

## **Ericsson and Marconi strengthen existing co-operation agreement for SDH**

**Ericsson and Marconi Communications have strengthened their existing co-operation agreement for Synchronous Digital Hierarchy (SDH) products. Ericsson may now include the full range of Marconi Communications' SDH transmission equipment into its total network solutions.**

The companies anticipate that the agreement will expand sales opportunities significantly. The new seven-year agreement builds on the existing SDH agreement between Ericsson and Marconi, signed in 1995. This extension in both scope and duration confirms a high level of commitment and confidence by both companies in the ability of the other.

With this new agreement, Ericsson can integrate Marconi Communications' full family of SDH equipment into its total solutions, further enhancing Ericsson's offerings for wireline and wireless network operators.

Ericsson will market these solutions to a worldwide customer base in more than 140 countries. The company plans to integrate Marconi's SDH products into the backbone of both mobile and fixed networks, as well as in networks for the fast-growing IP market. SDH systems also complement photonics systems, such as Wave Division Multiplexing (WDM), with the ability to significantly increase capacity over a single fiber optic cable.

"We have been working successfully in tandem with Marconi since 1995 to provide our customers with quality SDH products," says Tage Routuvaara, General Manager of Ericsson's Transport and Transport Access product unit. "This new arrangement takes the relationship a stage further and guarantees that our customers will receive the very latest SDH technology with all the benefits of Ericsson's unparalleled global presence for all support services."

"The strengthened partnership represents a long-term alliance between two of the world's leading telecommunications equipment suppliers and will create a powerful force in rapidly expanding markets for advanced networking equipment," says Mike Parton, Divisional Chief Executive of Marconi Communications.

*Ericsson is the leading provider in the new telecoms world, with communications solutions that combine telecom and datacom technologies with freedom of mobility for the user. With more than 100,000 employees in 140 countries, Ericsson simplifies communications for its customers – network operators, service providers, enterprises and consumers – the world over.*

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**FOR FURTHER INFORMATION, PLEASE CONTACT**

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**Also see companion Trade press release with Technical Background at**  
<http://www.ericsson.se/pressroom/19990714-0001.html>

**Company Information**

Marconi Communications is a world leader in smart broadband transmission, access equipment and network integration. It has sales to more than 140 countries, a major presence in the United Kingdom, the USA, Italy, South America and is wholly owned by GEC, a global manufacturer of intelligent electronic systems.