



Mobility – Wireless & Beyond

Cutting The Cord: Who and How

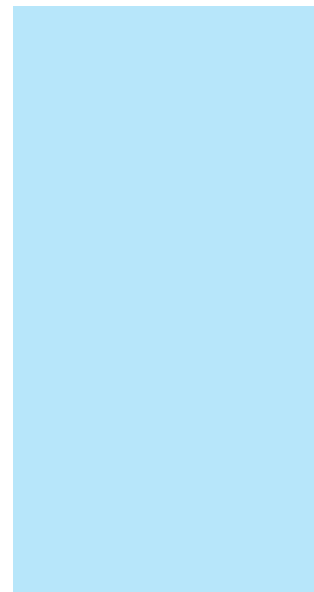
Kevin Goulet, Director of Product Management, Motorola





Market Trends

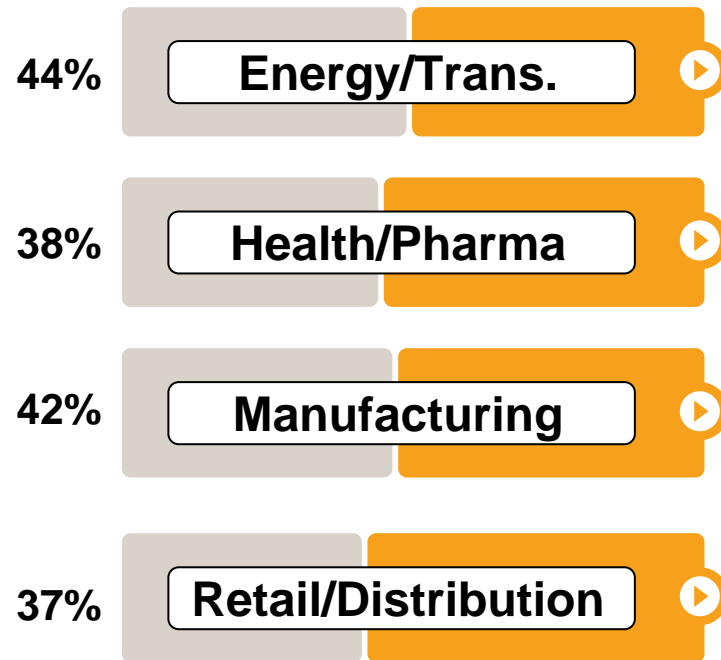
- By 2007, 75% of Fortune 2000 companies will support wireless applications
- 50% of enterprises with more than 1,000 employees will make use of at least five wireless networking technologies
- Convergence of wireless networks is accelerating
- RF expertise is not a fixed part of the IT department in many organizations
- 50% of organizations will enable wireless e-mail & 75% by 2008



▶ Percentage of the time workers are mobile



Vertical Industry



Source: Strategy Analytics



Wired or Unwired?

Wired Workplace—“Deskbound”

- PC for data
- Desktop phone for voice
- Unified communication
- Cellular phone, PDA, or handheld device for business use when mobile
- Mobile device for personal use
- Infrastructure--separate voice and data network

Unwired Workplace— Real-Time Enterprise”

A business option for office-based & semi-mobile workers, A business imperative for mobile workers

- Smartphone that extends the corporate infrastructure--voice, data, messaging, calendar, & collaboration tools
- Laptop with WiFi & VoIP
- Flexibility
- Business continuity
- Cost savings
- Strategic platform
- Reliable wireless connectivity



Top Business Challenges

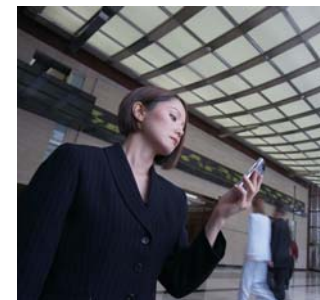
- Increasing productivity by putting the right mobile workforce in the right place at the right time through extended IT connectivity
- Reducing the cost of operation
- Improving customer satisfaction for competitive advantage
- Integrating with multiple, disparate back-end systems
- Facilitating compliance with the enterprise's policies and procedures
- Gaining control of mobile implementation and expansion



Enterprise Seamless Mobility Solutions

- **Inside the enterprise**
Secure wireless VoIP and IP telephony features via IP- PBX
- **Outside the enterprise**
Connectivity and IP-PBX calling features via cellular network
 - Feature transparency
 - Secure solution across multiple networks
 - End-to-end quality of service (QoS)
 - Extended battery life

Reduce costs, Improve productivity, Enable future application adoption...





