



VoiceCon Presentation

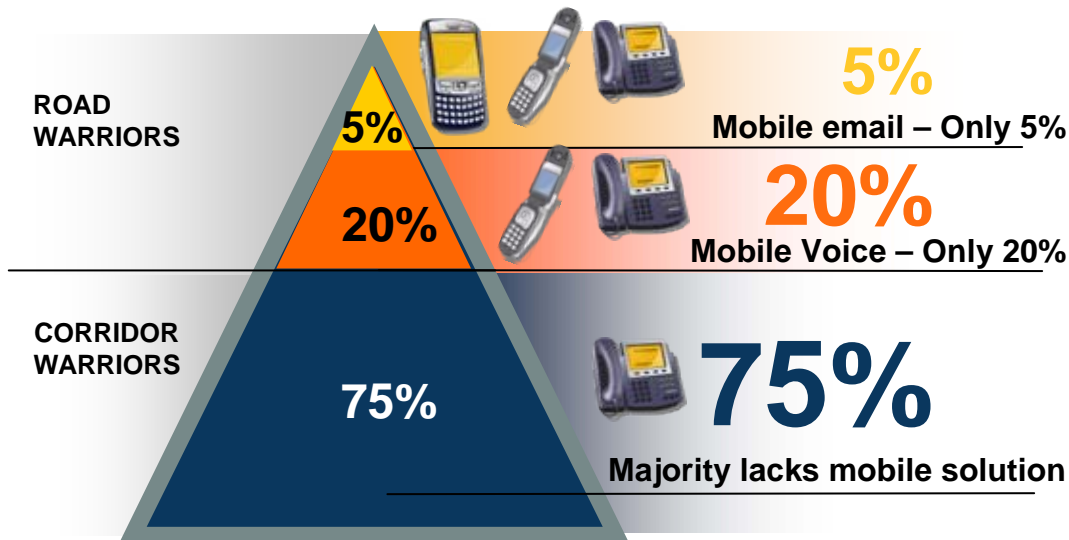
Vivek Khuller
President & CEO

Spring 2007

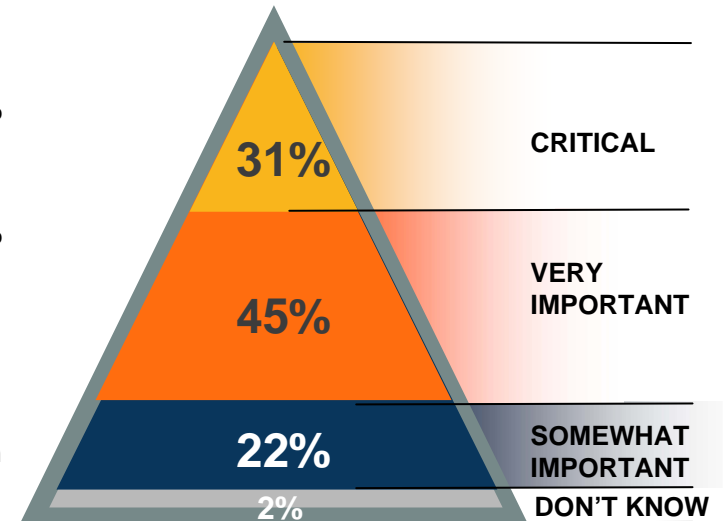
Enterprise Unwired

Enterprise Mobile Reality

Enterprise Mobile Penetration



Importance of Mobile Technology to Individual Job Success



The Gap – 50%

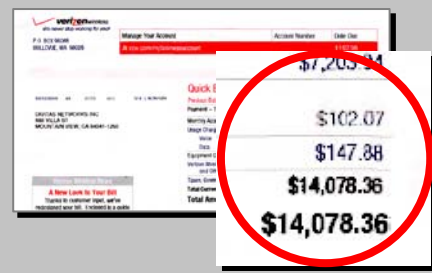
- Only 25% of workers have any company sponsored mobile solution
- More than 75% of workers consider mobility “critical” or “very important”

Sources: Yankee Research, May 2006; "Communications, Mobility, and the Working World" report, Economist Intelligence Unit, Sept.2004 (N=1500)

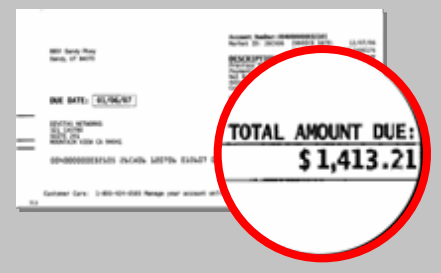
Lack of Mobility Impacts Top-line, Bottom-line and Competitiveness

