



**Nokia Networks
Value Added Reseller Program
for
GSM
infrastructure equipment**

Nokia In Brief

Nokia is the world leader in mobile communications. Backed by experience, innovation, user-friendliness and secure solutions, the company has become one of the leading suppliers of mobile phones and mobile, fixed broadband, and IP networks. By adding mobility to the Internet Nokia creates new opportunities for companies and further enriches the daily lives of people.

Headquartered in Finland, Nokia Corporation is listed on the New York (NOK), Helsinki, Stockholm, London, Frankfurt, and Paris stock exchanges and employs more than 45,000 people. Web Site address: www.nokia.com

Network Operators and Service Providers looking for leading [network infrastructure solutions](#) can turn to Nokia, not just to enhance technology, but also to create new opportunities for revenue. As one of the earliest innovators in the networks business, Nokia provides mobile, broadband and IP networks, as well as the related services for quick, reliable deployment.

Nokia Value Added Reseller Program

Nokia Corporation, represented through its Nokia Networks business group, is currently searching for companies that can obtain certification as "Value Added Resellers" (VARs) for [GSM Core and Radio networks](#).

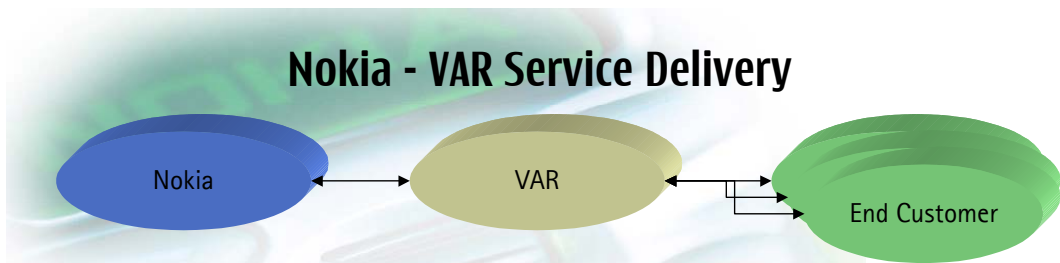
These companies should have proven GSM infrastructure quality, skills, and track record in Sales and Marketing, Project Management, Network Implementation, and Care Services, or be able to develop the above competences within an agreed period of time.

Nokia's intention is to establish contractual relationships with VARs in markets in which Nokia does not have presence but desires to increase the market share of Nokia Networks GSM infrastructure products.

The VAR selection process is expected to consist of the following phases:

- 1) Letter of Interest, including execution of an NDA
- 2) Request for Information (RFI)
- 3) Assessment of the Company
- 4) Contact negotiations

Below a short description of the VAR concept covering GSM infrastructure:



- The VAR has full responsibility for End Customer product & service pricing, delivery from DOP and service quality
 - Sales and Marketing
 - Logistics including clearing & forwarding
 - Implementation
 - Care Services
- Nokia is responsible for delivering agreed Products & Services to the VAR
- Nokia provides the VAR a list of reduced-price configurations that can be sold via VAR channel (2G and GPRS – IN excluded)

If you are interested in being considered as a VAR candidate, please send an indication by returned e-mail to the below signed, including any specific markets (geographic or customer based) which you feel you are well qualified to be in charge of. If you have any questions please do not hesitate to contact Nokia

Yours sincerely,

Nokia Corporation

Nokia Networks

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