Mobility Wireless & Beyond
Cutting the Cord:
Who and How

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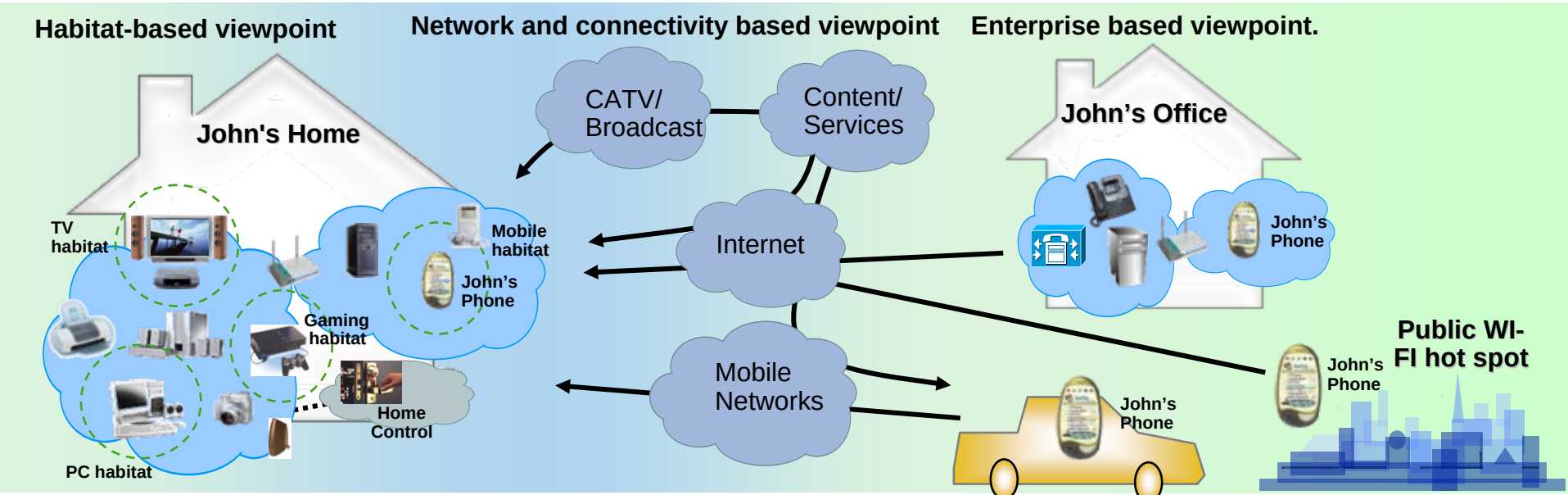
The Mobility Challenge – FMC Vision



- Connecting people over any network to application and information.
- Three important viewpoints
  - Habitat-based viewpoint
  - Network and connectivity based viewpoint
  - Enterprise/Business mobility based viewpoint
- Key trend: Content will become independent of devices, networks and habitats.

