom Documents
- Telecom Presentations
- Telecom Publications
- Telecom Journals
- Telecom Magazines
- Telecom Books
- Telecom E-books
- Telecom Software
- Telecom Hardware
- Telecom Services
- Telecom Products
- Telecom Companies
- Telecom People
- Telecom News
- Telecom Market Research
- Telecom Network Infrastructure
- Telecom Telecom
- Telecom Home

- **About EQUANT**
 - [News](#)
 - [Events](#)
 - [R & D](#)
 - [Partners](#)
 - [Customers](#)
 - [Human Resources](#)
 - [Library](#)
- [History](#) [Officers](#)

About Equant

Equant is a leading provider of seamless international data network services to multinational businesses. Equant's products, services and solutions are based on the simple, yet powerful concept of truly global WAN-to-LAN-to-Desktop connectivity. All provided by a single company via the world's largest commercial data network in terms of geographic coverage, which extends to over 220 countries and territories.

In the last two decades, advances in information technology have provided multinational corporations with the ability to expand the geographic scope of their operations. These corporations increasingly rely on efficient transmission of information and effective electronic communication between a number of widely dispersed locations. As a result, they increasingly require network service providers to have a truly global reach. Equant provides such one-stop solutions. These are a flexible mix of products and services encompassing:

- [Managed Data Network Services](#)
- [Global Voice Services](#)
- [Network integration solutions](#)
- [Transaction Processing Software Solutions](#)
- [And support services in over 140 countries](#)



No matter how you choose to put us to work for you, one thing is certain...

**Wherever people do business,
there is Equant.**

[Company Information](#) | [Products & Services](#) | [Contact Us](#) | [Customer Support](#)





Equant Network Services

Equant Network Services offers an extensive range of products and services to a variety of industry sectors. Equant's global network maintains points of presence in more locations than any other telecommunications provider. Full service and support is available 24-hours per day, 7-days per week in more than 150 locations around the world.

[Company Information](#) | [Products & Services](#) | [Contact Us](#) | [Customer Support](#)



THE WALL STREET JOURNAL

DATE

5/10/99

PAGE

D10

Teleglobe to Spend \$5 Billion to Expand Its Global Telecommunications Network

By CHRISTOPHER J. CHIPELLO
And STEPHANIE N. MEHTA

Staff Reporters of THE WALL STREET JOURNAL

Teleglobe Inc. plans to spend \$5 billion to expand its global telecommunications network in an effort to capitalize on the international growth in Internet and data traffic.

The five-year project, expected to be detailed at a news conference in New York today, will connect 160 cities world-wide with high-capacity fiber. Teleglobe executives said the Montreal company aims to provide Internet-service providers and other online companies with robust pipelines for transmitting voice, video and data traffic around the world.

The spending program will put Teleglobe "in a leadership position, to take full advantage" of rapid market growth, said Charles Sirois, chairman and chief executive. It marks another ambitious strategic move by the 44-year-old Mr. Sirois, who last year merged Teleglobe with U.S. long-distance phone company Excel Communications Inc. Through a private holding company, the entrepreneur also controls a growing empire of wireless-communications businesses in Canada and abroad.

Teleglobe, formerly Canada's sole overseas carrier, is one of many carriers aiming to provide network capacity in the wake of the Internet explosion. In addition to established long-distance companies such as AT&T Corp. and MCI WorldCom Inc., newcomers such as Global Crossing Ltd. and Qwest Communications International Inc. are building massive pipelines to transmit data and voice traffic across the U.S. and abroad.

Teleglobe is able to build a "next generation" network based on Internet technology, sometimes known as Internet Protocol. That architecture allows the carrier to move voice traffic in efficient "packets" that resemble Internet traffic.

But Teleglobe executives said their network will differ from those of rivals that simply sell wholesale capacity to other telephone companies. Teleglobe said it will sell its customers a range of services for

managing communications traffic using routers and computerized systems. "We are going to provide connectivity and reach," said Paolo Guidi, chairman of its Teleglobe Communications Corp. unit, which runs the global network.

Teleglobe, which owns one of the most extensive overseas telecom networks, spends about \$500 million annually on capital expenditures. The planned network, known as GlobeSystem, will add \$2 billion to \$2.5 billion to the company's capital needs over the next five years, Mr. Sirois said. The funds will come from a mix of equity and debt, but won't involve a share issue in the near term, he added.