Cost

- Cellular is up to 10x more expensive than landline



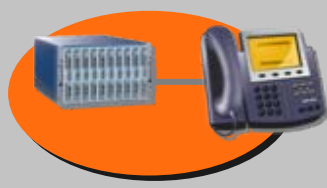
Cellular: \$86/user



Landline: \$11/user

Control

- Companies prefer to control communication infrastructure (80% use PBX vs. Centrex)
- Carrier-based solution does not allow enterprise control



80% PBX



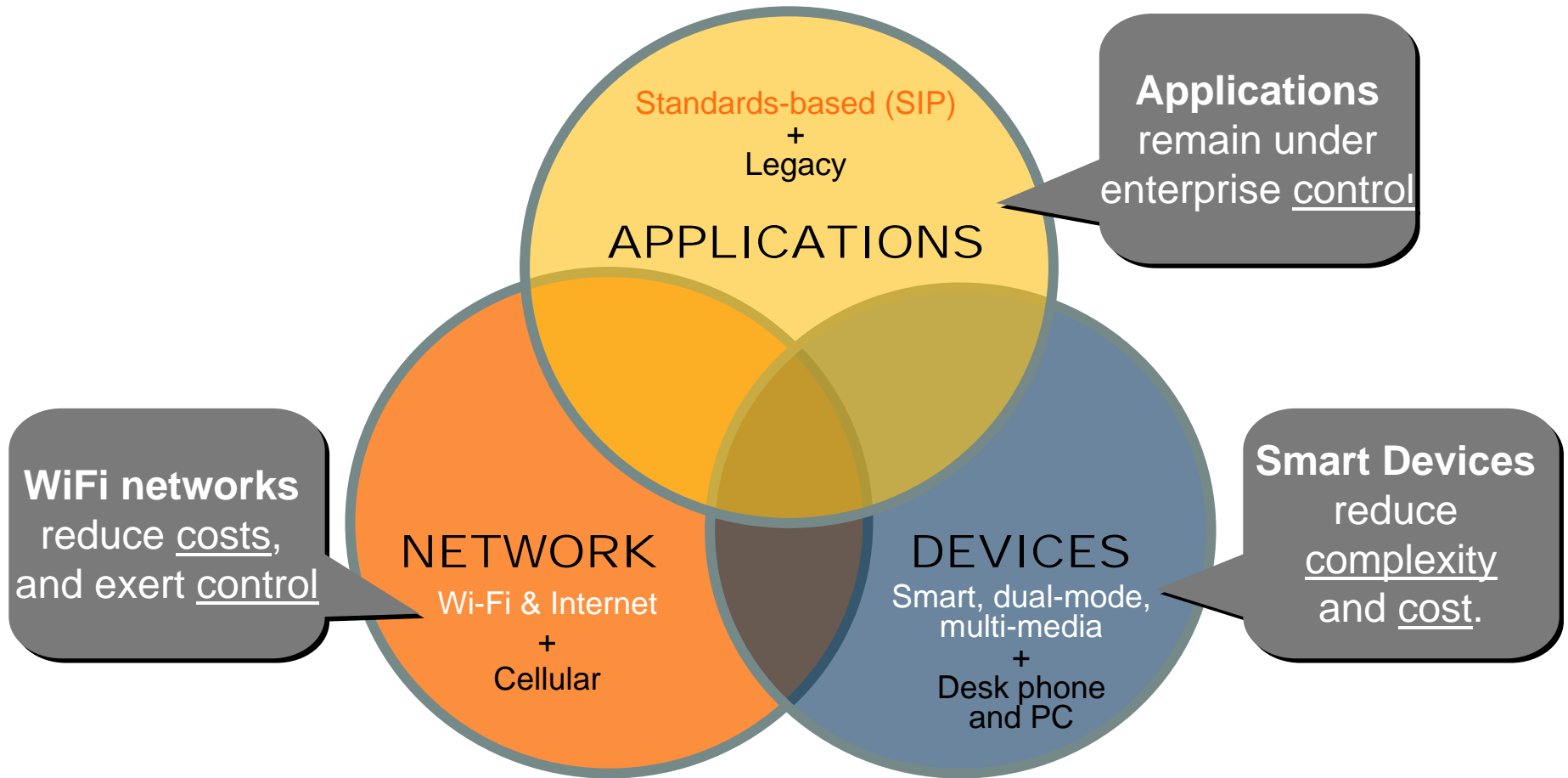
20% Centrex

Complexity

- Current solutions require multiple devices and servers
- Both companies and end users want as few devices as possible

