

Bell Labs and University Partnering

What am I looking for?



Sam Samuel

October 2009

Bell Labs in Ireland

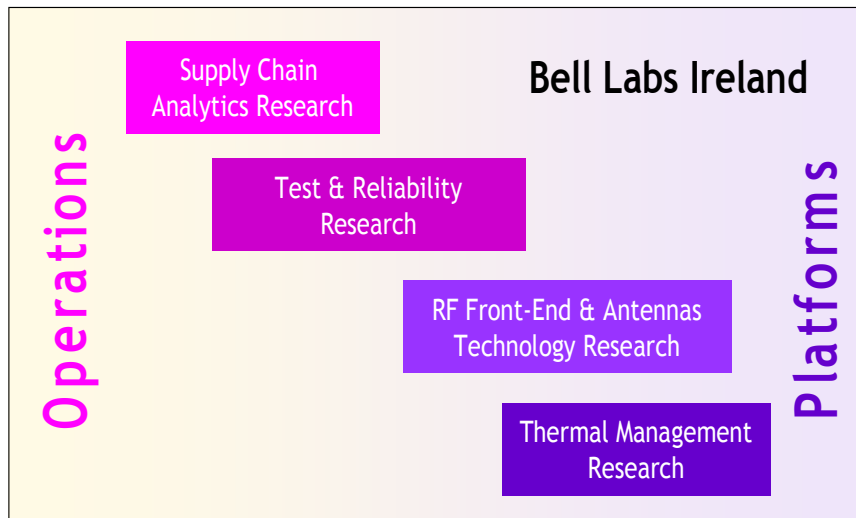


A research partnership within Alcatel-Lucent

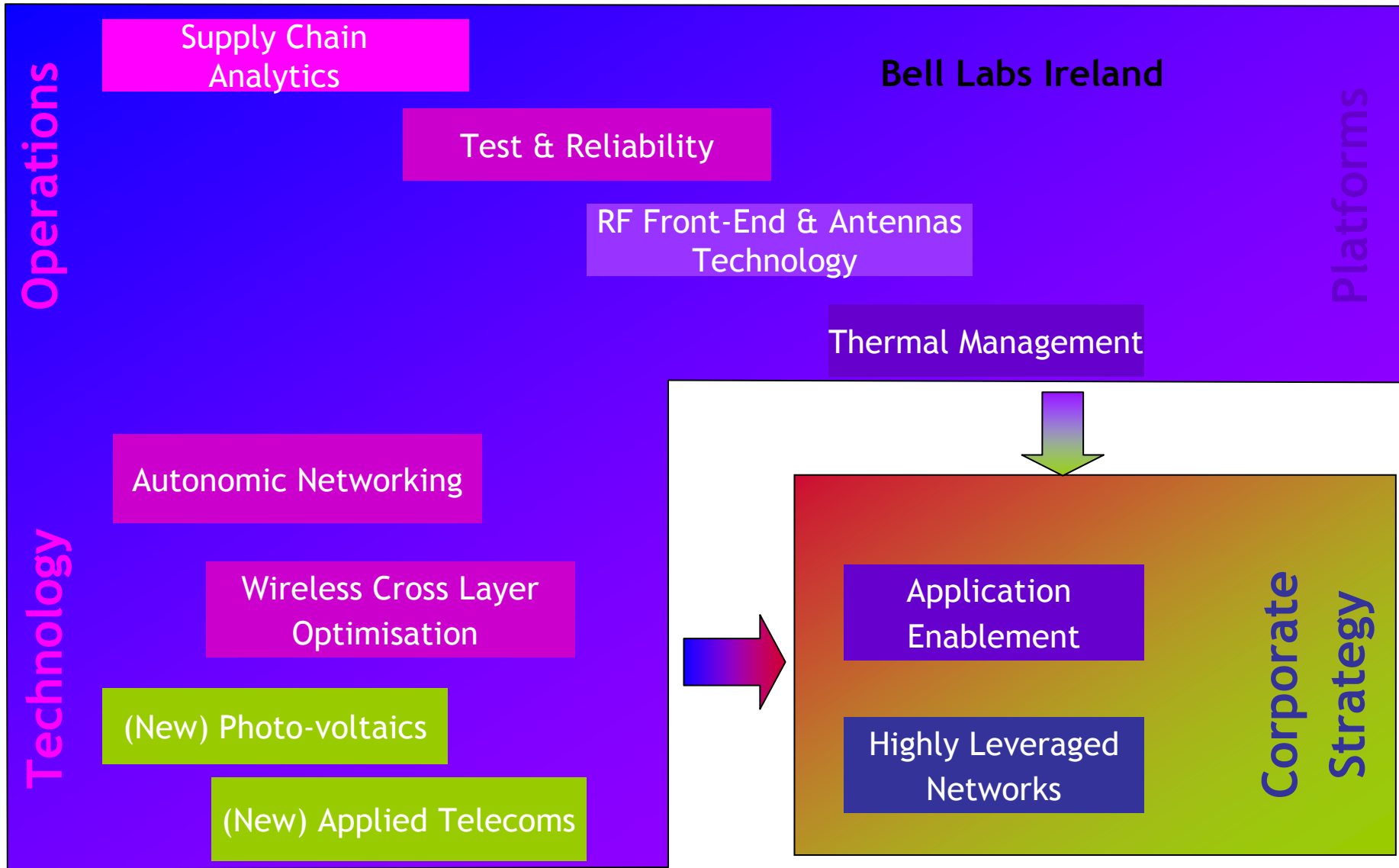
- Bell Labs
- Supply Chain & Procurement
- Quality & Engineering Performance

