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Subject : Alcatel "Research Partner" Program

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Alcatel has launched in 2001 a global *Research Partner Program* to reinforce innovation efforts and sharpen its competitive edge, promoting closer long-term relationships with key universities and research institutes. This complements and strengthens leading telecom equipment maker Alcatel's existing cooperation with numerous higher education and research centers, which will continue in parallel.

In turn, Alcatel partners has privileged access to the company's worldwide research community, their findings reach a wider audience and their image is enhanced.

This program enables Alcatel Research and Innovation to build wider partnerships where to exchange information and identify and explore future trends in technology with a small number of world-class research partners. This type of global forum promotes cross-fertilization and extends the highly specialized research Alcatel already carries out ( and will continue to pursue) with academic institutions.

## 1. Cooperating across the telecoms sector

The program applies to all areas of research that could interest Alcatel. These include mobile activity (wireless/UMTS advanced air interfaces, signal processing applied to digital mobile communications, flexibility enhancements for wireless communication networks, etc.), application domain (service platforms, distributed software, embedded and IP software, security, etc.), networking (routing and control hardware and software, high-speed implementation technologies, xDSL, fiber optic access, etc.) and optics (optical transmission, optical networking, optoelectronic components, etc.).

## 2. Nurturing new sources of innovation

Collaboration with more than 100 universities and research institutes around the world already plays a significant role in Alcatel's telecoms research efforts. This enables Alcatel's research community to form longer-term views on technologies and share complementary ideas and skills. Contact with many leading researchers also represents a stimulating challenge for the company's research teams. Therefore, Alcatel feels that it is strategically important to continue regular cooperation with these highly specialized and skilled researchers.

Alcatel believes that it can do even more to nurture new sources of innovation and advance the development of innovative cross-sector ideas, which is done through the



*Research Partner Program* based on a *Program Charter*, which is built on three sources of innovation:

- **Research collaboration:** Alcatel provides a small number of world class research partners with unique conditions for cooperating with the entire research team of a global player in telecommunications equipment. Alcatel and its research partner share information about future technologies and mutually challenge their respective visions of the future.
- **Mobility, training and education.** Alcatel and research partners encourage and facilitate the exchange of researchers and students. This includes temporary assignments for researchers and professors, and short-term or permanent positions for students and fellows.
- **Incubation and start-up programs.** Potential partnerships in incubators or start-up programs within the university or institute are discussed, where appropriate. The development and commercial exploitation of innovative ideas into new technologies, products and services is also investigated.

### 3. Two prerequisites for selection

Alcatel's Research & Innovation Department, which leads the company's global research and development activities, manages and supports the *Research Partner Program*. A Program Management Committee, headed by Alcatel's Vice-President, Research & Innovation, defines the program's strategy, selects candidates, and liaises between the program partners and Alcatel.

The program is open to all universities or academic institutions, which meet two prerequisites. They must have a track record of excellence in telecommunications-related research and they must be presented to the Program Management Committee by a member of Alcatel.

Each partner is nominated as an official "*Alcatel Research Partner*" and is entitled to use this title for corporate communication purposes. Other benefits include the opportunity to have Alcatel develop technologies that designated partners have devised (see *Added-Value for All*).

The *Alcatel Research Partner Program* creates opportunities for true collaboration between academia and industry that cuts across geographic and sectoral barriers and opens up exciting new telecom research prospects.

### 4. Current Research Partners

Current Partners are :

- INRIA (Institut National de Recherche en Informatique et Automatique, France),
- CNRS (Centre National de la Recherche Scientifique, France),
- GET (Groupe des Ecoles de Télécommunications, France),
- HHI (Heinrich Hertz Institut, Germany),
- TUS (Technische Universität Stuttgart, Germany),
- IMEC (Interuniversity MicroElectronics Center, Belgium) ,
- UTD (University Texas at Dallas, USA) ,
- Sarnoff Institut (USA),
- MCNC (Microelectronics Center of North Carolina , USA),
- Carleton University (Canada).



Discussions are already at an advanced stage with other potential research partners, such as UTS (University of Technology Sydney, Australia), or Tsinghua University (China) .

## 5. Added value for all

Unlike many of today's relationships between industry and academia, the Alcatel **Research Partner Program** is unique in offering real collaboration opportunities. Its three-sector approach provides important advantages to all potential partners, whether universities or research institutes.

In addition to receiving the official title of *Alcatel Research Partner*, which can be used for corporate communication purposes, the main benefits to research partners are :

- A higher profile and stronger image around the world;
- Regular high-level meetings to exchange and discuss each partner's strategic global vision and future trends. This complements existing technical and national cooperation;
- Collaboration with the entire Alcatel research community worldwide;
- The opportunity to interest Alcatel in openings on innovative technologies and projects being developed by partners and in extending results from previous or existing research collaborations;
- Increased mobility and exchange of researchers and professors. This enhances their career path and improves understanding of each other's working environments and business conditions;
- Research partners are consulted first on new Alcatel collaborative research topics.

Alcatel, similarly, gains from these numerous benefits. It also enjoys easier access to all the local, regional and national laboratories of its research partners.