

Versatile information system planned by Northern Telecom

Northern Telecom Limited has announced a \$1.2 billion five-year research and development program that will allow organizations to manage their information needs — including data processing, voice and data communications, world processing and communications, and the exchange of image communications — as one integrated system.

The OPEN World (Open Protocol Enhanced Networks) system which Telecom is planning represents a significant departure from traditional approaches to the design of information management systems.

"Presently there is chaos in the telecommunications market with many suppliers offering an array of systems, products and services, many of them incompatible," said Walter Light, chairman and chief executive officer of Northern Telecom Limited. "The result is an enormous waste of resources, and systems that are inefficient," he said.

Mr. Light also said that organizations should be able to manage their information needs as one integrated system and should be able to do so without discarding existing equipment and without locking themselves into a single supplier. By using OPEN World products and services as building blocks for their systems, companies will be able to accomplish this.

"We are committed to the development

of a universal, open system, that will handle many types and brands of equipment, and evolve in a planned fashion to protect against obsolescence," said Mr. Light.

The OPEN World comprises a planning framework to assist users in planning and building their own information management systems, and includes the provision of telecommunications products, services and features for the implementation of such systems.

New terminals planned

Northern Telecom is planning for a number of new voice and data terminals, for a series of services and features for information handling, and for enhanced networks based on digital communications technology that will evolve to accommodate future requirements.

In Northern Telecom's OPEN World, information management systems will be designed around the communications function. A digital switch, either in a telephone company central office or on a user's premises in the form of a business communications system (or PBX), will be the hub or controller of the system. Northern Telecom is evolving its *DMS-100* family of telephone switches and its *SL* family of PBXs as OPEN World products to meet these requirements.

"All products and services of the

OPEN World will meet five key criteria," said Northern Telecom president Edmund Fitzgerald. "They will provide continuity, by evolving to avoid obsolescence; compatibility, to enable diverse components to work together; congeniality, to ensure that equipment and systems are easy to use and attractive; control, to ensure optimum performance of the system; and cost-effectiveness, which is the bottom-line criterion."

He said the company was announcing its OPEN World concept to enable users to plan and build for the management of information in a more rational fashion.

Northern Telecom Limited is the largest manufacturer of telecommunications equipment in Canada and the second largest in North America. It is also a significant manufacturer of information processing equipment. It employs about 35 000 throughout the world and has 49 manufacturing plants in Canada, the United States, England, Republic of Ireland, Malaysia and Brazil. Its shares are listed on the Montreal, New York, Toronto and Vancouver stock exchanges.

Japanese car exports to Canada

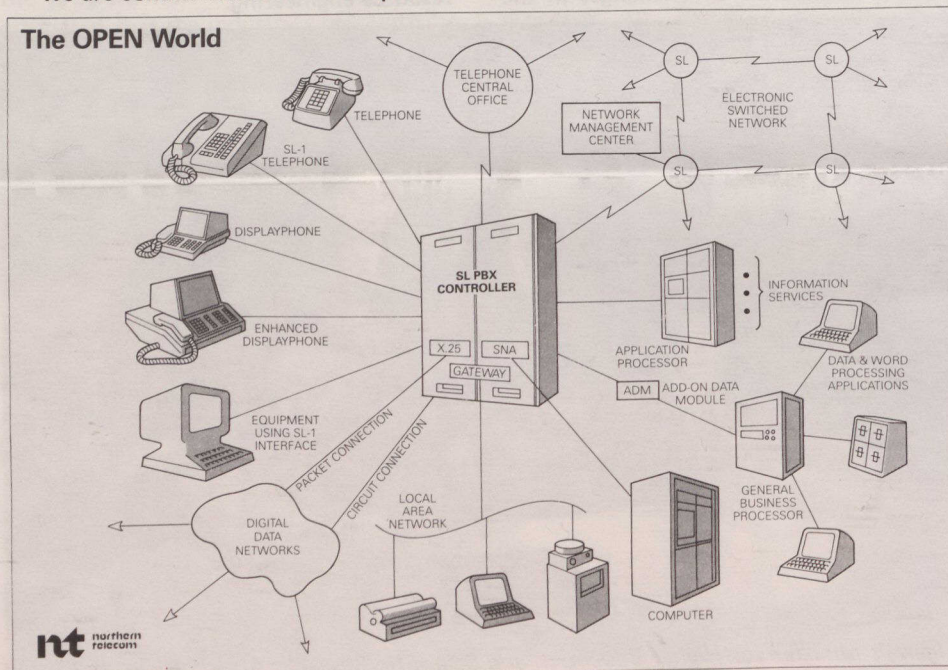
Canada has reached an understanding with Japan on the question of passenger car exports to the Canadian market, Minister of State for International Trade Gerald Regan announced on February 17.

The Japanese Ministry of International Trade and Industry (MITI) has forecast that passenger car exports to Canada over the period January 1 to June 30 will not exceed 79 000 units. This represents a decrease of approximately 11 000 units from exports over the same period last year.

Mr. Regan said that the announcement made by MITI is an interim understanding. "It has been agreed between our two governments that discussions on the further extension of the restraint understanding will be reopened no later than mid-May 1983," he said.

The minister indicated that the Japanese export forecast level of 79 000 passenger cars for the first six months of 1983 is without prejudice to the level of export restraint for the period beyond June 30.

Minister Regan referred to the announcement as an indication that the Canadian and Japanese governments can work together to solve important bilateral problems of mutual interest.



The OPEN World integrated information management system being developed by Northern Telecom is depicted, with a variety of systems, equipment, networks and services under the control of an SL PBX controller, on one integrated, evolving system.