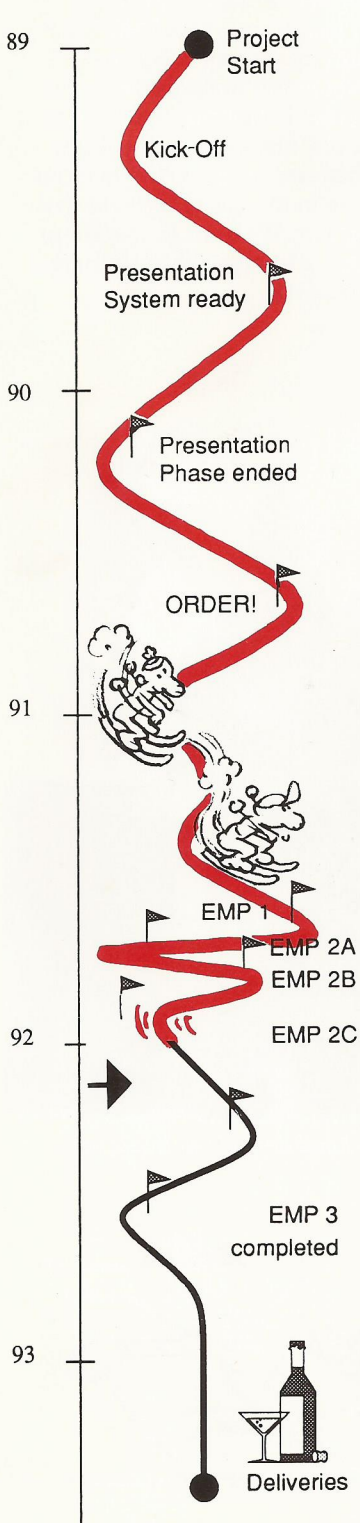




WE ARE STILL IN THE RACE, BUT...

Planned activities for EMP2C completed, but we did not get approval of the total EMP2.



Rome, 6th of December 1991.

The switching network was demonstrated in detail with the help of graphical screens.

We showed measurements on a DCC 4/1 system comprising a DCC Switching Network with 2 MBit ports, all controlled by the DCC Control System.

Simplex, Duplex, Broadcast !
- we covered it all.

Measurements on the partly-equipped TU 140 Mb and STM 1e were conducted according to plan.

The measurements and the performance of the system were in some cases well beyond the expectations of the customer.

Gunnar Bjurel attended the presentation, and here are his comments:

"The preparations were handled in an excellent way by all the people involved. Two working exchanges had been set up and were used for HW and SW tests.

In my opinion, this demonstration was one of the most professional and best organized I have ever seen.

I got the impression that Deutsche Bundespost were very pleased with what they saw, and I feel confident that we will be able to take care of the few additional points on the reminder list in due time."

But!

We had underestimated the fact that the FTZ specifications must be met right down to the last point. In Rome, we were not able to show the STM1 with full functionality, a requirement which is clearly stated in the contract. At the same time, our two competitors met all the requirements.

So even though FTZ praised our system, they were not able to approve it for the EMP2.

What are the consequences of this situation for FLEXNODE?

- All our commitments and orders for 1992 remain unchanged.

- We are excluded from main deliveries during 1993.

- However, if we successfully complete the installation of the first DXC node in Essen (EMP3), we are back in business for 1994.

The strategy is clear: GO FOR EMP3!

We have got the support from top management. We have got the extra resources and money needed to strengthen the development. A number of people worked during the Christmas holiday. ASIC support at Texas Instruments has also been going on during the holidays. Installation in Essen has already started, and even if the time schedule is tight,

WE WILL MAKE IT!



The young accordionist here is our only ASIC designer who can handle two Work Stations at the same time.

NEW LIGHT ON THE SDH PROJECT

On the first of November the SDH Project and the DCC Project were merged to form a joint organization. This will facilitate better use of common resources.

The SDH Project comprises development of the first products conforming to the Synchronous Digital Hierarchy standard. The products under development are SMUX 155, SMUX 620 and SMUX 2500, which have transport capacities of 155 Mbit/s, 622Mbit/s and 2.5 Gbit/s respectively. A local operation and support system, ZAN 301, is common to all SDH products.

STM-16 is being developed in co-operation with FUBA, which is also responsible for project management.

It is hardly a coincidence that DBP is the first target customer for the STM-1 and STM-4 systems. As usual DBP has set an obstacle course consisting of EMPs and field trials. Field trials of SMUX 155 in and ADM ring (10-12 system) configuration, are planned to start in September or October 1992, and the EMP date for SMUX 622 (ADM ring) is set for 12th of October 1992. "The name of the game" is the VISYON project,

which also includes FMAS, DXC 4/1, FLEXMUX and PHD equipment.

The Swedish PTT is the first target customer for the SMUX 2500. We have to provide a system demonstration towards the end of 1992, and before then we have to prove our fibre-optical capability.

There are several other markets lined up in the queue for field trial equipment. We must be careful to take full advantage of these market opportunities.



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