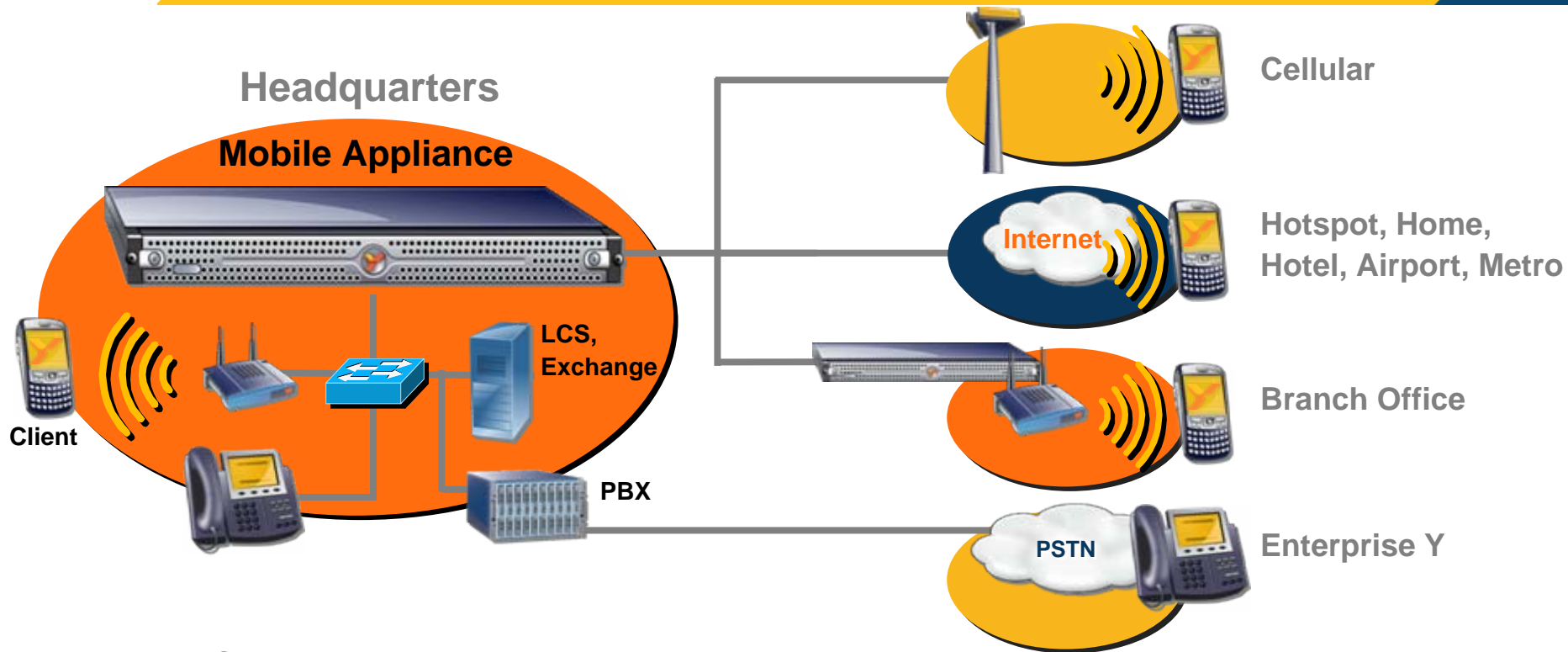


What is FMC and Why Does It Matter?



**FMC Enables Companies to Overcome
Three Mobility Roadblocks – Cost, Control and Complexity**

What Do Enterprises Need?