QoS Implemented Throughout Solution

Solution Design

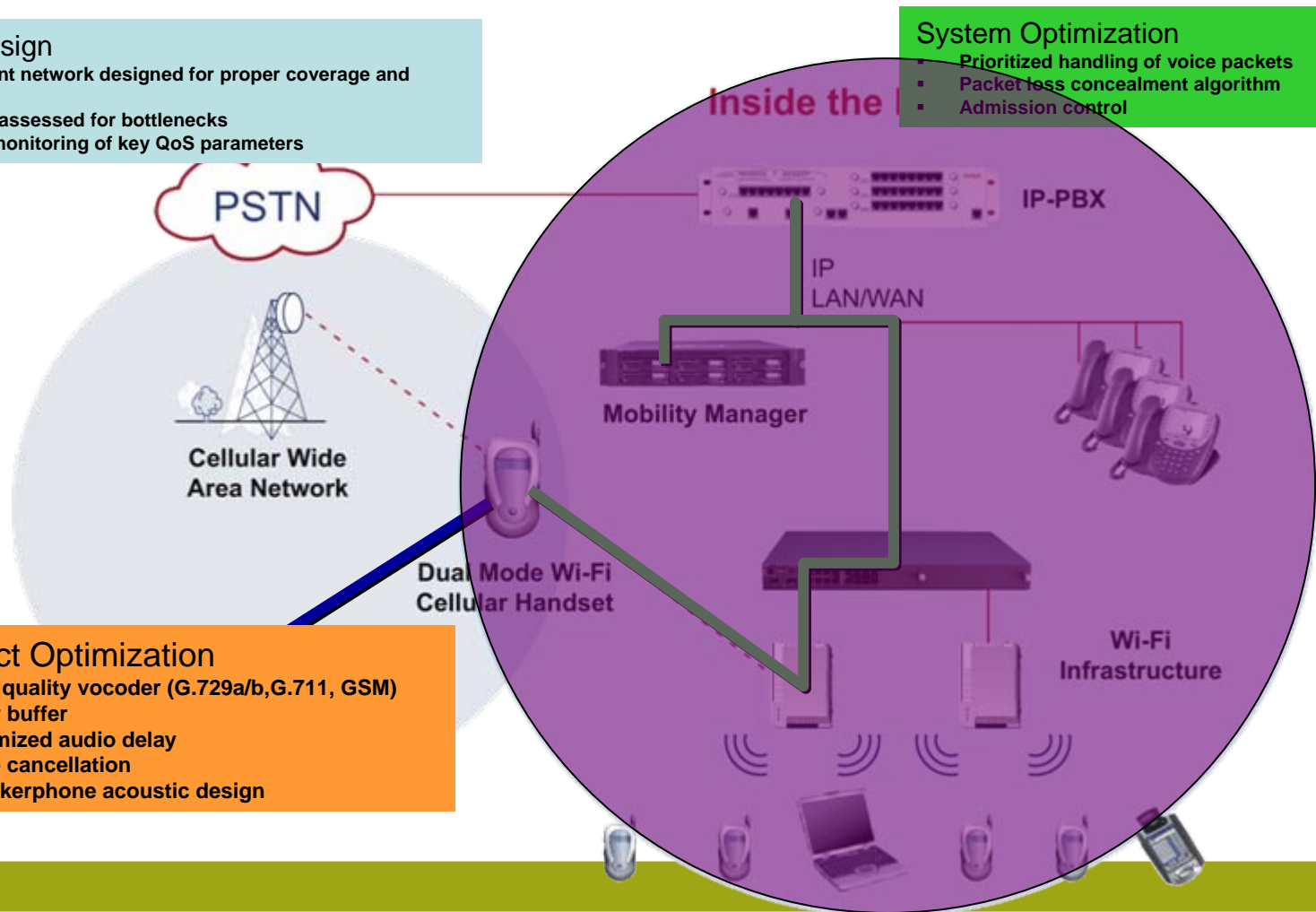
- Access point network designed for proper coverage and capacity
- IP network assessed for bottlenecks
- Continual monitoring of key QoS parameters