The project is expected to cut into Teleglobe's per-share earnings for the first two years, but bolster earnings growth thereafter, Mr. Sirois said.

The Teleglobe Communications unit's revenue is expected to grow to \$5 billion in five years, from \$1.5 billion last year, Mr. Sirois said. The Reston, Va., unit's Internet revenue is expected to climb to \$1.5 billion by that time, from a projected \$200 million by the end of this year, he added.

Including Excel, which caters to retail customers, Teleglobe posted net income last year of \$14.9 million, or four cents a diluted share, on \$3.39 billion in revenue.

GlobeSystem will increase the size of its network to 400,000 route miles or fiber, from 200,000 route miles today. Thanks to special telecommunications gear that boosts the capacity of each strand of fiber, Teleglobe boasts its network, once completed, will increase its capacity 180-fold.

The first phase of construction, which is under way and isn't part of the \$5 billion in additional spending, includes upgrading Teleglobe's existing Internet backbone in North America, fiber deployments in Europe and investments in several undersea-cable networks.

The second phase of GlobeSystem, set to begin in 2001, calls for Teleglobe to deploy a fiber system in Asia and construction of a trans-Atlantic fiber network.

from
Sarah
another
good
competition

Home

[Home](#) [About Us](#) [Products](#) [Services](#) [Partners](#) [Press Releases](#) [Qwest in the News](#) [Careers](#) [Contact Qwest](#)

August 3, 1998

KPNQwest Joint Venture Completes First "EuroRing" Network

High-Capacity Pan-European Fiber Optic Network
to Deliver Advanced Data Services 60 days Ahead of Schedule

Denver, January 28, 1999 -- Qwest Communications International Inc. and KPN, the Dutch telecommunications company, today announced KPNQwest, their planned joint venture, has completed the first of six EuroRings™, and is now providing service to Amsterdam, Antwerp, Brussels, Dusseldorf, Frankfurt, Paris, Rotterdam and Strasbourg. This EuroRing extends 1,468 miles (2,416 kilometers).

"By completing the first EuroRing on our pan-European network two months ahead of schedule, we can accelerate our entry into the European data market and deliver advanced Internet protocol (IP)-based services to Europe's largest economic centers," said Jack McMaster, acting CEO of KPNQwest. "Our customers will benefit by the venture delivering on the promises we made when our partnership was announced in mid-November." The joint venture is expected to close at the end of the first quarter of 1999 pending regulatory approvals.

KPNQwest will offer broadband services, as well as IP-based services designed for companies of all sizes. Through KPNQwest's enormous amount of transatlantic capacity, the EuroRing network will be linked by the end of the first quarter in 1999 to Qwest's technologically advanced 18,500-mile U.S. fiber optic network.

By April, 1999, Qwest will enable businesses in North America who have affiliates, customers and suppliers in Europe to seamlessly interconnect via a variety of Qwest's data services, including broadband private line, frame relay, ATM (Asynchronous Transfer Mode) and IP-based VPNs (Virtual Private Networks).

KPNQwest's pan-European high-capacity fiber optic network consists of bi-directional self-healing "EuroRings" for uninterrupted service. By the year 2002, KPNQwest plans to construct five additional rings connecting up to 40 major western, central and eastern European cities. Designed to transmit capacity at up to two terabits per second, the KPNQwest network will carry more information faster than any other communications network. More information about the planned KPNQwest joint venture can be found at <http://jv.eu.net>.

About Qwest

Qwest Communications International Inc. (Nasdaq: QWST) is a leader in reliable and secure broadband Internet-based data, voice and image communications for businesses and consumers. Headquartered in Denver, Qwest has more than 8,000 employees and 80 sales offices in North America, Europe and Mexico. The Qwest Macro Capacity (SM) Fiber Network, designed with the newest optical networking, will span more than 18,500 route miles in the United States when it is completed in mid-1999. In addition, Qwest and KPN, the Dutch telecommunications company, have a venture to build and operate a high-capacity European fiber optic, Internet Protocol-based network that has 2,100 miles today and will span 9,100 miles when it is completed in 2002. Qwest also has nearly completed a 1,400-mile network in Mexico. Further information is available at <http://www.qwest.com>.

