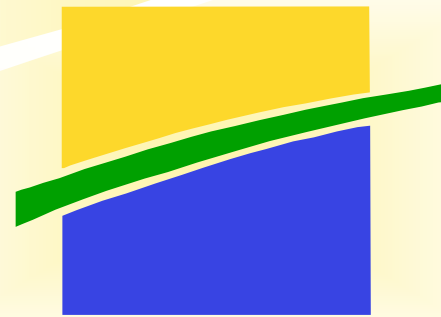


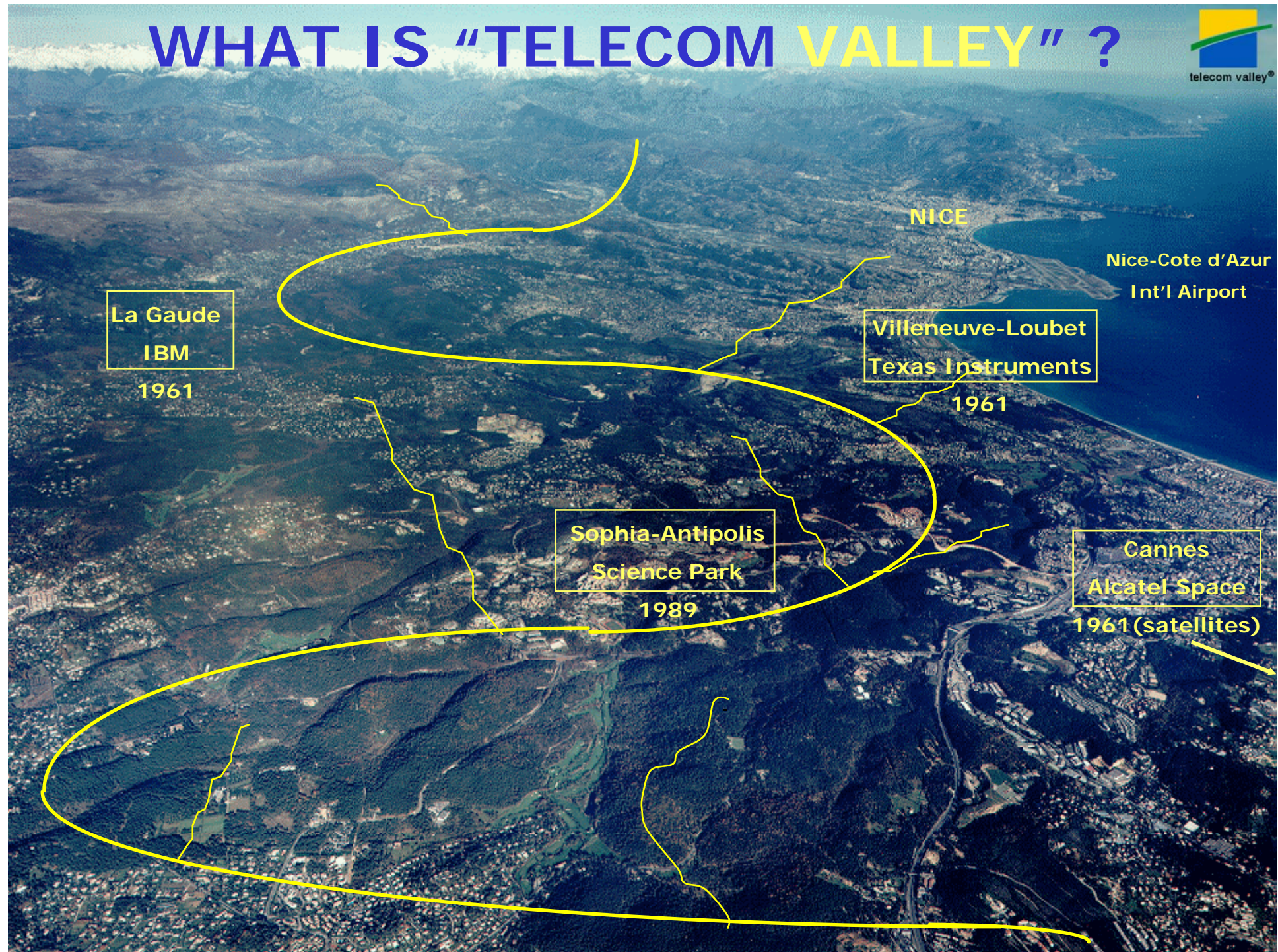
THE "TELECOM VALLEY"