System Optimization

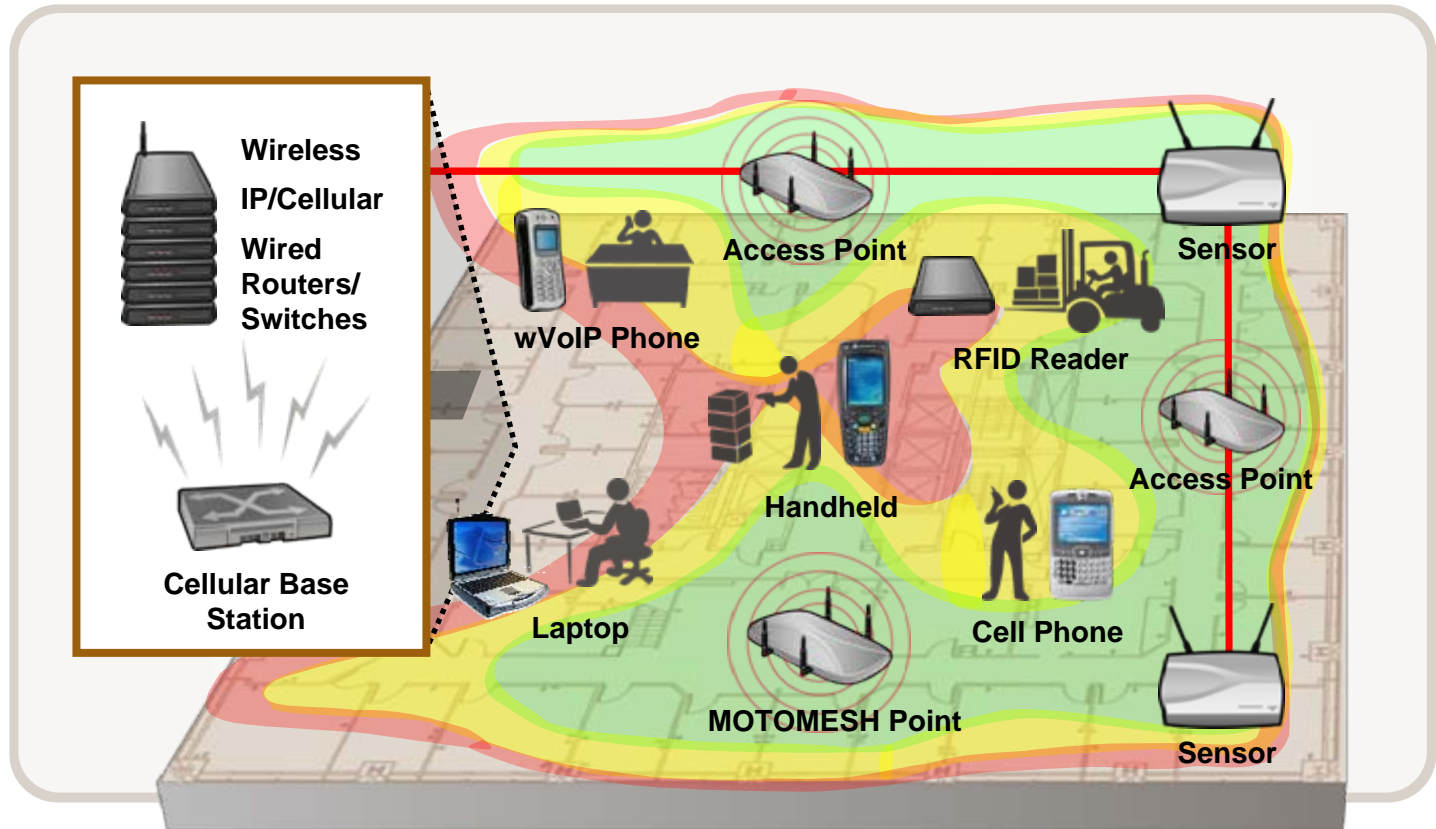
- Prioritized handling of voice packets
- Packet loss concealment algorithm
- Admission control

Product Optimization

- High quality vocoder (G.729a/b, G.711, GSM)
- Jitter buffer
- Minimized audio delay
- Echo cancellation
- Speakerphone acoustic design

