



## News Release

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### ***London's Institute of Education Delivers Campus-Wide Mobile Services with Nortel Solutions***

LONDON – The Institute of Education (IoE) has extended access to its educational resources across sites in central London with mobile Internet and network solutions from Nortel.\* [NYSE/TSX: NT].

Nortel's Mobility Solution provides highly secure and integrated access to commonly used applications for more than 6,000 IoE students and 800 faculty and staff, regardless of where they are on campus. The solution was deployed across the Institute's three sites in conjunction with Nortel's channel partner, Applinet, and includes adaptive WLAN products and security switches. In keeping with its commitment to the innovative use of technology, the Institute has also deployed Nortel's Communication Server 1000, enabling a seamless migration path for the Institute's existing voice network. To ensure a highly secure solution, Nortel's Ethernet Routing Switches and Ethernet Switches were also connected to the core of the IoE network to create separate virtual LANs.

"Our new mobility solution has greatly enriched the educational experience at the Institute by extending the learning environment across our entire campus," said David Snewin, computing manager at the IoE. "The wireless network from Nortel is practical and easy to maintain, and its centralised, layered approach to security eliminates any concerns we had about the integrity of wireless communications."

"UK universities are evolving at a tremendous pace to meet the challenges of a modern, interactive and mobile community of students, faculty and staff," said Peter Kelly, president, Enterprise EMEA, Nortel. "In this environment, utilising technology to attract the best students and staff while enhancing the learning experience becomes increasingly more important. Mobility Solutions from Nortel are ideally suited to meeting the growing demands for students and faculty to have anytime, anywhere access to applications and resources. We are extremely pleased to have helped the Institute of Education realise its communication objectives in a timely and cost-effective manner."

Recognising the cost benefits of extending campus-wide connectivity via a wireless LAN, IoE chose Nortel's WLAN solution because of its proven performance and ability to offer highly secure wireless access. "Nortel's Mobility Solution is already significantly enhancing the productivity of IoE students," Snewin said. "By using Nortel systems, our students, professors and staff have immediate access to the academic resources they need, making our campus a cohesive community where learning can take place anywhere at any time."

"Applinet partnered with Nortel at a very early stage of the project definition to help the IoE capture the technical and practical requirements of students and staff," said Darren Boyce, managing director, Applinet. "Applinet was able to deliver on the IoE's vision of greater access to more stakeholders by developing a highly secure wireless LAN that has become central to the university's day-to-day curriculum."

"We recommended Nortel products because they are so reliable, the quality of software and hardware is exceptional, and the support we get from Nortel is excellent," Boyce said. "The bottom line is I feel confident that, with Nortel wireless LAN and converged solutions, my customers will get a great return on investment, and the Institute of Education is no exception."

Wireless LAN provides a strong foundation for Nortel's 'Office Anywhere' mobility solution for the Virtual Enterprise, designed to allow roaming students and staff to collaborate as effectively as though they were in the same place, regardless of physical location. With new applications and solutions, Nortel makes it possible for all workers to take their 'Office Anywhere' through reliable, highly secure mobile access to business applications wherever they are working.

#### **About the Institute of Education**

Founded in 1902, with now over 100 years of excellence in education, the Institute of Education is a world class centre of excellence for research, teacher training, higher degrees and consultancy in education and education-related areas of social science. The Institute is widely recognized as a world leader in educational research, and its staff of pre-eminent scholars and talented students from all walks of life makes up an intellectually rich and diverse learning community.

#### **About Applinet**

Applinet plc is a UK leading systems integrator specialising in corporate security solutions (including voice, convergence, wireless and mobility) across a comprehensive portfolio of technologies from all of the industry's leading security providers. Applinet's focus is on providing a true end-to-end capability ranging from infrastructure design, implementation and converged networks all the way through to application deployment. Applinet plc is one of Nortel's Gold Solutions Partners in the UK and is fully accredited in Nortel's Communication Server portfolio, BCM, Layer 4-7 Switching and award winning Ethernet switching ranges. Applinet's commitment to Nortel solutions is such that it offers demonstration facilities to include the latest converged multimedia, traditional voice and data solutions.

#### **About Nortel**

Nortel is a recognized leader in delivering communications capabilities that enhance the human experience, ignite and power global commerce, and secure and protect the world's most critical information. Serving both service provider and enterprise customers, Nortel delivers innovative technology solutions encompassing end-to-end broadband, Voice over IP, multimedia services and applications, and wireless broadband designed to help people solve the world's greatest challenges. Nortel does business in more than 150 countries. For more information, visit Nortel on the Web at [www.nortel.com](http://www.nortel.com). For the latest Nortel news, visit [www.nortel.com/news](http://www.nortel.com/news).

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