

News Release



Media Contact:

Rebecca Atherley, +44 (0) 207 152 1583
rebecca.a.atherley@mail.sprint.com

Barb Mellott, +1 913 794 3649
barbara.j.mellott@mail.sprint.com

FOR IMMEDIATE RELEASE

Sprint Global IP Services Enable GN Store Nord to Build its Own Global IP VPN

COPENHAGEN, Denmark – Sept. 22, 2003 – Sprint (NYSE: FON, PCS) announced today that it has delivered IP (Internet Protocol) connectivity services to GN Store Nord, under the terms of a three-year, four-million dollar agreement. GN develops and manufactures headsets for hands-free communication under the GN Netcom and JABRA brands, as well as hearing aids under the GN ReSound and Beltone brands, and audiologic diagnostics equipment under the GN Otometrics brand.

The Sprint-provided solution includes managed network services and global dial remote access, enabling GN's employees to access their corporate network, securely, while working away from the office. In addition, it will help the multinational holding company to connect 40 of its locations – from manufacturing facilities in China to sales offices across Europe and North America – across its own managed IP VPN (Virtual Private Network).

“GN Netcom’s primary requirements for our global infrastructure are reliability, changability and cost efficiency. Our previous global Frame Relay network no longer fulfilled this requirement and therefore we decided to build our global infrastructure using VPN technology. Sprint demonstrated how a single global IP platform could deliver a common, shared and reliable WAN (Wide Area Networking) infrastructure that is more cost effective, efficient and easier to manage,” said Torben Berwald, Project Manager, GN Netcom.

GN is running its mission-critical systems such as its ERP application across the IP VPN. This application is core to the profitability and smooth running of its global business, since more than 95 percent of its sales is generated outside Denmark.

“We are seeing an accelerated migration of Multi-National Corporate (MNC) traffic to global IP-based and IP VPN services, particularly in the Nordic region. MNCs such as GN Store Nord are turning to Sprint because we can offer a superior quality WAN solution by leveraging our global IP network with one set of operational systems worldwide. Our globally consistent IP network literally stretches anywhere around the globe, ensuring worldwide high-speed communications, all within a secure and reliable WAN environment,” said Claus Nikolajsen, country manager, the Nordics and Baltics, Sprint.

-more-

GN's global IP network connects to the Sprint global IP network and spans GN's worldwide locations including Scandinavia, Germany, the UK, Ireland, The Netherlands, Belgium, Switzerland, Austria, France, Italy, Japan, China, Australia, New Zealand, Canada and the United States. As well as linking over 40 sites, the IP network connects the company's key locations including its headquarters in Copenhagen, Denmark; its manufacturing facilities in China; its transaction-processing center in Ireland; and its sales and manufacturing organization in Bloomington, Minnesota, where almost 50 percent of its sales are generated.

Sprint is providing GN the same high level of service and reliability at every worldwide location across GN's IP VPN, providing a secure environment in which to run GN's ERP system. This is because the Sprint worldwide IP network is globally homogenous, ensuring consistent global SLAs (Service Level Agreements). In fact, Sprint offers both network-specific SLAs and end-to-end, customer-specific SLAs on jitter, latency, availability, packet delivery, and implementation.

For example, in China, Sprint has extended GN's IP network across the Sprint global IP Network to the GN manufacturing facilities in China. This unique move provides the same high level of service level agreement for GN in China, where its manufacturing facilities are based, that GN would expect to receive in other parts of the world such as Denmark, the United States, etc.

Sprint offers globally consistent IP and data WAN solutions to enterprises and service providers. The Sprint homogenous global IP network ensures Sprint can provide the same global SLAs with the same suite of products from each location. This uniformity of service is enhanced by Sprint's global operations centers, based in Atlanta and Reston, Va, which enable Sprint to keep a global, end-to-end view of all its customers' network needs. And because it is based on IP, it can interconnect with any networks and technologies including DSL, WiFi, 3G, GPRS, MPLS, Frame Relay and ATM.

About GN Store Nord

GN Store Nord has helped people connect since 1869. Initially, as a telegraph company and now as a global market leader in personal communications providing increased mobility and quality of life for our customers. GN develops and manufactures headsets for hands-free communication, hearing instruments and audiologic diagnostics equipment. GN products are marketed globally. For more information visit www.gn.com.

About Sprint

Sprint is a global integrated communications provider serving more than 26 million business and residential customers in over 100 countries. With approximately 70,000 employees worldwide and nearly \$27 billion in annual revenues, Sprint is widely recognized for developing, engineering and deploying state-of-the-art network technologies, including the United States' first nationwide all-digital, fiber-optic network and an award-winning Tier 1 Internet backbone. Sprint provides local voice and data services in 18 states and operates the largest 100-percent digital, nationwide PCS wireless network in the United States. For more information, visit www.sprint.com