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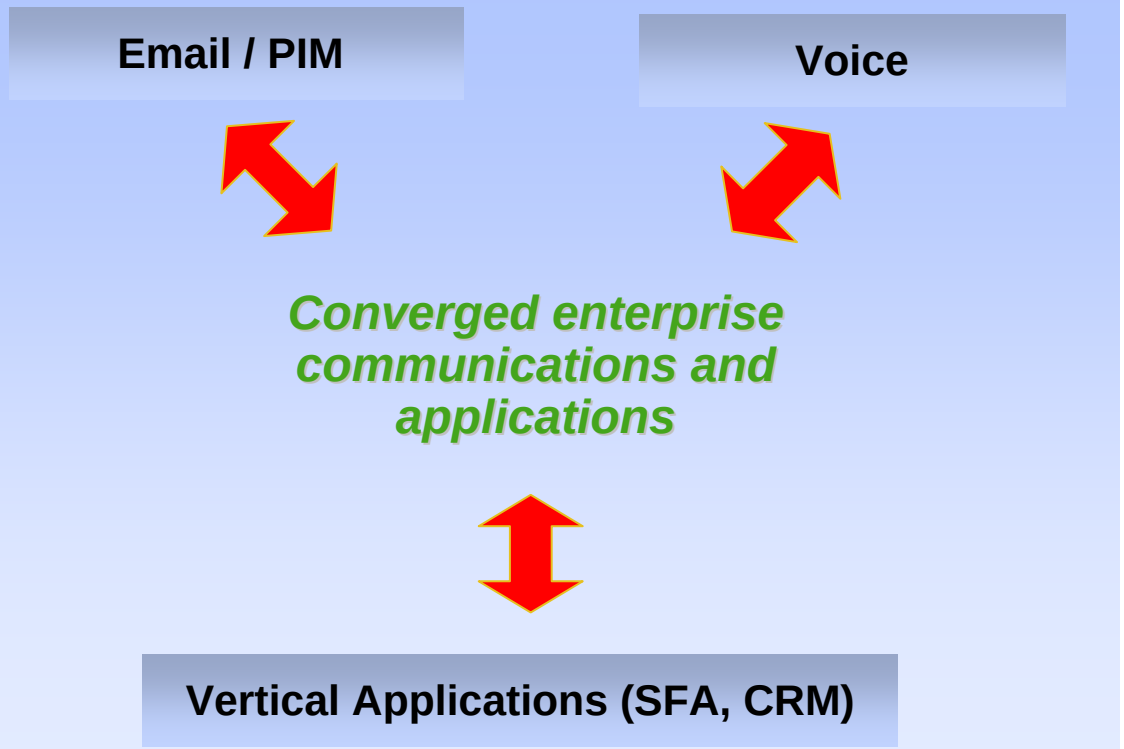
From separate applications to converged mobile communications



From	Towards
Separate applications	Converged communications with directory & presence at the center
Voice & email	Rich communications incl video and IM
'Fixed' communications	Mobile communications
'Dumb' devices	Smart devices
Separate device (platforms)	Single platform(s) supporting all applications on a wide range of form factors
Up to 5 devices per person Deskphone, PC, mobile phone, email device, wireless IP phone	Two devices per person Mobile + PC

Trend : Workforces are mobilizing - *faster then expected*

Yesterday: People Went to Work

Today: Work Comes to People

- By 2007 “telework” will be practiced by more than 60 million people. More than 66% of workers will use mobile and wireless computing. (Source: Gartner Management Update 2004)
- Perception: Employers assume only 24% of employees use mobile phones for work. Reality: 50% report that they actually do!

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What our customers have told us..

Key barriers to success

- Cost & Speed of Change
- Security & IT control
- Supported Device Range
- Open Technology Standards
- Usability

The freedom to choose where and when to do business is still unnecessarily restricted