#

This release may contain forward-looking statements that involve risks and uncertainties. These statements may differ materially from actual future events or results. Readers are referred to the documents filed by Qwest with the SEC, specifically the most recent reports which identify important risk factors that could cause actual results to differ from those contained in the forward-looking statements, including potential fluctuations in quarterly results, dependence on new product development, rapid technological and market change, failure to complete the network on schedule and on budget, financial risk management and future growth subject to risks, Qwest's ability to achieve Year 2000 compliance, adverse changes in the regulatory or legislative environment, and satisfactory negotiation and execution of definitive documentation.

The Qwest logo is a registered trademark of Qwest Communications International Inc. in the U.S. and certain other countries.

Contact Information:

Qwest Investor Contact:
Qwest Communications
Diane Reberger
(303) 992-1662

Qwest Media Contact:
Alexander Communications
Lee Wolfe
(800) 567-7296



If you attend any internet conference this year attend this one!

12-15 April 1999
The Intercontinental
Geneva, Switzerland

Today's Top Stories

Global Crossing to Buy Frontier Corp. for \$12.5 Bln

By Colleen McElroy at Bloomberg News

17 March 1999 [EMAIL THIS STORY TO A COLLEAGUE](#)

Global Crossing Ltd., a phone company that went public in August, agreed to buy Frontier Corp. for \$12.5 billion in stock and assumed debt, giving it U.S. Internet access, voice and data services.

Frontier holders will get \$62 for each of their shares if Global Crossing trades between \$34.56 and \$56.78 before the transaction is completed. That's 39% more than Frontier's close yesterday. Hamilton, Bermuda-based Global Crossing also will take on \$1.3 billion in debt.

The acquisition of the Rochester, New York-based local and long-distance phone service provider is the latest step by Global Crossing toward becoming a worldwide phone company. It initially focused on building undersea fiber-optic cables for use by Deutsche Telekom and others. Robert Annunziata, a top AT&T executive, was hired three weeks ago to run the company.

"It creates a real powerhouse with a global (Internet) network," said Leslie Stonestreet, an analyst at NationsBanc Montgomery Securities Inc., who had a "buy" rating on Frontier. "Global Crossing has the international scope, which Frontier was lacking."

Shares of Frontier rose 7 1/16 to 51 11/16 in midday trading, while Global Crossing slumped 4 1/2 to 47.

The combined company, with an estimated market value of about \$30 billion, will have annual sales of \$4 billion and earnings of about \$1 billion before interest, taxes, depreciation and amortization. The companies expect few jobs to be eliminated among its more than 8,500 employees.

Global Crossing shareholders will own two-thirds of the company, with Frontier shareholders owning the remaining third. The acquisition is expected to be completed by October.

The sale comes two months after Frontier said it was considering spinning off operations, making acquisitions or creating a tracking stock to boost its share price.

Over the past two years, Frontier has expanded from a local phone company into a nationwide provider of long-distance, data, Internet and Web hosting services.

Global Crossing needed a nationwide U.S. voice and data network to compete against larger rivals such as AT&T.

The Week's Top Stories

Media Companies
Bases with 3 Allie

COMMUNICATIONS WEEK INTERNATIONAL

COMMUNICATIONS INTERNATIONAL

Search for...
Advanced Search





Nokia Total Connectivity



Network Infrastructure

Level 3 and Colt Team for Network Construction

By Vanessa Clark

04 May 1999 [EMAIL THIS STORY TO A COLLEAGUE](#)

Colt Telecom Group Plc and Level 3 International Inc. have agreed to share the costs of European fiber network construction. The financial details of the deal are not being released.

Colt will aid the building of Level 3's 2,000-mile Internet Protocol-based European Network which is set to link Paris, Frankfurt, Amsterdam, Brussels and London. In return, Level 3 will share the costs of building Colt's 1,600-mile German Network linking Berlin, Cologne, Dusseldorf, Frankfurt, Hamburg, Munich and Stuttgart.

Both companies will benefit from time and cost-savings, said Colin Williams, chief executive officer at Level 3 International - the London-based subsidiary of Level 3 Communications, Inc.

