

# Avaya Complete Acquisition of Nortel Enterprise Solutions

BASKING RIDGE, NJ -- 12/18/09 -- Avaya, a global leader in business communications systems, today announced the successful completion of its acquisition of Nortel Enterprise Solutions (NES).

The addition of NES further enhances Avaya's strategic position in providing business communications solutions and services for enterprise customers. The acquisition gives the company added scale, resources and expertise to deliver a portfolio of solutions and services around the globe.

The completion of this acquisition represents another major step in Avaya's evolution and growth in the communications industry," said Kevin J. Kennedy, president and CEO, Avaya. "Avaya and Nortel Enterprise Solutions share a common vision for the future of business communications. By combining our complementary technology portfolios, deep industry specific domain expertise, sales channels and customer bases, the new Avaya will redefine business communications and help customers to reduce costs, simplify operations and increase their business agility."

As a result of the acquisition, Avaya will benefit from an expanded partner ecosystem, a broader portfolio, an enhanced customer base, and a greater ability to compete globally. The company also will extend relationships with system integrators and service providers who serve the enterprise market.

<p>Approximately 6,000 NES employees have joined Avaya, including 25 top managers. Joel Hackney, previously president, Nortel Enterprise Solutions, joins the Avaya Executive Committee as senior vice president and president, Avaya Government Solutions and Data.

In addition to great technology and outstanding customer relationships, NES brings talented employees in sales, systems engineering, services, marketing and more," said Kennedy. "We believe our ability to innovate and develop solutions for customers to help them transform their businesses will continue to accelerate."

Today, Avaya begins to execute its plans to integrate the operations and customer care functions of the two organizations. The company expects to provide information about the new combined product portfolio and roadmap within the next 30 days.

## About Avaya

Avaya is a global leader and expert in business communications. The company provides unified communications, contact centers, and related services directly and through its channel partners to leading businesses and organizations around the world. Enterprises of

all sizes depend on Avaya for state-of-the-art communications that improve efficiency, collaboration, customer service and competitiveness.

Avaya provides customers with communication solutions that use a SIP-based architecture to enable multi-vendor, multi-modal (voice, text, video etc.) connections and the distribution of value-added applications across the enterprise. For more information please visit [www.avaya.com](http://www.avaya.com).

Additional information related to the acquisition is available at:

<http://www.avaya.com/nortel>

#### Forward-Looking Statements

Certain statements contained in this press release are forward looking statements. These statements may be identified by the use of forward looking terminology such as "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "may," "might," "plan," "potential," "predict," "should" or "will" or other similar terminology. We have based these forward-looking statements on our current expectations, assumptions, estimates and projections. While we believe these expectations, assumptions, estimates and projections are reasonable, such forward looking statements are only predictions and involve known and unknown risks and uncertainties, many of which are beyond our control. These and other important factors may cause our actual results, performance or achievements to differ materially from any future results, performance or achievements expressed or implied by these forward-looking statements. Some of the key factors that could cause actual results to differ from our expectations include: our ability to develop and sell advanced communications products and services, including unified communications and contact center solutions; our ability to develop our indirect sales channel; economic conditions and the willingness of enterprises to make capital investments; the market for advanced communications products and services, including unified communications solutions; our ability to remain competitive in the markets we serve; our ability to manage our supply chain and logistics functions; the ability to protect our intellectual property and avoid claims of infringement; our ability to effectively integrate acquired businesses, including NES, into ours; our ability to maintain adequate security over our information systems; environmental, health and safety laws, regulations, costs and other liabilities; the ability to retain and attract key employees; risks relating to the transaction of business internationally; pension and post-retirement healthcare and life insurance liabilities; and liquidity and our access to capital markets. We caution you that the foregoing list of important factors may not contain all of the material factors that are important to you. We undertake no obligation to update or revise any forward-looking statement as a result of new information, future events or otherwise, except as otherwise required by law.

Media Inquiries:

Jay Barta

214-641-8455 (mobile)

Lynn Newman  
908-953-8692 (office/mobile)  
lynnnewman@avaya.com