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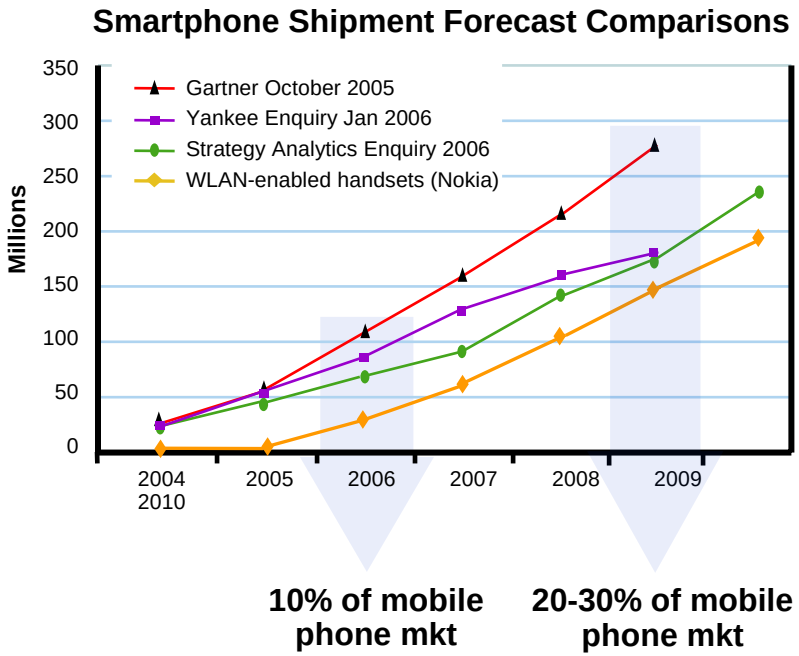
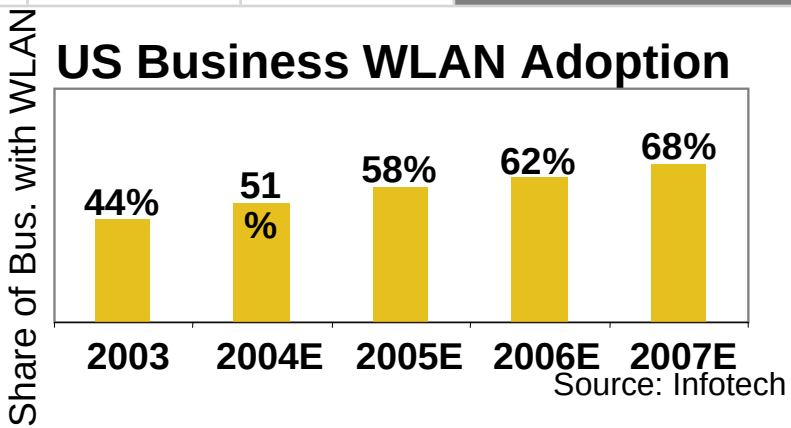
“Business” purchase dynamics for mobile devices are changing . . .

