

Local Authorities : What is at stake ?

- > Local Authorities have announced and planned to reduce the Internet Divide as they acknowledge it is a key economic & political issue for the territory they manage: in European Union, North America & Canada, Australia, New Zealand, Accession Countries, Russia...
- > Projects are local, regional, national.
- > New business models need to be developed according to national regulations.

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Local Authorities Objectives

- Bridge** digital divide
- Boost** economic development
- Enhance** services to citizens


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Bridge digital divide

- > Digital broadband communications:
 - Are an irreversible phenomenon
 - Drive economic, social and environmental progress
 - Represent high economic potential

Alcatel helps you achieve your goals

- > Cover underserved zones with an economically viable solution:
 - **Large offering** of technologies
 - **Best combination of solutions** satisfying density, geography, service objectives criteria
 - **Turnkey capabilities** to design and deploy telecom infrastructure



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Boost economic development

- > Create the appropriate environment for local business development
- > Increase local enterprises competitiveness
- > Maintain and develop jobs on your territory

Alcatel accompanies you to energize your region

- > Create adequate environment for attracting and developing local businesses



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Canada - Alberta: Fiber brings access everywhere in the province

Bridge digital divide

4700 sites including schools, libraries, hospitals, government offices in 422 communities by 2004.

Share resources, information and provide high-speed access to public institutions



**Greater access.
Better services.
Less communications costs.**

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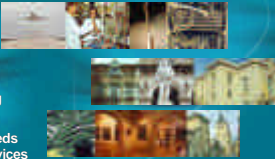
France - Castres-Mazamet: Remaining a strong industrial pole

Boost economic development


France. The second industrial pole of Midi-Pyrenees region . A high-end industrial site facing lack of appropriate communication means. Local industries threatening to leave.

Create a fiber metropolitan network connecting corporations and public sites.

Satisfy enterprises increasing communication needs and develop new type of applications for public services such as e-health



**Increase notoriety.
Promote territory advantages.
Keep local industries.**



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Italy - Milan: Flagship project sets example

Municipality of Milan invests in a broadband metropolitan network and attracts new investors, allowing further development in other Italian cities and in Europe

Match consumers increasing demand for personalized entertainment services

New services to citizens

Create dynamics.
Attract investment.
Develop business.

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Enhance Services to citizens

> Technology enables enhanced services for citizens:

- Interactive relationship
- E-administration
- Remote care
- E-learning and education
- Safety and security
- Teleworking
- Entertainment

> Make users' life easier

> Make services accessible for anyone, from anywhere

> Make technology transparent for citizens

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USA - New York City : Transform 11 pages of listings into one number

Dial 311

to access a wide range of city services previously delivered through more than 50 separate agencies

Enhance services to citizens

faster problem resolution, easier access to knowledgeable help, better self-service options and more personalized service

Better interactions.
Better services.
Better relations .

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Broadband Policies

A number of different models are emerging

- « Community operated network and services »
- « Carrier's carrier model »
- « Passive infrastructure model »
- « Aggregation of public demand model »

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How to proceed ?

Think usage first

Use Technology as enabler

***Team-up with multi-solutions
partners***