

Compatibility Pursuit

A photograph of a rooftop deck with a city skyline in the background. A person is lying on a lounge chair on the left, and another person is standing on the right. The sky is clear and blue.

Timo Ali-Vehmas

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NOKIA
Connecting People

Terminal Mode Summit – Copyright Nokia

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Convergence is Reality Today – five billion users and 100 fold traffic by 2015

Nokia is a member of over 100 compatibility seeking organizations, forums, open collaborative initiatives.



All of my connected applications, always with me



Compatibility is Valuable



- **Compatibility Pursuit – Value for the Consumers**
- **Speed of Service Adoption – Rogers' View**
- **Network Effect – Metcalfe Law**
- **Modularity and Open Interfaces – Traditional Standards**

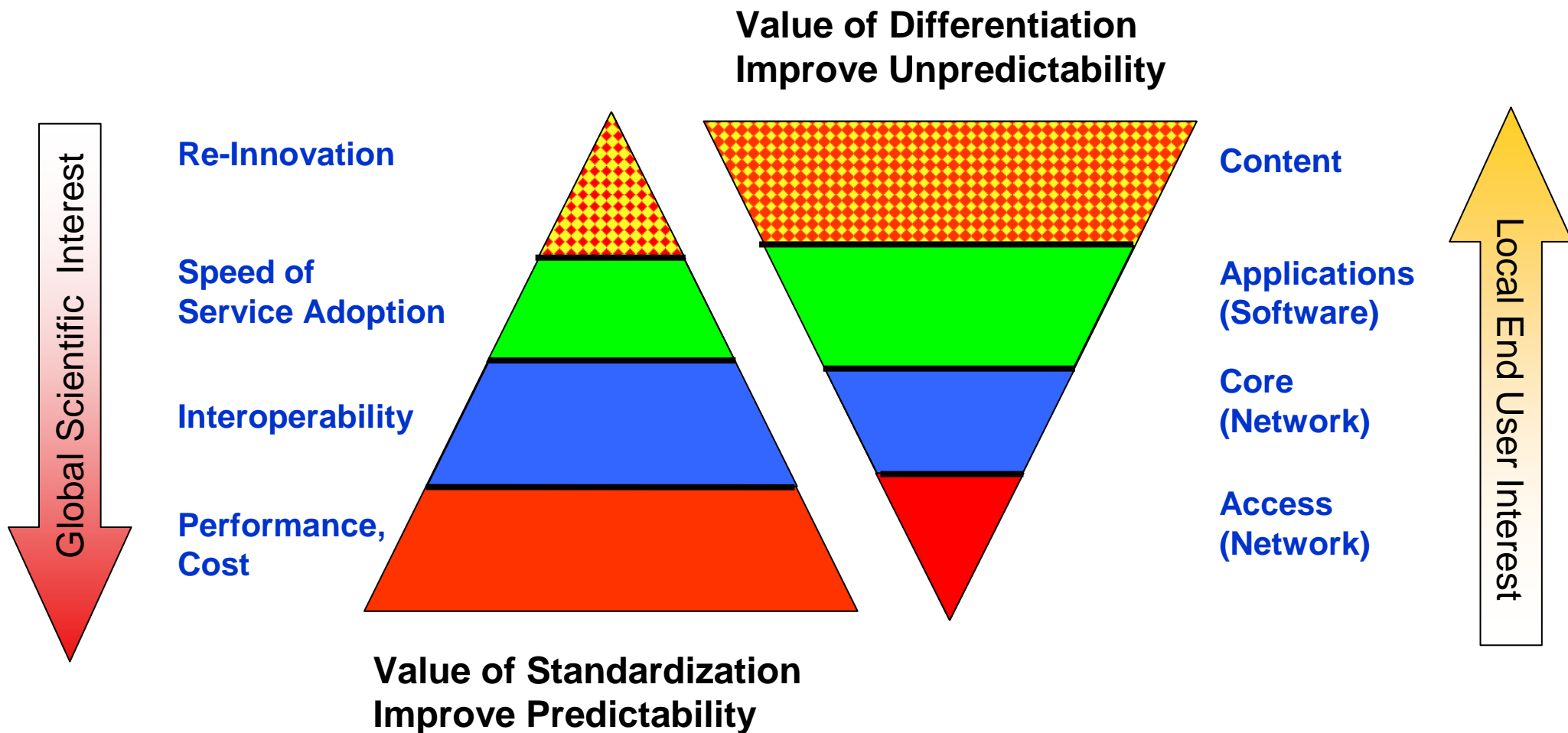
...but requires Investment

- **Industry Collaboration – Efficiencies**

- **Platform for New Services and Applications**
- **Harmonised regulative requirements within each sector**
- **Harmonised requirements between the sectors**
- **Cost of Collaboration**

Standardization Layers and Differentiation

Increase Value by Reducing differentiation ?!?!?



Open Innovation for Compatibility



Criteria for open collaboration

- ✓ Cohesion
- ✓ Contributions
- ✓ Consensus
- ✓ Compromise
- ✓ Commitment

Criteria for open standard

- ✓ Control
- ✓ Completeness
- ✓ Compliance
- ✓ Cost

Terminal mode – Opportunity at the cross roads

- **First concrete Step to create Compatibility and Interoperability using Open Platform for Communications, Entertainment and Information technologies in Automobile environment.**
 - **High value for consumer**
 - **Connectivity and Use cases**
 - **Implementation Independent Interoperability**
 - **Mature technologies, multivendor components and products**
 - **Ideal for Industry**
 - **Platform for New Services and Applications**
 - **Solid ecosystems of the Mobile Communications and Automobile**
 - **Some challenges and opportunities when Automobile and Mobile Communications are harmonized**
 - **Re-use of existing standards, forums and open source**

Evolution path is visible - Opportunities almost unlimited

Nokia's Commitment

In order to Create Great Business and Ecosystem for large number of Companies to participate, All elements of System must be covered (Holistic and Systemic Design)

- ✓ **Consumer requirements for Functionalities**
- ✓ **Consumer expectation for Security, Privacy, Billing and Charging and many other aspects**

Re-use existing standards and solutions

- ✓ **Technical Compatibility**
- ✓ **Behavioral Compatibility**

Nokia is committed to work for the further development of Compatibility and Interoperability in the Automobile domain together with other committed companies and stakeholders



**Nokia continue to drive, Through Interoperability
and Compatibility, the
growth and sustainability**

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**of the broad range of communications
and other industries.**