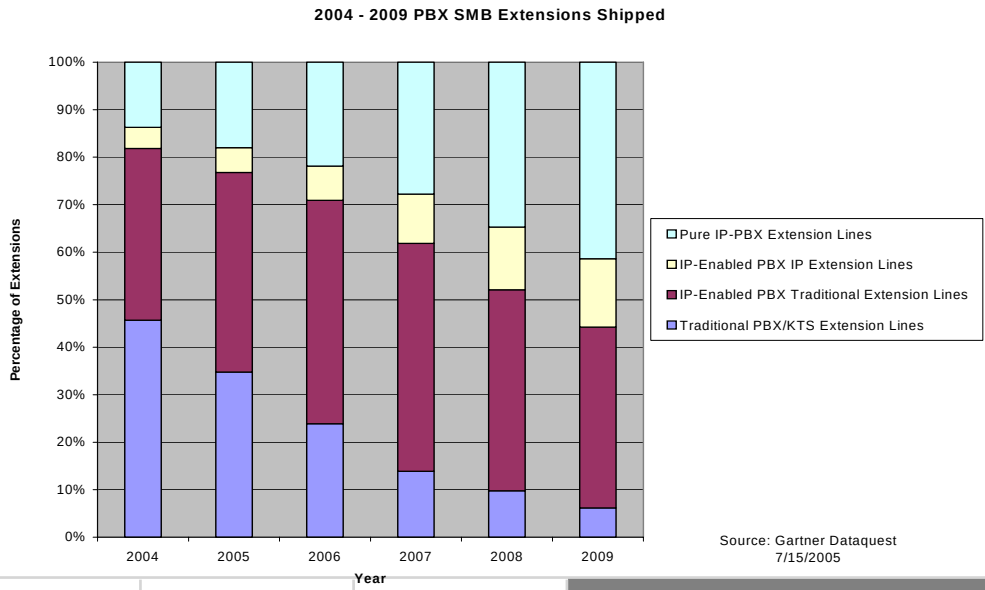
2005

2009

WLAN enables mobile VoIP







WLAN must be architected to support VoIP

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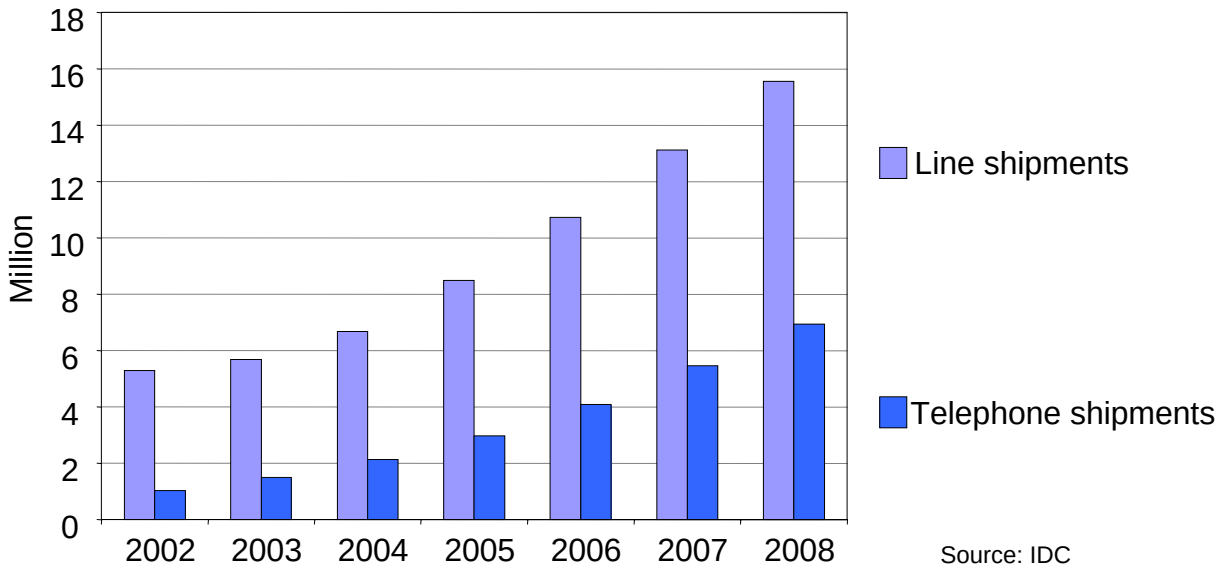
But, the power of VoIP is largely untapped

- As companies move to deploy IP-PBXs for investment protection, they are delaying IP phone purchases where ROI doesn't justify
- Result: many enterprises are waiting for a solution to unlock the cost savings and productivity power of VoIP



Source: IDC

- Therefore as part of our Mobile Voice portfolio we see a initial Opportunity for dual service set device's (One Mobile phone with two services Cellular and IP-PBX connectivity)

