

Lucent Technologies and IBM Mobility Solution: Seamless, secure data access for businesses



Sales reps, executives and other company 'road warriors' need access to proprietary information, sales plans, customer profiles and meeting notes. They can get them securely and on the fly with the flexibility provided by 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, resulting in a seamless roaming environment.

Overview

■ The Challenge

Businesses need a way to give their mobile users access to company data seamlessly through both corporate Wireless Local Area Networks (WLANs) and Third Generation (3G) networks

■ The Solution

The Lucent Technologies and IBM secure data solution for mobile laptops and Personal Digital Assistants (PDAs) provides 3G high-speed data with higher transfer rates and no 'dead time'

■ The Benefits

This mobility solution accesses existing company WLANs, public WLAN hotspots and public 3G networks to provide anytime, anywhere access to a wealth of up-to-date company information

Meeting the challenges of enterprise mobility

Businesses are seeking better ways to support their growing number 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.

Mobile users require a wireless experience with wireline characteristics: instant access, speed, security and reliability. This means using the same services and applications from a mobile laptop or PDA that are available from an office desktop.

The Lucent Technologies and IBM Mobility Solution addresses the demands of mobile users by providing ongoing communication:

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

Mobile solutions for a variety of enterprises

Seamless access of data across internal and external networks offers benefits for mobile workers in many businesses. Sales representatives can download presentations while en route to their next appointment, making their travel time more productive. Field technicians can download operations manuals as they're being dispatched and subsequently have the most current information available at their fingertips.

Here are a few more examples:

Pharmaceuticals

Pharmaceutical reps can check on outstanding orders and shipments. Additionally, they can access research data on new and existing drugs and the recommended usage, known side effects and interactions.

Insurance

Automobile accident claim adjusters can be immediately dispatched to accident scenes to gather information and take pictures, sending completed forms to headquarters for a quick review, appraisal approval and payment authorization.

Real estate

A realtor can immediately inform a prospective buyer when a home becomes available. The scheduling of a closing can be easily and instantly adjusted to satisfy the schedules of all participants.

Medicine

Physicians can use a PDA or laptop to maintain their daily schedules. Prior to each appointment, the wireless link can be used to access the patient's records. Devices such as heart monitors can be used to transmit critical information in realtime to wireless devices. New prescriptions can be sent to a pharmaceutical company to determine any potential interactions with drugs prescribed by other doctors or dentists. Physicians can then collaborate with each other to more quickly and thoroughly diagnose a patient's condition.

Automobile sales

A car salesperson can query both the local database of available cars as well as that of outside dealerships in order to find an exact match to a customer's specifications.

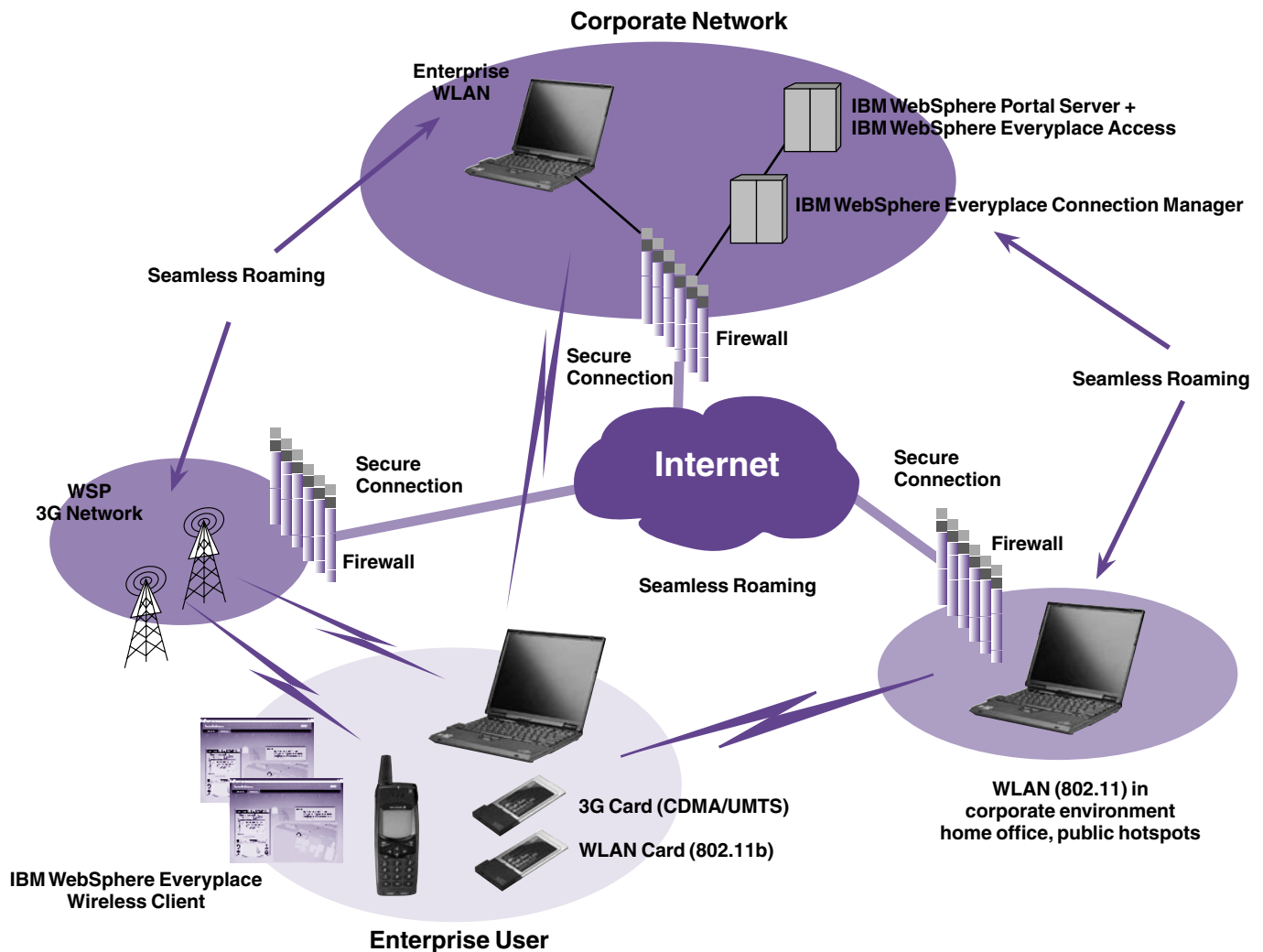
Traveling executive

A traveling executive can be free to conduct customer-facing meetings while not losing touch with the office, should critical issues arise.

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 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.

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



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 enterprise customers."

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 the previous 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.

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

Your wireless service provider can answer questions about the Lucent Technologies and IBM Mobility Solution.

For more information about high-speed mobile data solutions from Lucent Technologies, access the Web site at 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 or contact your local IBM Sales Representative.



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8051 Congress Avenue
Boca Raton, Florida 33487

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01-03
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