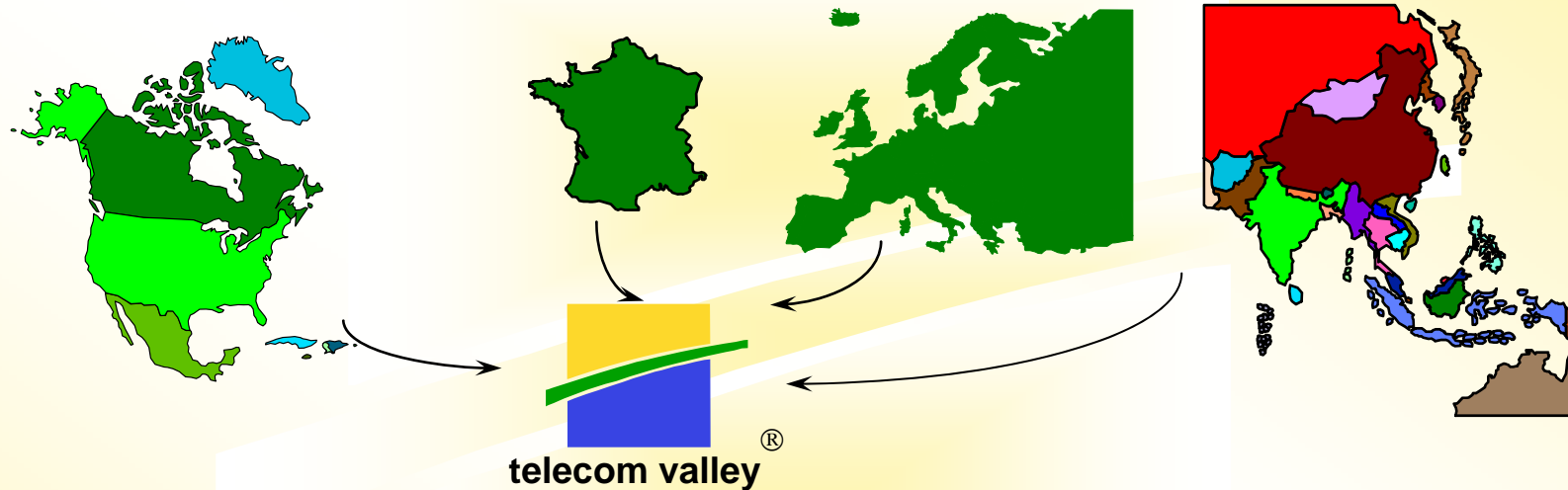
telecom valley®

telecom valley

WHAT IS "TELECOM VALLEY" ?



WHAT IS "TELECOM VALLEY" ?



A Business-Driven, Non-Profit Association

- Private and Public Companies in competitive Fields
- From Start-Ups through SMI's to large Multinationals

Together with

- Research Centers
- Educational Organizations
- Standardization Bodies
- Local Institutions

A "Melting Pot" of very different types of organizations,
nurturing cooperation and synergy between participants



TELECOM VALLEY HISTORY

- **7 Founding Members in 1991**

- Aerospatiale (Alcatel Space)
- AT&T Paradyne
- Digital Equipment (Compaq)
- ETSI (European Telecommunications Standards Institute)
- France Telecom
- IBM
- Texas Instruments

- **Now ~60 Members**

- 7500+ Employees
- ~\$3B Turn Over
- Creating Jobs (+3 to 8 % / year 95 → 98)

- **An important player in local/regional life, recognized internationally**

TELECOM VALLEY



EDUCATION & RESEARCH

- Eurecom
- INRIA
- Theseus

SEMI CONDUCTORS

- Conexant
- Siemens
- Texas Instruments
- VLSI

STANDARDIZATION

- ETSI

LOCAL INNOVATION SYSTEM

- Cote d'Azur Development
- CICOM
- City of Cannes
- City of Nice
- Junior Economic Chamber Antibes
- Nice Chamber of Commerce
- SAEM Sophia-Antipolis
- Sophia-Antipolis Foundation