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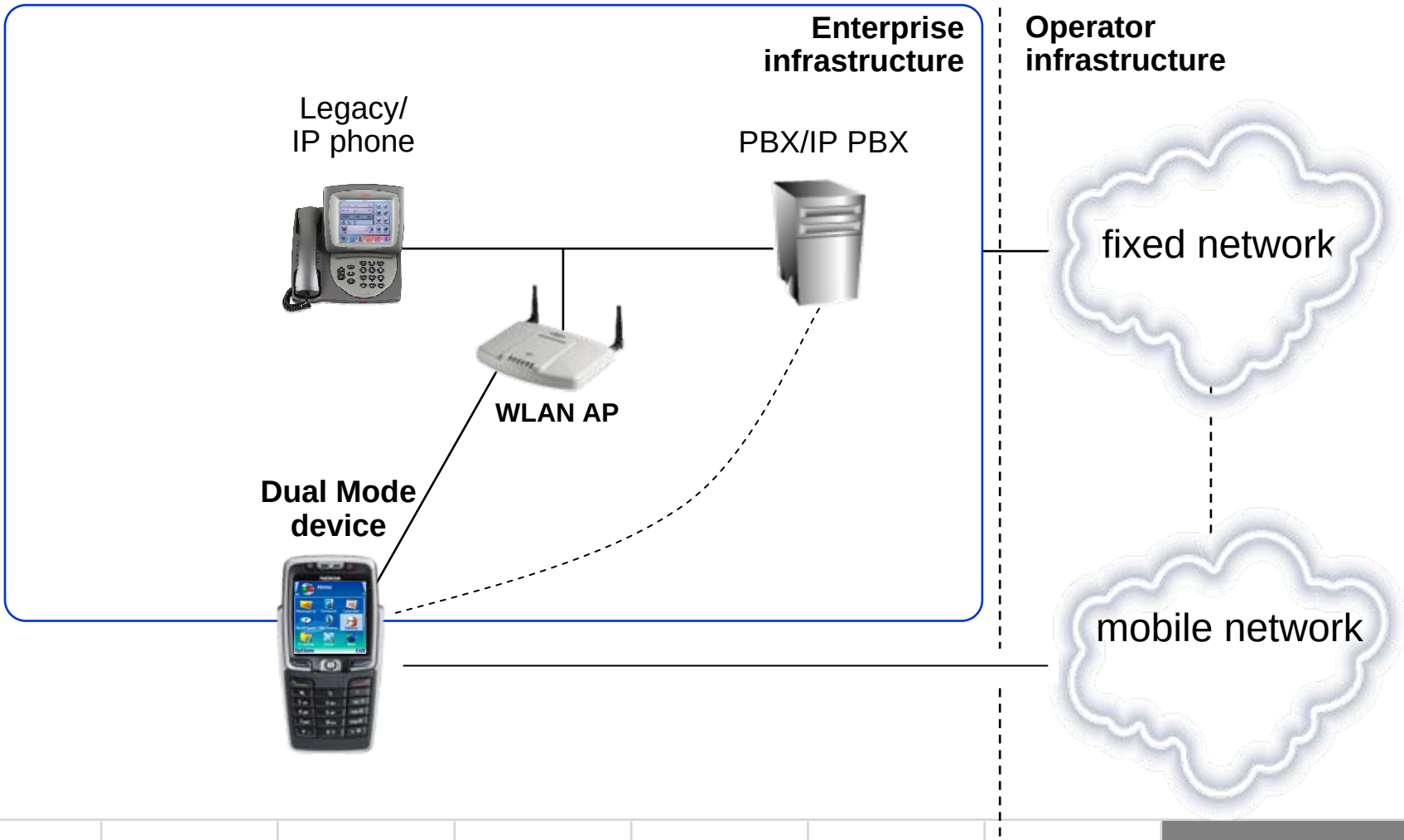
Converged fixed-mobile voice solution



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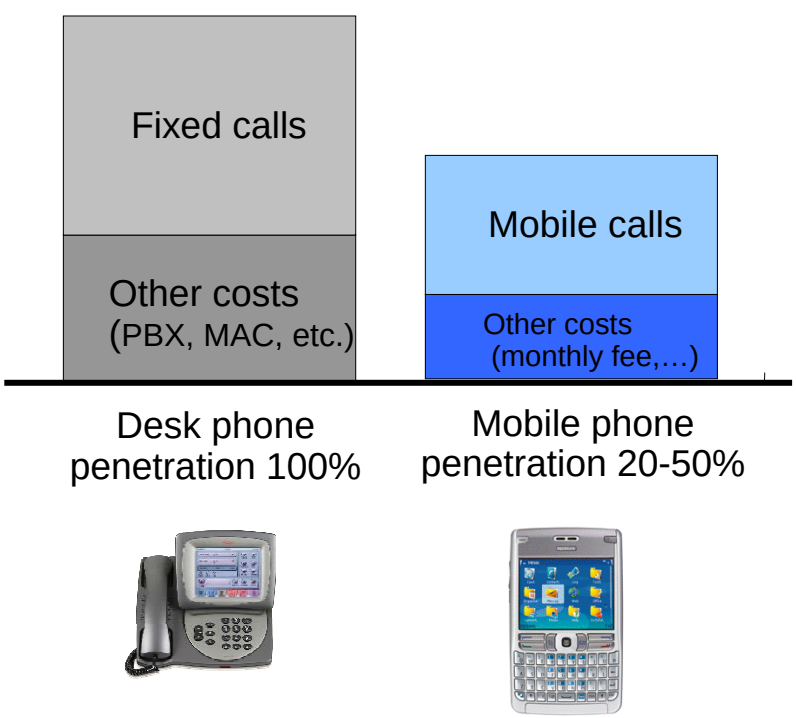
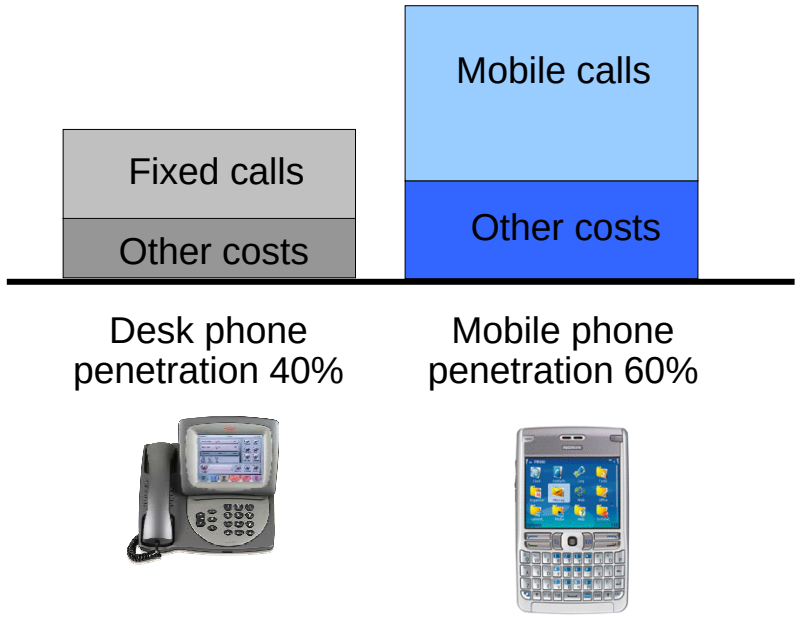
Higher mobility means lower total costs

