

## FIFTEEN INDUSTRY LEADERS TO CREATE STANDARD FOR BRINGING INTERNET-BASED SERVICES TO THE NETWORKED HOME

Open Service Gateway Specification Will Enable Vast New Business Opportunities for Internet Service Providers, Network Operators and Equipment Manufacturers

REDWOOD SHORES, Calif., March 1, 1999. Fifteen leading technology companies today announced a new alliance to create and maintain the Open Service Gateway specification, the industry's first open interface for connecting consumer and small business appliances with Internet services. The Open Service Gateway specification will be designed to provide a common foundation for Internet service providers (ISPs), network operators and equipment manufacturers to deliver a wide range of Internet services to gateway servers running in the home or remote office.

Alcatel, Cable & Wireless, Electricité de France, Enron Communications, Ericsson, IBM, Lucent Technologies, Motorola, Network Computer, Inc., Nortel Networks, Oracle Corporation, Philips Electronics, Sun Microsystems, Sybase, and Toshiba intend to jointly define the Open Service Gateway specification to allow the consolidation and management of voice, data and multimedia communications to and from the home. The specification will also be designed to provide secure wireless or wired links between high-value home services-such as security, energy management, emergency healthcare and electronic commerce services-and the computer systems of external computer networks and Internet service providers.

With the Open Service Gateway specification, service providers and software vendors will be able to depend upon a standardized software environment for residential, small office/home office and remote environments. Through this effort, the alliance is creating standards for the delivery, installation, deinstallation and management of applications - opening vast new markets for Internet service and software developers.

Now, even homes without traditional desktop computers can look forward to deriving benefit from Internet connectivity. As consumers see easy access to a much broader array of home and small office services -- from home alarm, medical alert, food service delivery, intercom, telephony services and others -- demand, just as on the Internet, for these value-added services will dramatically increase.

By writing to the Open Service Gateway specification's Java technology-based environment, service providers and vendors traditionally faced with inflexible dedicated systems development will be able to leverage the infrastructure of the Internet while drawing from the resources of the millions of Java software and Internet developers worldwide.

About the Open Service Gateway Specification

Based entirely on Java technology, the Open Service Gateway

specification will give service providers, device makers and appliance manufacturers vendor-neutral Local Area Network (LAN) to Wide Area Network (WAN) connectivity interfaces. Because of the portability of Java technology, application programmers will be able to write the application once to run on any device or network that supports the specification. The Open Service Gateway specification will be comprised of separate functional elements: Application framework and resource management; Client APIs for thin and fat WAN clients; device APIs for local area network; Security and integrity APIs; and Data management APIs for database integration administration.

The specification will be designed to complement and enhance virtually all residential networking standard and initiatives, such as Bluetooth, CAL, CEBus, HAVi, HomePNA, HomePnP, HomeRF, Jini technology, LonWorks and VESA. In the same way, the specification will leverage the value of existing wireline and wireless networks while providing flexibility towards WCDMA, ADSL, cable and other high speed access technologies.

The participating companies intend to develop the Open Services Gateway specification under the new "Java Community Process," a collaborative and auditable procedure for defining new Java APIs.

The first step in this process will be the submission of the Java Specification Request to define the Open Service Gateway specification. A draft specification is expected to be posted for public review in mid-1999.

More information about the Open Service Gateway specification is available at <http://www.osgi.org>.

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"The 'Open Service Gateway Standard' is the right answer to a huge latent end-user demand for easy access to new Internet-based services, truly enhancing Consumers' daily life. The development of an open industry-wide standard supporting these services is an essential step to transform this into a true major new market. With its strong expertise in internet and telecommunications, Alcatel will be at the forefront of this consumer and SMB market, further expanding the Alcatel Internet screenphone platform," Patrick Liot, president

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of Alcatel's Professional and Consumer Division,

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"With the OSGi specification, we are finally able to bring integrated communications all the way - into the home," said Chris Gare, director of Network Services and Technology, Cable and Wireless plc. "This will create a new market for network and service operators which will lead to a new generation of internet and communications services. Cable & Wireless is a leading provider of integrated communications, with major businesses in UK, Hong Kong, Australia and the USA."

Electricité de France  
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"Today, at Electricité de France (EDF), one of the main power suppliers in the world, we are seeing the emergence of more and more solutions to enable different electric devices to communicate within the home whether it be wiring or wireless networks", says Gerard Menjon, EDF executive vice president, head of R&D division. "This is a basic essential for developing the new services that our clients need. We need to have a gateway enabling easy and effective management of these services for a large scale of customers. Open Service Gateway is an interesting initiative that meets this need."