CONSULTANCY

- Altior
- Andersen Consulting
- Caprioli
- Trema Laboratories

ELECTRONIC DESIGN

- Euromips Systems
- Sican
- South Coast Systems

SUPPORT SERVICES

- Com'x
- Cyberland Pro
- Sonovision-Itep

SOFTWARE & SYSTEM INTEGRATION

- | | |
|---------------|-----------------|
| • Acanthis | • Espri Concept |
| • ADD-X | • Kanbay |
| • Alpha Logic | • SEMA Group |
| • Atos | • SII |
| • Cap Gemini | • Sopra |
| • CR2A-DI | • Syseca |
| | • Unilog |

PRODUCTS, SERVICES & SOLUTIONS

- | | |
|-------------------------|------------------------|
| • <u>Alcatel Space</u> | • <u>IBM</u> |
| • Amadeus | • Istar |
| • Ascom | • Lucent Technologies |
| • <u>Compag</u> | • Monaco Telecom |
| • Cisco Systems | • NCR |
| • <u>France Telecom</u> | • Nortel Networks |
| • Fore Systems | • Schneider Automation |
| • Gemplus | • SITA |



TELECOM VALLEY OBJECTIVES

- Advertise the **unique range of expertise** combined in Telecom Valley
Technology, Software & Services, Products & Solutions, Education
- **Attract new businesses** in the fields of IT and Telecommunications.
New Customers, New Business Partners, and ... Competitors
- Promote **uses of state-of-the-art technology**
Showcases/Demos, Quality Awards,
Partnership with Universities/Research Centers
- **Advise and counsel**
Local/National Institutions and Universities
- Organize international and national **events and cooperation**
Seminars, Conferences
Exchanges/Cooperation with similar Associations in the world
- **Cross-fertilize** the Telecom Valley **community**



TELECOM VALLEY ACTIVITIES & RESULTS

- **Advertise the unique range of expertise**
 - Web site, Brochure, Posters, Presentations, Visits, Telecom '99
- **Attract New Businesses**
 - Job creation in Sophia-Antipolis (now >20000 employees)
1998 Total: 1994 (+2951 - 957) and 1998 IT only: 1104 (+1370 -266)
 - One visit-meeting-workshop/week to support regional development institutions
- **Promote uses of state-of-the-art technology**
 - ATM platform 155Mb/s: Digital movie, Virtual concert, Hi-Speed Internet & Videoconference
 - Gnôstikos project: Distance learning, Collaborative work, Competency data base
 - Quality Award to Best Customer Satisfaction, Innovation Prize
- **Advise and counsel**
 - 3rd Millenium University (IT&CS Campus+ Laboratory of Uses / Cyber-University)
 - Provence-Alpes-Cote d'Azur region/State coordinated development plan
 - Introductions to Presidents of French National Assembly and Senate
- **Events and international cooperation**
 - ICCC 97, Networked Society 98, RNRT 99, Jobs Forum 99
 - Telecom Corridor/Telecom City and Malaysia Multimedia Super Corridor, Yokosuka Park?
- **Cross-fertilization within community**
 - Monthly Board of Directors
 - 5 Committees: Communication, Education/Employment, Partnership, Research, Technology
 - Joint/Coordinated answers to National/European Calls for Proposals
 - Dedicated Project teams: Gnostikos, Human

TELECOM VALLEY



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PRODUCTS, SERVICES & SOLUTIONS

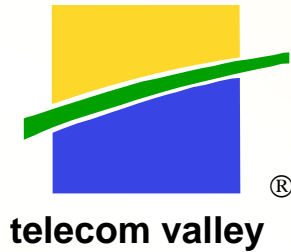
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| • Amadeus | • Istar |
| • Ascom | • Lucent Technologies |
| • <u>Compag</u> | • Monaco Telecom |
| • Cisco Systems | • NCR |
| • <u>France Telecom</u> | • Nortel Networks |
| • Fore Systems | • Schneider Automation |
| • Gemplus | • SITA |



TELECOM VALLEY

Are we
An Electronic Community ?

telecom valley



TELECOM VALLEY Gnôstikos Project

DATAR* Call for Proposals Objectives

- Encourage at local level the setting up or the strengthening of SMI's networks.
- Reinforce the local organizations which contribute to this effort

Telecom Valley Project Objectives

- Design and implement a solution for the **education and training** of human resources to **competitiveness** and **creativity** through acceptance of modern tools and their progressive introduction to **collaborative work**
- Use and demonstrate advanced/validated technologies to encourage their utilization
(Internet / Hi-speed access: ATM, ADSL, Satellite / Multimedia)

*DATAR= Délégation à l'Aménagement du Territoire et à l'Action Régionale
(French regional development Agency)



TELECOM VALLEY

Why Gnôstikos Project ?

