

Birdstep Introduces the First Symbian Roaming Application for WiFi and GSM Data Networks



Birdstep Technology's SmartRoaming Client is the first Symbian application that handles both GSM and WiFi data networks.

Mobile device users can now seamlessly roam between WiFi and GSM data networks. This allows them to take advantage of the fastest network performance and/or least cost data network connections available at any given time, according to preset user preferences. This is made possible by a new application, the Birdstep SmartRoaming Client, which leverages the capabilities of the Nokia 9300i smartphone, Nokia 9500 Communicator, and members of the new Eseries, including the new Nokia E60, Nokia E61, and Nokia E70 smartphones.

The Birdstep application solves problems that the user would otherwise face in switching between GSM and WiFi data networks. Consumers do not want to have to switch network connections manually; they do not want to lose their network connections during switchovers; and they definitely do not want to compromise the security of their connections. Apart from that, users want to take advantage of the fastest data networks available, or the lowest cost data networks available, and this application gives them that choice.

Birdstep Technology recognized an opportunity and stepped in to fill the need with its SmartRoaming Client, the first Symbian OS application that handles both GSM and WiFi data network connections. "Users want software on the device to do network connection switching for them — automatically, securely, seamlessly, and according to their predefined preferences," says Stefano Holguin, Birdstep's vice president of marketing.

Winner: Forum Nokia PRO 2005 Award

Birdstep's SmartRoaming Client for Symbian OS is so innovative that in December 2005, it won Forum Nokia PRO recognition as the best enterprise application for Series 80 Platform smartphones that provide for WIFI networking. Birdstep has also received industry acknowledgment for its SmartRoaming Client application in these ways:

- Distribution of a trial version of the application on the MultiMediaCard (MMC) of the newly-launched Nokia 9300i smartphone.
- Distribution in 2006 of a trial version of the application via the Catalogs Client application on the Nokia E60, Nokia E61, and Nokia E70 Eseries smartphones.
- The laptop version of the software, which is distributed by 30 operators in Europe and the U.S., has had more than 450,000 activations.

The application has been available as a download for the Nokia 9500 Communicator.



Birdstep Technology
HQ: Oslo, Norway
www.birdstep.com

Forum Nokia PRO
AWARD WINNER 2005



"In essence, the whole world becomes one network."

— Stefano Holguin, Vice President of Marketing,
Birdstep Technology

Looking Ahead

The Birdstep application will be available on future S60 3rd Edition devices when they appear on the market. Also the SmartRoaming Client application will be preloaded in the Nokia 9300i smartphone on a Try-and-Buy basis, so the company is looking forward to offering the same software with Symbian OS third-generation devices.

Continued

Transparent Networking

Without the SmartRoaming application, users would have to manually connect and disconnect network connections when they roam from one network connection to another. If the user was participating in a conference or a VPN session, the activity would be completely disrupted and difficult to restore quickly. "Business users want to connect easily and not be interrupted," Holguin says.

"Users want software on the device to do network connection switching for them — automatically, securely, seamlessly, and according to their predefined preferences."

S60 3rd Edition Will Widen the Target Audience

He also expects that consumers will soon want the same capabilities. "By bringing these capabilities to the S60 Eseries smartphones, Nokia's 3rd Edition platform is clearly targeting a much wider, consumer-oriented target audience," says Holguin. "We are very excited about the prospects that S60 3rd Edition devices hold for our software. Consumers, for example, may be playing an online game at their local WiFi hotspot, and then board a taxi and continue playing without a network interruption. In essence, the whole world becomes one network."

The Birdstep SmartRoaming Client delivers consistent networking, automatically finding the available networks, identifying the protocols, and setting up the communication. It follows an open, standards-based approach that provides seamless roaming for operators and enterprises. Provided as a monthly or annual subscription service, the SmartRoaming Client identifies the possibilities at a given moment and, on the basis of user-set priorities, makes the best connection.

The first product on the market to allow this kind of automatic transparent network switching, the SmartRoaming Client "is the only pure, open standards-based and VPN-agnostic client on the market," says Holguin. The software-based product works only for devices that have WiFi and GPRS/3G installed.

"By bringing these capabilities to the Eseries smartphones, the S60 3rd Edition platform developed by Nokia is clearly targeting a much wider, consumer-oriented audience."

One Application, Many Uses

Birdstep envisions mobile consumers using the SmartRoaming Client as follows:

- In IP zones, or hotspots, where mobile users with several network interfaces can connect while taking advantage of the different capabilities each network offers.
- For Push services in which centralized servers send different types of content to a subscriber whose point of access is changing.
- For multimedia conferencing, especially where a mobile participant's point of access is changing and thereby at risk.
- For VPN security through a combination of VPN functionality and the SmartRoaming Client, which maintains the VPN network by using a fixed IP address as the home address.

Easily Downloadable Software

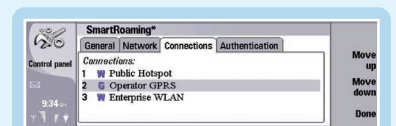
The Birdstep SmartRoaming Client is not embedded on the Nokia 9500 Communicator, but it will be preloaded on such new devices as the Nokia 9300i smartphone and new Eseries smartphones. It is not, however, difficult to install the software. "All you do is click the link, and the software is downloaded," says Holguin. With another click the consumer installs the software, responding to a few questions. Once the software is installed, it automatically monitors connectivity and switches connections, depending on the networks it senses and the priorities the consumer defines.

For more information, please go to:

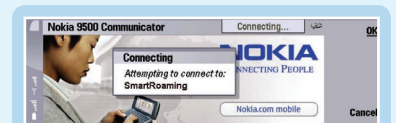
www.nokia.com/developer

What Forum Nokia PRO Does for Birdstep

Forum Nokia PRO has served as Birdstep's primary marketing interface, and it has successfully introduced the developer to all Nokia business units. This included an introduction to the Nokia 9300i product marketing team, which led to the preloading of a Try-and-Buy version of the application on that smartphone. Further introductions led to a signed distribution agreement with the Nokia Enterprise Solutions business unit. Birdstep also enjoyed direct customer exposure through Forum Nokia PRO.



Birdstep Technology's SmartRoaming Client automatically switches among network connections according to the user's preset preferences.



The SmartRoaming Client is available as an easy download for the Nokia 9500 Communicator devices, and as a Try-and-Buy preloaded application on the Nokia 9300i smartphone.

In 2005, Birdstep demonstrated the SmartRoaming Client at a number of major Nokia conferences, including the Nokia Mobility Conference in Barcelona, the Nokia Enterprise Summit in Germany, and the Nokia Connect Event in Singapore. Most recently, in December 2005, Birdstep attended the Nokia Dubai Application Summit, where it received Forum Nokia PRO's award for the best enterprise application for the Series 80 Platform.

"Forum Nokia PRO's help has been crucial for us, giving us access to prototypes and new firmware versions," says Holguin. "We get quick fixes from Forum Nokia PRO and the dialogue has been very good — beyond my expectations."