Both companies were at pains to point out that the agreement is only for the building of ducts and digging trenches. "Each company will separately install its own fiber and electronics," said John Doherty, Director of Investor Relations at Colt.

"We don't see the duct as the point of competition," said Level 3's Williams. Level 3 will compete with Colt as soon as the networks are finished, he said. In fact, Level 3 is eyeing the incumbent's marketshare in each country. The agreement allows us to "accelerate our attack on the big market holders," said Williams.

Colt refused to comment on market speculation that this agreement could lead to a closer relationship.

"It makes enormous commercial sense for a lot of the cost to be shared," Peter Roe, an analyst at Paribas Capital Markets told Bloomberg News "Just because two people are dancing doesn't mean they're going to get married, but it will be an intriguing prospect for the market."

Both companies are building pan-European IP-networks. Colt plans to link together its 13 local city networks and Level 3 is set to build a global IP-network with transatlantic and -pacific undersea cables joining the continental networks. In addition, the companies said it made sense for them to build together as they both build multi-duct networks which allow new technology fiber to be added to networks at a later date.

Neither companies have brought forward dates for the launch of services in new areas. Both said the agreement will allow them to shift traffic from leased lines to their own networks that much faster.

The Week's Top Stories

U.K. Government Saves One 3G

the NEW jobs resource from your favourite telecoms site
Recruitment site

COMMUNICATIONS WEEK INTERNATIONAL

COMMUNICATIONS INTERNATIONAL

Minding your own business - outsource to compete

Search for..

[Advanced Search](#)

NOKIA
CONNECTING PEOPLE

WAP
Wireless Application Protocol
Brings Internet in to your pocket



Business & Regulatory

Infonet Buys AT&T-Unisource for European Reach

By Vanessa Clark

19 April 1999 [EMAIL THIS STORY TO A COLLEAGUE](#)

Infonet Services Corp., the U.S.-based international data networking company, today announced that it has signed a memorandum of understanding to buy AT&T-Unisource Communications Services.

AT&T-Unisource (AUCS) is the global communications services company currently owned by AT&T Corp. and Unisource N.V., the joint venture between Sweden's Telia, KPN of the Netherlands and Swisscom.

Both companies are privately held and would not release any financial details of the deal. However, John Deakin, U.K. marketing manager for Infonet, said that the company expects the deal to be subject to regulatory approval in the U.S. and Europe - the European Commission has jurisdiction over deals between companies with combined global sales of 5 billion euros (\$5.5 billion) and EU sales of 250 million euros each - giving some indication of the value of the deal. Deakin does not foresee any hurdles.

The acquisition is expected to be completed by the third quarter of this year, said.

It seems that this is a consolidation of an existing de facto relationship. El Segundo, California-based Infonet is 56.1% owned by the three Unisource partners. And the two companies at present use each other's networks to fill gaps in their own coverage and offer each others services to their respective customers. Once the deal is complete, Infonet will replace AUCS as a member of WorldPartners.

Both Cees Steijger, director of media relations at AUCS, and Deakin said that for the short-term it will be business as usual for their customers. Deakin said that combining the network will allow Infonet to lower its costs and increase its service. The buy will create "one of the world's most powerful global network service companies," said Steijger.

Infonet gets about 1,500 multinational customers and over 200 points of presence in Europe with the AUCS buy. Deakin said the company has yet to determine how much network overlap there is and what it will do with the excess capacity.

"Unisource's value is in its customers and contracts," said Julie Lamirel, an analyst at Banque Paribas in London. "Infonet has a network on which it can deliver the service."

A question still surrounds AT&T's involvement with AT&T-Unisource. The No. 1 U.S. phone company said last summer it would exit AUCS after finalizing its \$10 billion