A "first" for Telecom Valley

- A USEFUL project for members
- Regional-National recognition
- Independent financing

An opportunity for the association

- Implementation of a permanent infrastructure
- Networking for common activities
- Incentive and Training to collaborative work

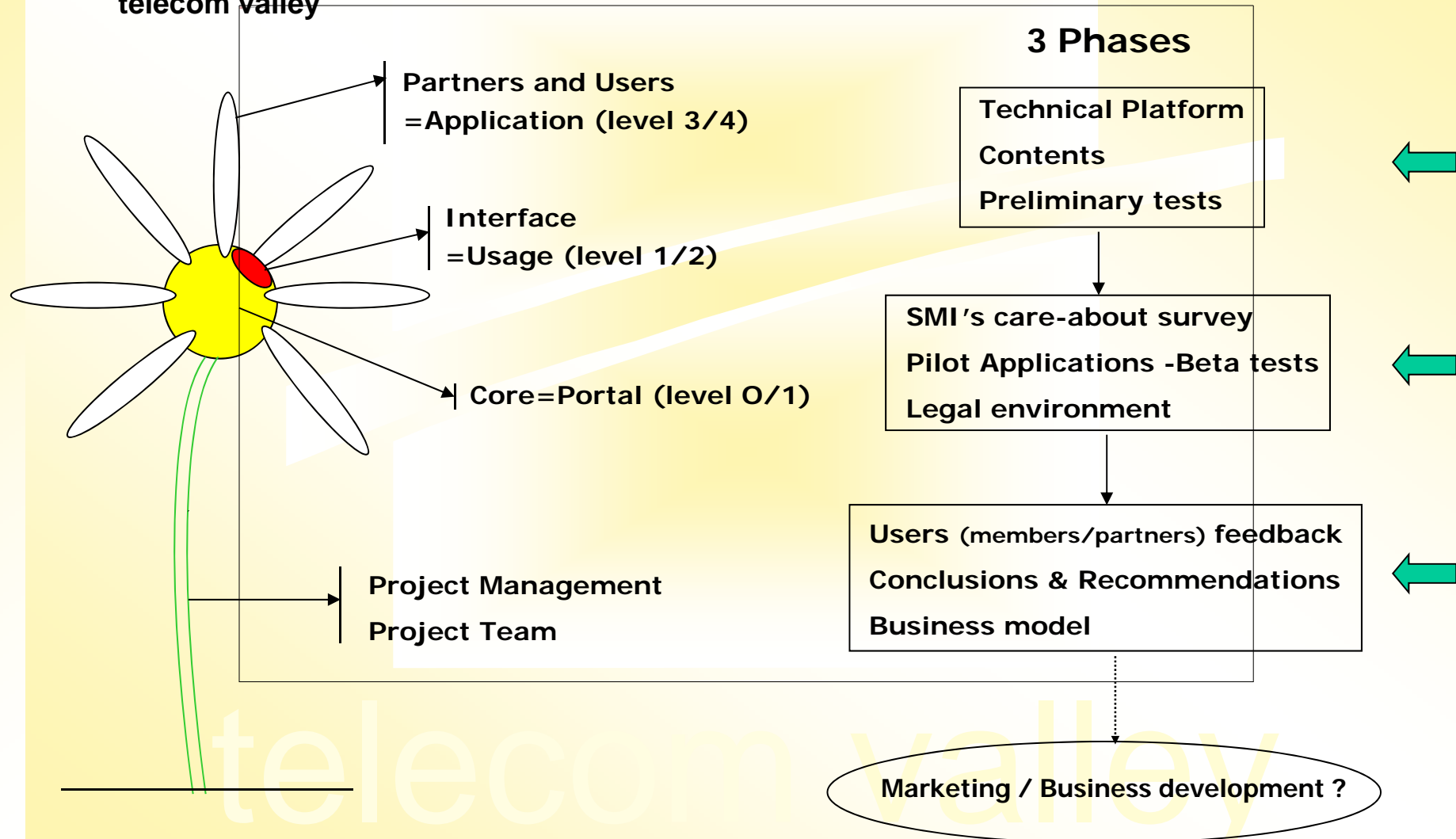
An opportunity for members and their business partners

- Technology showcase
- Projects co-financing
- New activities development, demonstration and introduction



