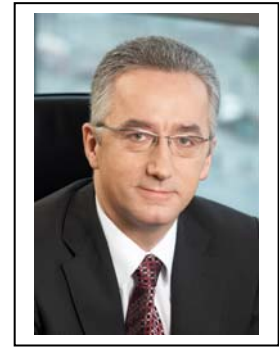


NAME: Andrzej Dulka

Position: Country Senior Officer, President of Alcatel-Lucent Polska

Company: Alcatel-Lucent Polska



COMPANY www.alcatel-lucent.pl

Activities worldwide:

Alcatel-Lucent, created by a merger of Alcatel and Lucent Technologies, is one of the world-largest providers of solutions, software, and services that enable telecom carriers, companies, and government agencies to provide their end users with voice, data, and video services. Headquartered in Paris, Alcatel-Lucent operates in more than 130 countries and employs 77 thousand people. The company's adjusted pro-forma revenues in 2007 amounted to EUR 17.8 billion. Alcatel-Lucent is a company with a huge research and development potential: the R&D expenditures amounted to EUR 2.7 billion. The company has approx. 25 thousand registered patents and its innovative technologies and products are being developed by more than 23 thousand engineers and scientists in dozens of R&D centers around the world.

Activities in Poland:

The Alcatel-Lucent offer includes hardware, software, and services used at all stages of development of fixed, mobile, and convergent networks, from the consulting and design phase to integration and deployment to maintenance and operations. The company provides a wide scope of services addressed to carriers, service providers, enterprises, and institutions. It provides its customers with consulting support in selecting optimal solutions. It deploys the delivered systems and integrates them with existing third-party solutions. It provides comprehensive support and maintenance services, including hosting and outsourcing services. Also, it develops, in tight cooperation with the customers, new service concepts and new marketing strategies.

Enterprise solutions, including mainly telephony systems (traditional and IP), call centers, applications (including unified communication systems), network management systems, IP address management systems, and LAN/WAN network infrastructure, are offered through a network of authorized business partners, including CitiGroup, ICM Poland, NextiraOne, Sprint, and Veracomp.

Alcatel-Lucent has a network of offices in several Polish cities. Also, it conducts wide operations in the areas of research and development and services. The Bydgoszcz-based Software development department is carrying out works on development of the AnyPath® unified messaging system, while the Software Technology Center is developing engineering tools for the whole company. Also in Bydgoszcz, there is the Global Network Engineering Center (GNEC) which performs engineering services to customers throughout the world.

The Alcatel-Lucent customers in Poland include, among others, the following carriers and service providers: Dialog, Exatel, GTS Energis, GTS Energis, Netia S.A., Polskie Linie Kolejowe, Polkomtel, Polska Telefonia Cyfrowa, PTK Centertel (Orange), Sferia, Telekomunikacja Kolejowa, and Telekomunikacja Polska.

SHORT BIOGRAPHY:

Country Senior Officer, President of Alcatel-Lucent Polska

Born in 1959, Dulka is married with two children, lives in Warsaw.

Obtained his Diploma with Distinction from the Automation Department at Moscow University of Civil Engineering. In 1987 obtained his PhD from the Moscow University of Mining. Dulka completed his International MBA Programme at the Nijenrode University in the Netherlands in 1996.

From the beginning of the Alcatel-Lucent in Poland Andrzej Dulka leads the company's organization.

Since May 2006, he was General Director for Lucent Technologies Poland and the Czech Republic and was responsible for all sales activities related to these markets and customers.

Before this appointment, Dulka held the positions of Poland Sales Director for Lucent's Integrated Network Solutions division as was Sales Director for Central and Eastern Europe.

He started his career at AT&T (which became Lucent Technologies) in 1994.

In 1983-1987, Dulka was a teaching assistant at the University of Civil Engineering in Koszalin, Poland. In 1987-1992 he worked for Energopol S.A. Among other responsibilities, Dulka was charged with negotiating international contracts on behalf of the company.

He speaks fluent Russian and English and is the owner of one technical patent.

Hobby: Russian literature

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