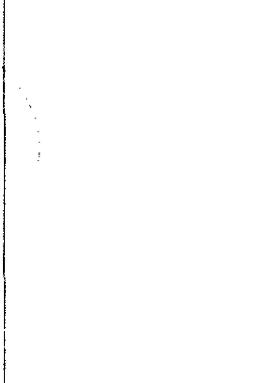
The Week's Top Stories



COMMUNICATIONS WEEK INTERNATIONAL

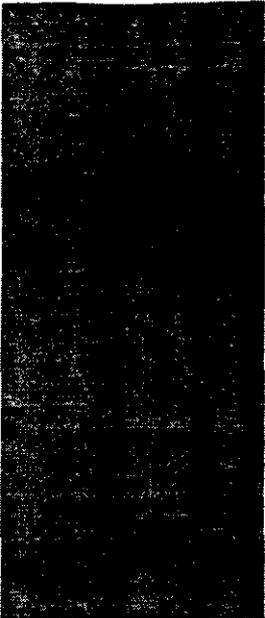
[The perils of losing a bundle on local access.](#)

COMMUNICATIONS INTERNATIONAL



Search for..

[Advanced Search](#)



alliance with BT. AT&T and Unisource are still negotiating the terms of the break-up, but Steijger confirmed that AT&T would withdraw from the alliance before the Infonet purchase is completed.

In any case the AUCS brand is set to disappear with the completion of the takeover. And it appears that Infonet has some work to do to build its brand name in Europe. "Infonet has historically had a U.S.-centric personality," said Deakin.

In a separate announcement, Unisource N.V. said it has signed an MOU with two financial institutions to take a majority stake in the company. Last November, Unisource's president and chief executive, Boenk van Marle, invited financial institutions to buy a stake in the company.

Related Stories

[Infonet to Buy Unisource](#)

© EMAP Media 1999

In pursuit of
total network integration
NEAX61Σ

just imagine
NEC MULTIMEDIA
NEC

Today's Top Stories

France Telecom Says DT Plans 'Incompatible' With Ties

By Melissa Pozsgay at Bloomberg News

19 April 1999 [EMAIL THIS STORY TO A COLLEAGUE](#)

France Telecom SA, Europe's No. 2 phone company, said a move by Deutsche Telekom AG to merge with Telecom Italia SpA would be "incompatible" with its current alliance with the German company.

The only significant activity in Europe that would be affected by a merger with Telecom Italia, however, would be Wind SpA, an Italian mobile phone venture, France Telecom said. Deutsche Telekom would have to sell Wind if it buys Telecom Italia.

France Telecom and Deutsche Telekom last year bought 2 percent stakes in each other to reinforce their alliance and cut costs. The risk that that alliance could fall apart, leaving France Telecom without a partner in Europe, drove its stock down as much as 6.7%.

"France Telecom's whole international strategy is being thrown into question," said Marc Renaud, who manages \$180 million at CCR Actions. "And that could put a question mark over its earnings growth in three to five years from now."

The stock fell 5.4 euros to 75.5 euros (\$80.28).

Shares of France's dominant state-controlled phone company were also hurt by a *Financial Times* report that said France Telecom, Deutsche Telekom and Sprint Corp. had yet to approve a 1999 budget for Global One, which could free the partners to sell their stake in the international phone venture. France Telecom has been depending on international expansion to drive earnings growth to offset lost market share in France.

France Telecom didn't comment on Global One.

Deutsche Telekom, a long-time France Telecom partner, is considering offering up to \$107 billion for Telecom Italia, topping a hostile bid by Olivetti SpA, people familiar with the talks said. Telecom Italia shares were suspended from trading today.

"Our agreements with Deutsche Telekom are clear and incompatible with a unilateral strategic reversal," France Telecom said in a statement.

Meanwhile Deutsche Telekom AG, France Telecom SA and Sprint Corp. are still in discussions over this year's budget for Global One, their joint venture, which is designed to provide phone services to multinational customers, the *Financial*

The Week's Top Stories



COMMUNICATIONS WEEK INTERNATIONAL

[The perils of losing a bundle on local access.](#)

COMMUNICATIONS INTERNATIONAL

Search for...
Advanced Search

ECFA
SPRING 2007
20-2010
FRANKFURT
GERMANY

SITE INFORMATION
REGISTER



Times reported, without citing sources.

If the budget should fail to be approved by all three parent companies, a buy-sell provision in the venture agreement would be triggered, allowing any partner to sell its stake to another or to a third party, subject to the agreement of all three partners. Deutsche Telekom and Sprint said on April 16th they were hopeful of a satisfactory outcome, the paper said.

Copyright 1999,

All Rights Reserved.

© EMAP Media 1999