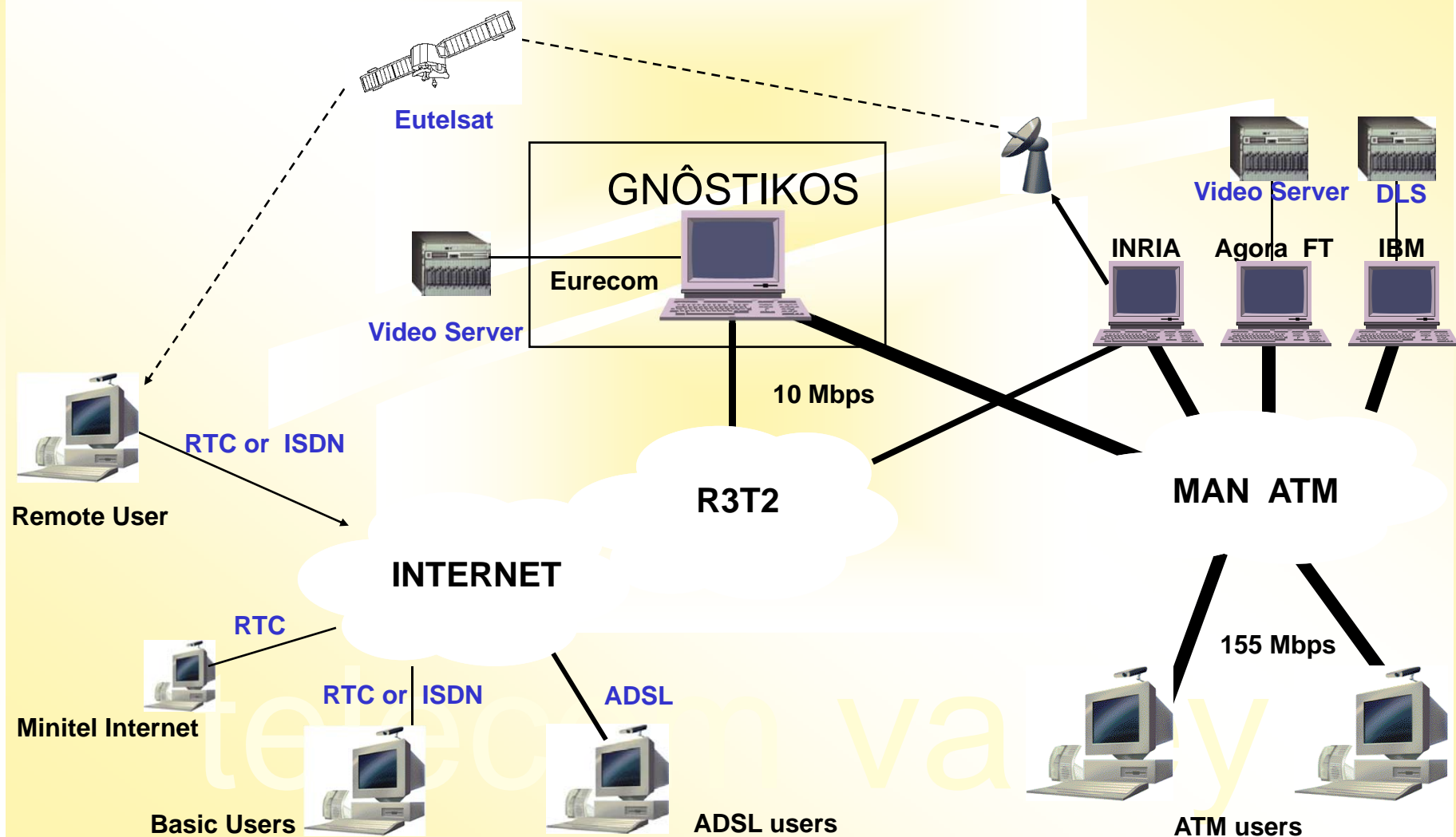
TELECOM VALLEY

Gnôstikos Project Concept





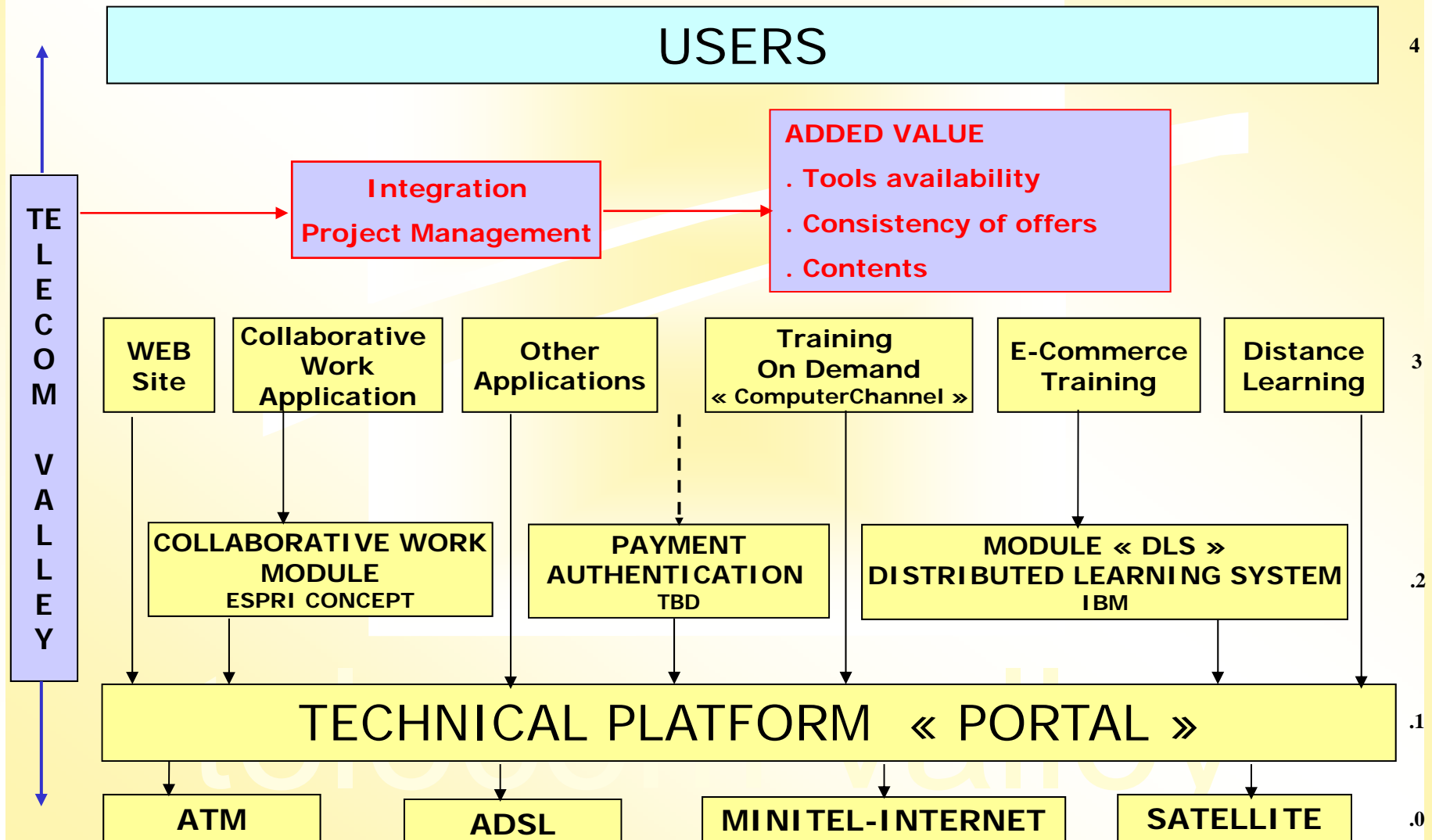
TELECOM VALLEY Gnôstikos Infrastructure





TELECOM VALLEY

Gnôstikos-Layers & Applications





TELECOM VALLEY

So, Why Gnôstikos?

GNÔSTIKOS in Greek

CONNAITRE, CONNAISSANCE in French

KNOW, KNOWLEDGE in English

KENNEN, KENNTNIS in German

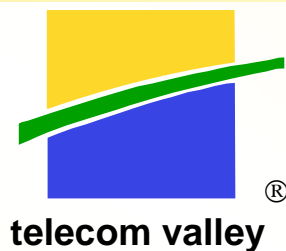
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TELECOM VALLEY OUR VISION FOR YEAR 2001

To be the First COMMUNITY
to ANTICIPATE, DEVELOP and PROMOTE
the USES, SERVICES and TECHNOLOGIES
that are building
the FUTURE of TELECOMMUNICATIONS

telecom valley



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