

Orange UMTS launch reinforces 3G confidence at World Congress

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From the 3GSM World Congress, Cannes

In the run up to the 3GSM World Congress in Cannes, the *Financial Times* of London declared, "The mobile telecoms market could hardly be more buoyant." As supporting evidence they cited dramatic wireless subscriber growth, rising average revenues, and "the confidence to invest in upgrading" as many users migrate to new phones with colour screens, integrated cameras, and other revenue-stimulating capabilities.



The industry's optimism was punctuated today by the turn up of Orange's UMTS (Universal Mobile Telecommunications System) network in the conference host region of Cannes and Nice. The delegates provided with handsets are amazed at the rich content of this new mobile broadband network - not just voice, text messaging and email, but also exciting multimedia functions such as video telephony, interactive gaming, and sales force automation tools. In the convention hall, in the private Nortel Network demo centre across the Boulevard de la Croisette in the Majestic Hotel, and around the streets of this picturesque city, users are recognizing that "3G is For Real" in 2004.

The UMTS network represents a strong collaboration between Orange and Nortel Networks. The team brought the network online in only five months, made possible by Nortel Networks large-scale wideband radio network experience. This rapid deployment capability will enable Orange to be first to market in the region, a significant step in its pan-European UMTS network plans. Following the World Congress, the Cannes-Nice network will be extended to the entire Cote d'Azur region and southern France as part of the UMTS marketing strategy unveiled today by Orange.

3GSM World Congress coverage

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[Nortel Networks achieves industry's first end-to-end TL 9000 UMTS certification](#)

[Nortel Networks to demonstrate 3G wireless networks Feb. 23-26](#)

Numerous UMTS networks are gearing up to offer commercial service this year, and most of the major wireless operators in Europe have selected



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Nortel Networks to help them transform their infrastructure for the 2G-to-3G evolution. With a proliferation of new UMTS consumer and enterprise devices now becoming available, Vodafone, T-Mobile, mmO2, Partner (Israel), and other providers are preparing to reap the new revenues expected as mobile broadband networks come online in 2004 and 2005.



Yet UMTS is not the only story here in Cannes. There's plenty of other buzz: GSM and its GPRS, EDGE, and GSM-R variants, Wireless LAN, and Push-to-Talk technologies are all getting significant attention.

You've probably seen the World Congress announcement that the GSM subscriber community has recently surpassed the one billion mark globally. That's three-quarters of the wireless population, a substantial base for operators to leverage into next-generation mobile broadband network services. Consider, too, that it took 20 years to reach a billion;

with a 20% annual growth rate, the forecast for doubling to 2 billion users is only 2 more years - by 2006.

One of GSM's unique markets - GSM-Railway or GSM-R - is a particular Nortel Networks strength. We're the leading vendor in this technology with contracts in five countries, including a France-wide network for railway infrastructure manager RFF (Reseau Ferre de France) and railway operator SNCF (Societe Nationald les Chemins de Fer Francais). By the 2006 World Congress, attendees may be able to communicate with colleagues and families via reliable wireless connections while enroute to Nice on high-speed trains.