An innovation partnership with Irish Academia and the Irish Government

- 5 year project (started 2004)
- Academic consortium simultaneously founded (CTVR)
- A different mechanism for partnering and growing Ireland's knowledge economy



Building on our people and skills to go forward



What am I looking for? **Quality**

October was a good month for us :

Nobel Prize Willard S. Boyle and George E. Smith, Nobel Prize in Physics for 2009 for the invention of an imaging semiconductor circuit (Charged-Coupled Device /CCD sensor). It's the seventh Nobel Prize awarded to Bell labs.

It was an idea formed in 1969

It took an hour to think it up

It took 40 years for it to be recognised



What do the following number mean: 2005-221, 2009-89?

UCD world ranking position in 2005 and in 2009

October was a good month for you!

What am I looking for? **Ambition**

Example: Boston

2008 Boston city proper had an estimated population of 609,023

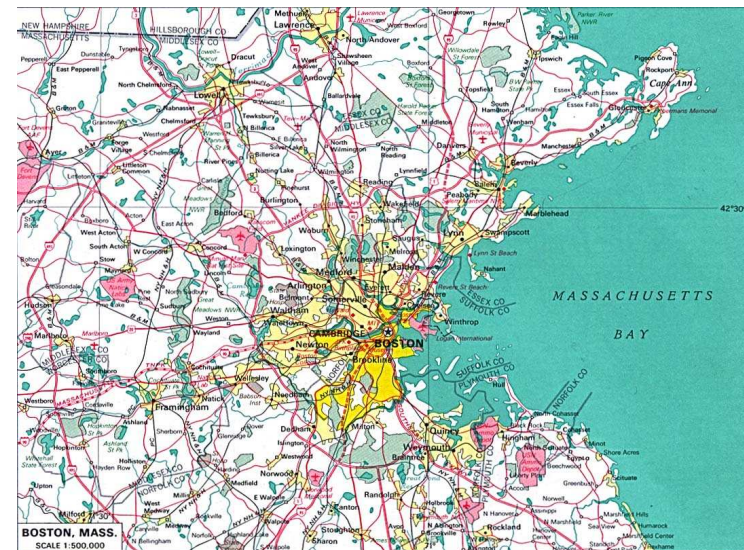
Greater Boston, home to 4.5 million people

Boston's colleges and universities:

Major impact on the city and region's economy with students contributing an Boston city economy \$4.8 billion annually

Boston's schools attract high-tech industries to the city and surrounding region

Boston's reputation as "the Athens of America"



Why can't we be Boston?

2006 Dublin:

The Dublin City population 505,739

Greater Dublin Area 1,661,185.

Dublin is the primary centre of education in Ireland

Three universities and 20 third-level institutes in the city

Dublin is a strong cultural centre

In 2008, Dublin was listed as the fifth-richest city in the world.

It was also listed as the third most expensive city in the world in which to live.

Missing: Global Technology Impact



What am I looking for? **Strong Partnership**

Strong collaboration

I don't mean: "we will write a paper together" kind of collaboration

I need **shoulder-to-shoulder** collaboration

I need you to work on the right problems

I need you to give me an excuse to be here!!

Don't let the prospect of IPR get in the way of partnership

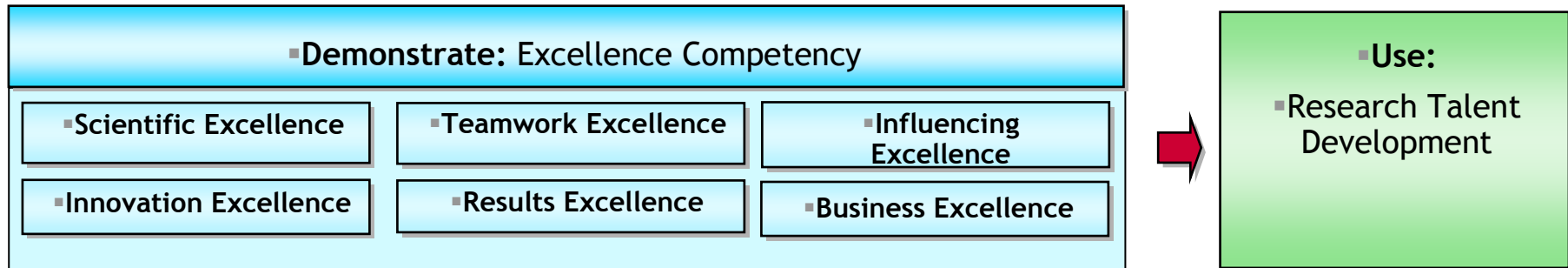
It needs to be simple (I mean really simple!)

