

Excellence in Information and Communication Technology Awards Honor Industry Leaders

Frost & Sullivan Honors Sprint Corporation's William Esrey With Lifetime Achievement Award
Michael T.H. LeBlanc
CEO, Eventel International

Frost & Sullivan presented William Esrey, Chairman and CEO of Sprint, with the Telecommunications Lifetime Achievement Award at the recent 2003 Excellence in Information and Communication Technology (ICT) Awards Banquet, Wednesday, January 15th in Scottsdale, AZ. The Frost & Sullivan Lifetime Achievement Award is given to the recipient that has made significant and lasting impressions in the telecommunications services market, the American business marketplace, and with the nation's consumers.

Mr. Esrey also delivered the keynote address to open the awards ceremony, which was the highlight of the evening. The overall tone of Mr. Esrey's speech was upbeat, yet cautious on the telecom industry and the outlook for a future recovery. The future of telecom, according to Mr. Esrey, included a movement towards "Total access solutions" and the integration across all devices and mediums including wireline, wireless, TDM, packet, etc.



William Esrey, Chairman and CEO of Sprint, with Krishna Srinivasan (R), President, Frost & Sullivan North America and Joe Fristensky(L), Vice President, ICT Practice

Frost & Sullivan also named Mr. Terry Murphy, president of Rockwell FirstPoint Contact, as Contact Center CEO of the Year. Murphy's tenure at Rockwell FirstPoint Contact, a global provider of complete call center and contact center solutions, began in June of 2000. Under Murphy's direction, the company returned to and maintained profitability over the past eight quarters during the most difficult economic conditions the contact center industry has experienced to date. "We believe that all of the changes Terry

has made during his short term leading the company will place Rockwell FirstPoint Contact in a great position this year. The company is likely to grow more rapidly than it has in the past and improve its market position as the economy turns around," says Alpa Shah, Frost & Sullivan research director.

Frost & Sullivan recognized other industry leaders in the ICT market sectors at the awards presentation. Awards were presented to telecom, satellite, IT, security, conferencing, and technology vendors. Beyond Mr. Esery and Mr. Murphy, award recipients included:

- **Nextel Communications**, Mobile Communications Company of the Year
- **Lockheed Martin Commercial Space Systems**, Satellite Product of the Year
- **Citel Technologies**, Enterprise Communications Product of the Year
- **IBM**, Digital Content Management Company of the Year
- **Level 3**, Next Generation Service Provider of the Year
- **Neoteris**, Network Security Entrepreneurial Company of the Year
- **Broadsoft**, Mr. Scott Wharton, IP Telephony Executive of the Year
- **CommWorks**, VOiP Equipment Company of the Year

While the Lifetime Achievement Award award was for Mr, Esery's dedicated work at Sprint and throughout the telecom industry, it was particularly momentous considering his recent battle with lymphatic cancer and his subsequent retirement announcement the morning of Jan. 29, 2003. Originally from Greenwich, CT, Esrey, served as CEO of Sprint since 1985 and as Chairman since 1990. As CEO and Chairman, Esrey led the transformation of Sprint into a global communications company with nearly 75,000 employees worldwide, more than \$26 billion in annual revenues and serving more than 26 million business and residential customers in over 70 countries.

"William Esrey's achievements at Sprint stand unparalleled in the industry. During his tenure, he has grown Sprint from a small, local-based rural carrier to one of the leading integrated communications services companies in the U.S. and the world," said Rod Woodward, Telecommunications Services Industry Analyst for Frost & Sullivan. "Sprint's commitment to the core telecommunications market, along with a commitment to technological leadership, has made the company a blueprint for success in the market. Mr. Esrey's leadership has been a driving force for this success, and Frost & Sullivan is very proud to award him with the Telecommunications Lifetime Achievement award for 2003."

Frost & Sullivan provides strategic market training and growth consulting. The company presents Market Engineering Awards to companies that demonstrate excellence in their industry, commending the diligence, commitment, and innovative business strategies required to advance in the global marketplace. Frost & Sullivan analyzes specific criteria to determine award recipients in a vast variety of market industries and landscapes. David Alexander, Industry Analyst and Research Manager at Frost & Sullivan, noted, "The annual awards banquet provided a great opportunity for analysts and industry leaders to network and share industry knowledge, in addition to recognizing excellence in ICT."

There were eight CEOs and over twenty other top executives from over twenty-two companies in attendance. The turnout and abundance of executives ranging from Executive Vice Presidents, Directors of Marketing, Presidents, to Chief Executive Officers, made the event very special and a great place for networking and discussing industry issues.

Eventel
Onsite Event Communications