

# Business

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An artist's rendering of how the Baker Street building in Concord will appear after renovations.

## Lucent moving 2 high-tech units to Concord as part of expansion

By Jennifer Merritt  
GLOBE CORRESPONDENT

Lucent Technologies is moving two of its high-tech divisions to Concord as part of a drive to expand its data networking business.

Agile Networks, a wholly owned subsidiary of Lucent, and the company's Multimedia Internetworking Technology group will relocate about 200 workers from their separate cramped quarters in Boxborough to a 99,000-square-foot office at 300 Baker St. in Concord

— the former home of GenRad Inc. The company also has secured an option to lease another 90,000 square feet.

Before Lucent moves in, the building — which was purchased by Gillespie & Co. from GenRad for \$6.25 million late last year — will undergo a \$17 million renovation.

Lucent officials said part of the reason they chose to expand in Greater Boston is to take advantage of the large, highly skilled labor pool here. The company plans to hire a

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significant number of workers but declined to say exactly how many.

"Lucent is expanding its presence in the Boston area, as we expand further into data networking," said Linda Pugliano, a spokeswoman for Lucent. "We are moving to Concord to tap into the talent of the Route 128 area, and we will be actively recruiting there."

Agile designs and manufactures

local area networks and larger business or campus networks, including those used by government agencies and Fortune 1000 companies.

Agile is also producing technology that streamlines the interconnection of networks, making them more capable and reliable, thus lowering administrative costs, according to William Seifert, president of Agile. Eventually, Agile's products will have multimedia capability, he said.

The MMIT group is relatively new to Lucent, formed in July 1996,

and 98 percent of the group's employees have been hired from outside the company in the last year. Working on new technology that will integrate data, voice, and video networks, the MMIT group focuses on making network systems easier to manage, according to Pugliano.

"We are involved in similar areas, and being in the same building will give us some synergy," said William Seifert, president of Agile. "There is some value to putting two groups together that are working on

different products within the same industry, to share ideas, approaches, and even similar vendors."

The move to Baker Street and the planned hires signal Lucent's desire to push into the database-networking field, an area the AT&T spinoff has been actively pursuing since acquiring Agile in October.

Renovations to the building are scheduled to begin in mid-July and Lucent will complete its move in January.