I need you to trust me on the IPR (I already trust you!)

If we don't trust each other:

- No shoulder-to-shoulder research
- No reason to be here

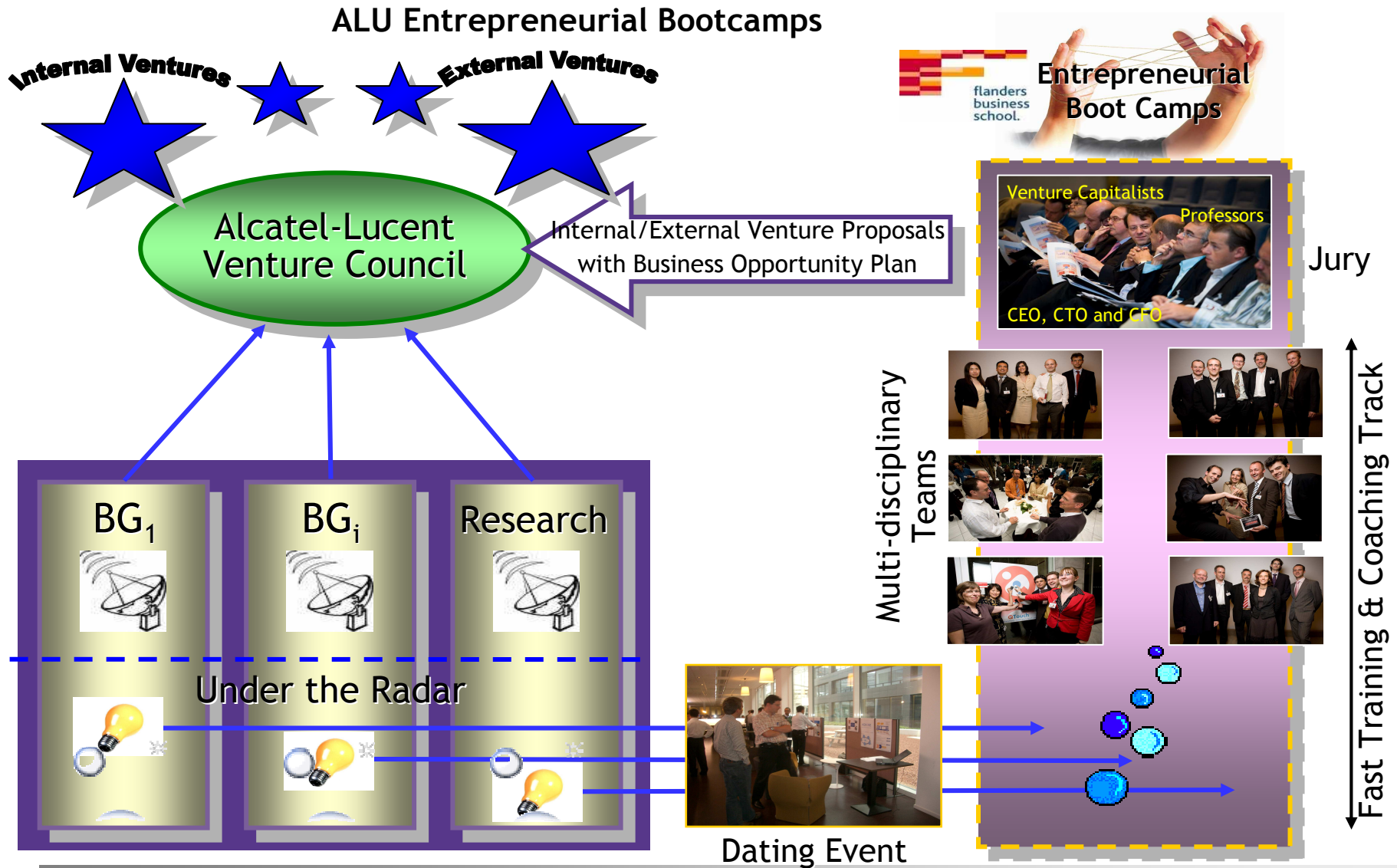
What am I looking for? **Help produce the right kind of people**



Complex Systems	Technical Skills
Complex Markets	Business Skills
Complex Organisations	People Skills



What am I looking for? Innovate with me



So ... what am I looking for?

At a basic level

- Quality
- Ambition
- Strong Partnership
- Source of the right kind of people
- A co-innovator

So that we can build

- Success
- A vibrant and strong eco-system
- A reason to stay
- A Boston on my doorstep

The image features a blue background with a fine grid pattern. Overlaid on this are several abstract, glowing light patterns, including a large, curved, bright blue shape at the top and several concentric, glowing white and light blue lines at the bottom. The text 'www.alcatel-lucent.com' is centered in the middle of the image in a white, sans-serif font.

www.alcatel-lucent.com