Enron Communications  
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"We believe the Open Services Gateway Initiative will bring a level of consistency to the industry that will open the door to a range of new capabilities," said Rex Shelby, senior vice president of engineering, Enron Communications. "This effort is consistent with Enron Communications' goal of bringing advanced applications to all network-connected users. The Initiative offers a tremendous opportunity to quickly move the industry forward in a way that is positive for network providers, application platform providers, and end users."

Ericsson  
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"By combining wireline, wireless and Internet technologies network operators and ISPs will bring consumers completely new services. With this specification a new market is being shaped. Ericsson will deliver carrier class robust solutions to operators taking the challenge of providing new e-services as well as

connect home networks to the internet, building the smart home," says Torbjorn Nilsson, executive vice president, marketing and sales, Ericsson.

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"IBM is committed to driving open standards, and initiatives such as the Open Service Gateway are essential for spurring development and acceptance of a wide range of new pervasive computing technologies and applications," said Mark Bregman, general manager of IBM's Pervasive Computing Group. "Today's announcement supports IBM's goal of seamlessly connecting a wide range of devices and ensuring that they are simple and intuitive to use."

Lucent Technologies  
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"Given the explosive demand of Internet use and end-users needs for more and more bandwidth, and deployment of high-speed access technologies like DSL and cable modems, now is the perfect time to focus on developing an industry-wide standard that can be used as a platform to create enhanced voice, data and broadband applications and services," said Frank D'Amelio, vice president, product marketing and management, Switching and Access Solutions, Lucent Technologies. "The Open Services Gateway initiative/alliance continues Lucent's support of standards-based solutions and should accelerate the growth of home networking as new, interoperable products and services come to market for residential and small office/home office users."

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"The networked home is a tremendously exciting environment, where we will be witnessing a true convergence of Internet and mobile applications," said Dr. Alain Briancon, vice president and director, Digital Experience, Motorola Personal Networks. "This convergence will change the way we all live and interact with our homes, as multiple service providers begin to integrate 'home intranets' with the broader, worldwide web. The OSG Specification is an important first step in applying and extending Motorola's expertise delivering creative wireless network technologies with our DigitalDNA(TM) vision of creating embedded experiences for consumers. It will expand the capabilities of Motorola's recently announced Broadband Information Gateways, which combine the benefits of broadband access and in-home networking, delivering new Internet-based services to a rich variety of smart devices and everyday consumer appliances," Dr. Briancon said.

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"The OSGI compliments NCI's efforts to deliver information appliance based solutions and technologies to our customers," said Charlie Tritschler, vice president of marketing at Network Computer, Inc. "This open platform will integrate with NCI's client and server products and enhance our ability to add new technology, applications, and services."

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"As network access providers continue to accelerate their deployment of cable modems and Digital Subscriber Line (DSL) modems, more and more consumers will have access to a high-speed, always-on connection to the Internet," said Steve Edwards, vice president of Data Access Solutions, Nortel Networks. "The Open Services Gateway initiative is extremely important as it helps create a dynamic, standards-based platform for delivering new services that can take full advantage of the capabilities offered by today's high-speed access technologies."

Oracle  
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"In a world where the majority of Internet content and relational enterprise data is stored in Oracle's databases, it is only natural that we should work to secure access to this content from homes and small offices," said Denise Lahey, vice president of Oracle Mobile and Embedded Products. "In the future, OSG compliant service gateways will make our homes more intelligent by seamlessly linking them to the wealth of information stored in central databases over the Internet."

Philips  
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"The OSGi initiative represents a natural fit and logical extension of Philips' efforts in home networking," said Krish Gopala, senior vice president of Strategic Alliances at Philips Electronics. "Our goal is to set the standards necessary to create a networked home environment. For consumers, this will create an entirely new world of in-home entertainment and internet-based services. We're making things better and at the same time easier for consumers to use."

Sybase  
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"The development of the Open Services Gateway standard is a huge advance towards making the networked 'home of the future' a reality," said Terry Stepien, vice president and general manager, Sybase's Mobile and Embedded Computing Division. "Sybase's leadership in the mobile computing database market offers a natural extension to defining the Open Services Gateway's data management API, which will enable the provision of future robust electronic services directly into homes and small offices."

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"Today's announcement represents broad consensus on how enterprises and service providers will reach beyond the desktop computer, and directly to the home," said Jonathan Schwartz, director of enterprise products at Sun Microsystems, Inc.'s Java Software. "This alliance demonstrates that the next generation of portal-based computing is not just about a mouse and a monitor: instead, it's about using smart homes, smart buildings and smart equipment to better connect to customers, vendors and suppliers. Internet service will be as ubiquitous as the power in your home, and just as pervasive."

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