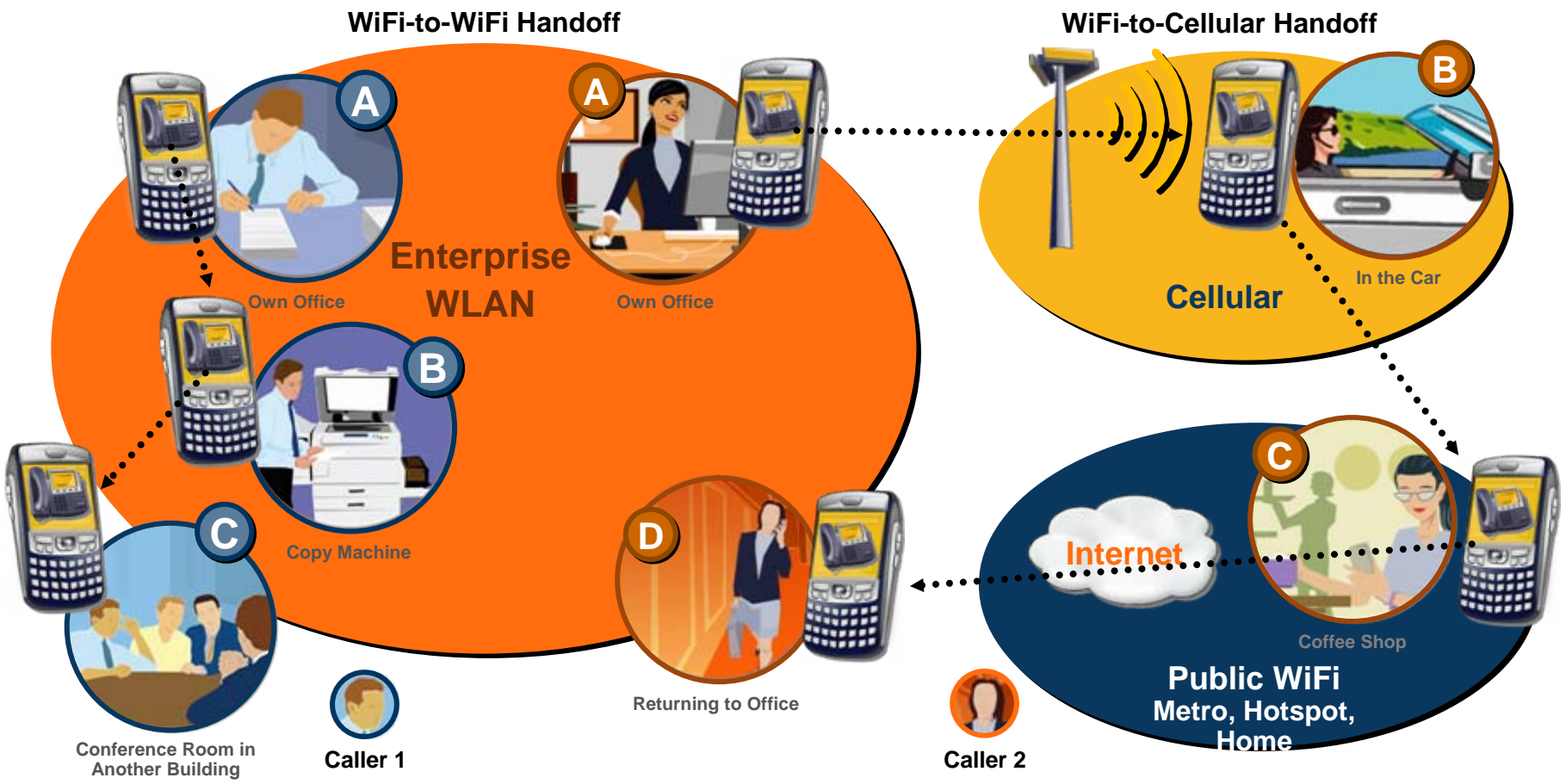


A Mobile Solution That:

- Works with any WLAN, existing PBX and 3rd Party Apps (Email, IM, etc.)
- Switches seamlessly among WLAN, cellular and public WiFi
- Offers wide range of handset choice
- Is affordable and works

Seamless Application Access Over Any Network

How Can Enterprise FMC Change the Way People Work?



Mobilize Corridor Warriors and Improve Road Warriors

Enterprise FMC Challenges

Enterprise Infrastructure

- **Voice Quality** – WiFi, Router
- **Dropped Calls** – WiFi, Router and Coverage
- **Call Capacity** – WiFi, Router, Gateway
- **PBX Integration** – SIP, TDM Gateway
- **Application Integration** – Custom
- **Security** – NAT, DoS, SIP, RTP
- **Management** – Users, Handsets, Policies, Applications, Service, Monitoring, Billing, Compliance

Handsets

- **Smarts** – Ability to Support 3rd Party Apps
- **Battery Life** – Leverage WLAN supported hooks

Network Roaming

- **Enterprise WiFi** – AP-to-AP
- **Cellular** – to Any WiFi and vice-versa
- **Public WiFi** – to Cellular or Any WiFi and vice-versa

Majority Are Addressable By Vendors and Enterprises Themselves

Why Should You Invest in Enterprise FMC – The Benefits?

Continuity

Drivers

- Enterprise WiFi for corridor warriors
- Public WiFi for corridor warriors and road warriors
- Cellular data for road warriors
- Application integration for information access

Control

Drivers

- Enterprise focus – IT controlled appliance and client
- Media path access
- Management tools
- SDK

Cost

Drivers

- WiFi – enterprise and public
- Device consolidation

There Are Very Few Investments With ROI < 6 Months !!