



## **Cisco and Nokia Global Strategic Alliance Business Solutions Fact Sheet February 2008**

### **Overview and Focus**

Since 1995, the Cisco and Nokia alliance has existed to accelerate the convergence of mobile devices, networks, services, and applications. The alliance enhances the human connection by bringing together market leaders in networked communications applications and mobility. Together, Cisco and Nokia offer market leading mobile unified communications solutions for enterprises around the world.

### **Cisco and Nokia joint solutions for businesses and government agencies**

#### **Enterprise Mobility Solution with Dual-Mode Voice**

Cisco and Nokia help organizations to address the communications requirements of an increasingly mobile workforce across the Cisco Unified Wireless Network and public cellular networks. The joint solution from Cisco and Nokia enables people in all workspaces to communicate effectively by using Nokia Eseries dual mode phones acting as wireless end-points and utilizing the rich communications capabilities of Cisco Unified Communications Manager. For more information, please go to [Cisco website](#) or [Nokia website](#).

#### **Nokia Mobile Virtual Private Network (VPN) on Cisco Gateways**

This solution enables users to access enterprise intranet services securely from mobile devices, and includes the Nokia Mobile VPN Client for Symbian OS-based mobile devices, the Nokia Security Service Manager, Cisco VPN Gateways including Cisco 3000 Concentrators running software release 4.7 or higher, and Cisco ASA 5500 series gateways.

#### **Cisco Compatible eXtensions (CCX) support on Nokia devices**

To ensure the best possible user and IT experience with dual mode devices, Nokia was the first mobile device vendor to attain Cisco Compatible Extensions (CCX) certification. With CCX certification, users can enjoy simple, secure connectivity with the Cisco Unified Wireless Network. Other benefits of CCX certification include superior video, data and voice application performance as well as improved battery life for these devices when used with a Cisco Unified Wireless Network.

#### **CIO to CIO Collaboration**

Nokia and Cisco CIOs and research and engineering organizations are regularly sharing best practices and using each others' technologies to create new innovations for the mobile workspace.

#### **History of Collaboration:**

- **November 2007** - Nokia Intellisync Call Connect for Cisco version 1.1 on Nokia Eseries devices released with enhanced features and addition of support for the Nokia E90 Communicator.
- **October 2007** – Cisco Systems announced that it has extended key mobility features of its Unified Communications and Unified Wireless Network solutions to the new Nokia Series 60 3rd edition.

### **History of Collaboration *continued*:**

- **April 2007** – General availability of Nokia Intellisync Call Connect for Cisco Version 1.0 which extends rich calling features of Cisco Unified Communications Manager and Cisco Unified Communications Manager Express to Nokia Eseries dual-mode phones over Cisco Unified Wireless Network.
- **February 2007** – Cisco and Nokia announced enhancements to the Enterprise Mobility Solution with the addition of the Nokia Eseries smartphones, Nokia E61i and Nokia E65.
- **October 2005** – Cisco and Nokia announced that they extended key mobility features of the Unified Communications and Unified Wireless Network solutions to the Nokia business-optimized devices based on Series 60 3rd edition software platform.
- **June 2005** – Nokia and Cisco announce new Mobile UC/Dual-Mode Voice over Wireless Local Area Network (VoWLAN) alliance program including Cisco UC manager, UC Manager Express and Nokia Eseries Dual-Mode Smartphones.
- **February 2004** – Nokia and Cisco announced a new alliance program with WLAN CCX. Through the technology licensing, Nokia implemented Wi-Fi® support on their Nokia 9500 Communicator and on the Nokia 9300 Communicator and Nokia Eseries smartphones based on Cisco Compatible eXtensions.
- **March 2003** – Nokia and Cisco agreed upon a VPN collaboration to support Nokia Mobile VPN on Cisco VPN3000 concentrators.

### **Customers**

The Nokia and Cisco Strategic Alliance has more than 300 Mobile Unified Communications customers and more than 80 accredited joint channel partners and resellers worldwide.

Customer references include:

- City of Maastricht, The Netherlands
- City of Biel, Switzerland
- Omicron Electronics, Germany
- Health Services of Castille, La Mancha (SESCAM), Spain
- Tifco/Crown Plaza Hotels, Ireland, The Netherlands
- Rivas Vaciamadrid, SpainVolvo Trucks, France

### **Interesting Facts and Figures**

- More than 7500 Cisco employees have Nokia Eseries devices in their workspace with mobile email access
- Cisco has sold over 15 million IP phones to enterprise customers.
- Nokia was the first mobile device vendor supporting Cisco Compatible Extensions.
- According to Synergy Research Group, Cisco is a worldwide enterprise market leader in wireless networks with 64 percent market share.
- Nokia is the world leader in mobile phones sales with 40 percent market share.
- More than 70 percent of Fortune 500 companies are using Cisco Unified Communications solutions.

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