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## LUCENT TECHNOLOGIES INKS 10 RESELLER AGREEMENTS POTENTIALLY DELIVERING UP TO \$10 MILLION IN SOFTWARE REVENUE

Lucent Business Partners to Sell VitalSuite® and VitalQIP™ Network Management Software in North America

**FOR IMMEDIATE RELEASE: TUESDAY, February 4, 2003**

**MURRAY HILL, N.J.** -- Lucent Technologies (NYSE: LU) today announced 10 new Business Partners have agreed to sell Lucent's market-leading performance management and Internet protocol (IP) management software solutions, VitalSuite® and VitalQIP™, to enterprises.

The software allows IT organizations to monitor every aspect of network and application performance, and to better manage their IP addresses. VitalSuite® and VitalQIP™ improve visibility into the network and enable information

technology departments to enhance overall quality of service and reduce operating expenses.

The new business partners include Adage Networks, HudsonIT, Innovative Systems Design Inc., NetSource America, Network Systems Architects, Northrop Grumman Information Technology, Probe Systems, PVA Inc., Red Rock Technologies LLC and VANDIS.

The partners, who are located throughout North America, also will offer pre-and post-sales support for these Lucent Software solutions as well as the professional services needed to install, manage and maintain the software.

"These new Lucent business partners in our North American Region represent a significant milestone in achieving our goal to establish a broader channel presence," said Bob Vetter, president of the Network Operations Software (NOS) Group in Lucent Technologies. "By leveraging these distribution channels for our market-leading portfolio of enterprise network management software solutions, we move one step closer to establishing a sales network with which to deliver our products and services to enterprise customers."

"Enrolling these motivated market-leading software resellers and integrators as business partners is crucial as we continue to demonstrate the positive impact the business partner program can have for Lucent," said Frank Farese, vice president, Global Business Partners for Lucent. "We have carefully selected these software resellers to create a relationship that benefits the Lucent Business Partners and their customers."

VitalSuite<sup>®</sup> is a fully integrated package of three software components, VitalNet<sup>™</sup>, VitalEvent<sup>™</sup> and VitalApps<sup>™</sup>. Together they monitor network and application performance and identify problems in real-time with easy-to-read advanced GUIs and graphical reports.

VitalQIP<sup>™</sup> is a software solution designed to automate IP address management across the enterprise. VitalQIP<sup>™</sup> helps to configure, automate, integrate and administer IP services across the entire network and is compatible with multiple technologies and platforms. The IP management software solution improves

reconfiguration time by more than 60 percent, which significantly reduces the time spent manually managing an IP infrastructure.

The Lucent Business Partner Program offers its participants one of the industry's fastest return on investment, increased revenue and margins, a nationwide team of sales, service and support staff, new business development and co-marketing opportunities, training, and access to Bell Labs research.

The program includes resellers, systems integrators and distributors who deliver Lucent products including Internet security solutions, IP services solutions, remote access solutions, Optical Networking Solutions and Services to enterprises, ISPs and service providers worldwide. For more information on the Business Partner Program or to locate a Lucent Business Partner, visit the website at <http://www.lucent.com/partner/advantage>.

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### About Lucent Technologies

Lucent Technologies, headquartered in Murray Hill, N.J., designs and delivers the systems, software and services for next-generation communications networks for service providers and enterprises. Backed by the research and development of Bell Labs, Lucent focuses on high-growth areas such as broadband and mobile Internet infrastructure; communications software; web-based enterprise solutions that link private and public networks; and professional network design and consulting services. For more information on Lucent Technologies, visit its web site at <http://www.lucent.com>.

### About HudsonIT, LLC

HudsonIT is an IT Management Solutions Provider, offering industry proven solutions to Service Providers and Enterprise IT Organizations. Our solutions are all industry-proven and specific to our client's business. Our experienced IT professionals bring together their extensive track record of success and our proven methodologies to insure our client's business performance. HudsonIT is headquartered in Woodbridge, New Jersey; for more information, visit the company's web site at [www.hudsonit.com](http://www.hudsonit.com) or send email to [info@hudsonit.com](mailto:info@hudsonit.com).