Typical enterprise telephony cost structure



Optimized telephony structure & least cost routing, total costs ~28%



Note: Western European corporate

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Practicing What We Preach (Nokia Figures as of Nov '05)*

- 58,000 employees
- Cellular phones as the primary standard device since 2000 (in most places)
- ~80% of the voice spend is on mobiles (ref. 20-30% in typical corporation)
- 37,500 desk phones - decreasing
- 7,000 active mobile email users (1H 2005) - increasing
- 44,000 laptops – increasing
- Almost 10,000,000 conference call minutes (Nov '05) and 30,000 virtual meetings / month
- VPN remote access for 41,000 users, 10,000 home connections, average of 580,000 remote connections per month.
- WLAN access at main sites

* Source: "Work Goes Mobile: Nokia's Lessons from the Leading Edge" Book

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Problem to Address in the Voice Area

Many employees spend less than 40% of their time at their desk

Quick access to people

Increase availability of employees to customers and colleagues

Cost Savings

Must justify a wide deployment via cost savings

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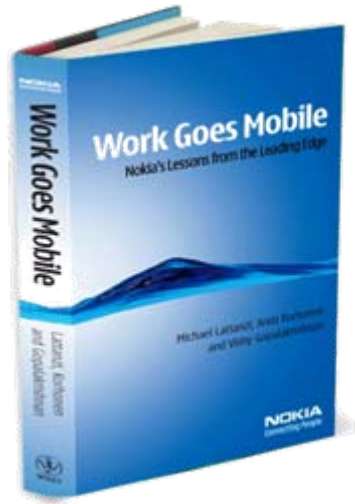
How Nokia Implements Mobile Voice*

- Basics - Transitioning voice service responsibility to Centralized IT
  - Voice as standard Business Infrastructure service – 49 countries
  - Cost savings, visibility and control – Voice Management Tool
  - Establish capability to support Convergence (e.g. VoIP)
  - Project costs agreed in budget are funded through end-user charging
  - Mobile data included in voice service costs
- Quick Win – Voice Conferencing
  - Enable global collaboration
  - Cost Savings
- Global VoIP network - Nokia internal numbers
- Fixed to Mobile transitioning – Fixed infra downsizing
  - Mobile terminal as only terminal - Economically feasible showcase of Nokia's products
- Virtual Phone Book – **least cost routing**
- **E2E VoIP – VoWLAN phone number as your "desk" number**
- Productivity improvements
  - Presence, automation, integration
  - Voice platform enables innovation to improve mobility/productivity



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