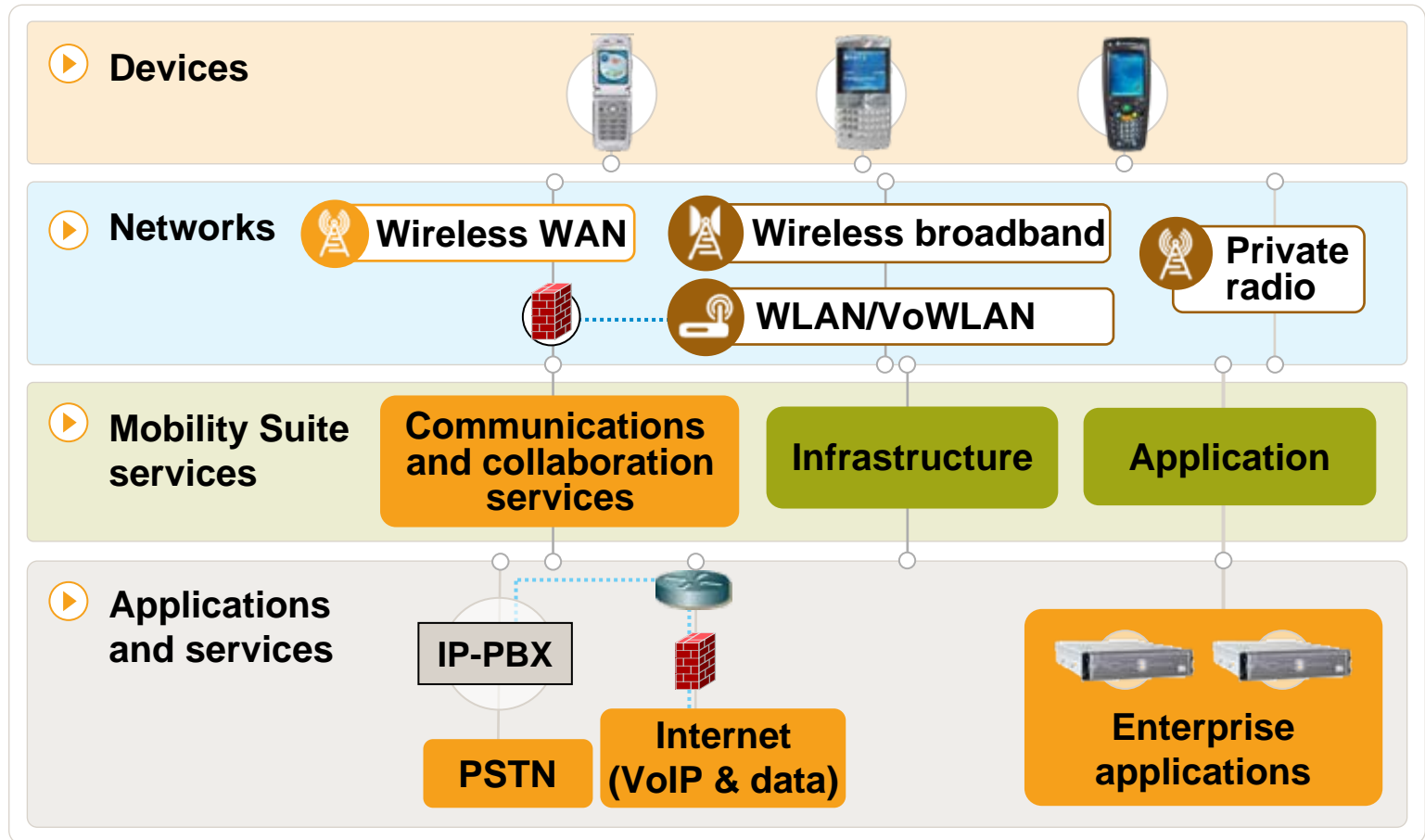


Real Life Implementation of a Wireless Network



Context, Capacity, Coverage and Convergence

Transforming Enterprise Mobility from Point Solutions to a Strategic Platform





Vision: Converging Intra- and Inter-Enterprise Communications





Future Vision & Direction

- **Bring mobility to enterprise VoIP**
 - Reduce/eliminate stationary desk phones (IP or legacy)
 - Dramatically reduces VoIP deployment costs/complexity
 - Add intrinsic value of mobility

- **Make mobile phone the nerve center for VoIP**
 - Move call control to VoWLAN (enables mobility)
 - Add feature-rich applications on phones
 - Develop directory/services strategy