Nokia Mobility Solutions

Scott Cooper
Vice President
Mobility Solutions, Enterprise Solutions, Nokia

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Nokia Enterprise Solutions

Connecting People on any device | Over any network | To any corporate data source
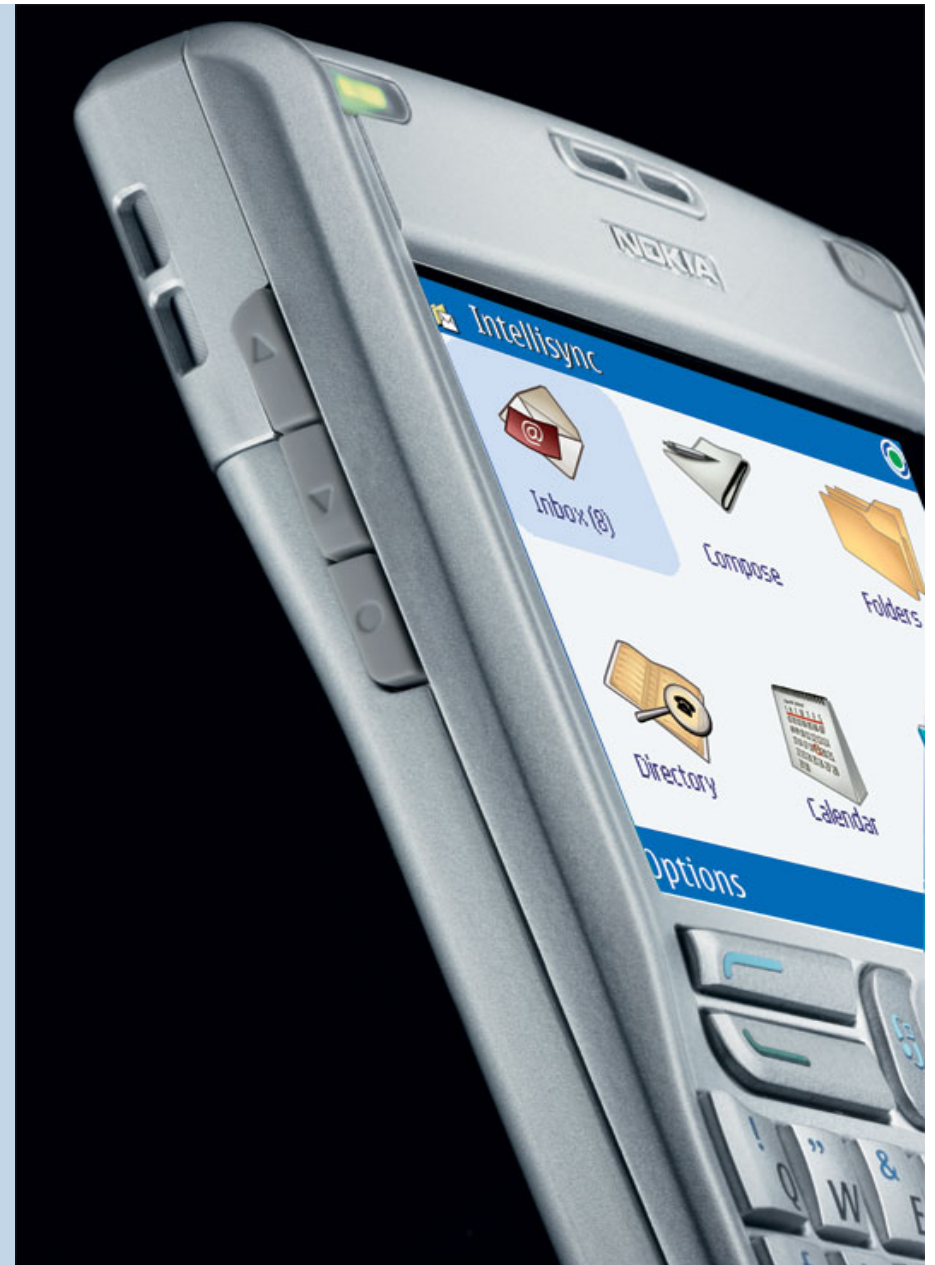
Intellisync Mobile Suite

Wireless Email/PIM

File & Data Synchronization

Systems & Device Management

Directory synchronization

Portfolio of mobile software and partnerships that extend enterprise data sources to any mobile device

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Progress: Increasing Adoption

○ Largest white-label email deployment in the world...400,000+ subscribers and growing

○ Surpassed **1M** Intellisync Wireless Email user licenses during 3Q06

  □ 33% sequential growth (vs. RIM's 13%)

  Added another 180K in Oct

○ Over 500K subscribers have signed-up for an Intellisync-powered content back-up / restore service...in first 6 months of availability!

○ 60% of enterprise deals are multi-product

  □ e.g. email and device mgmt

○ 61% of the subscribers through our operator customers are accessing POP / IMAP mail
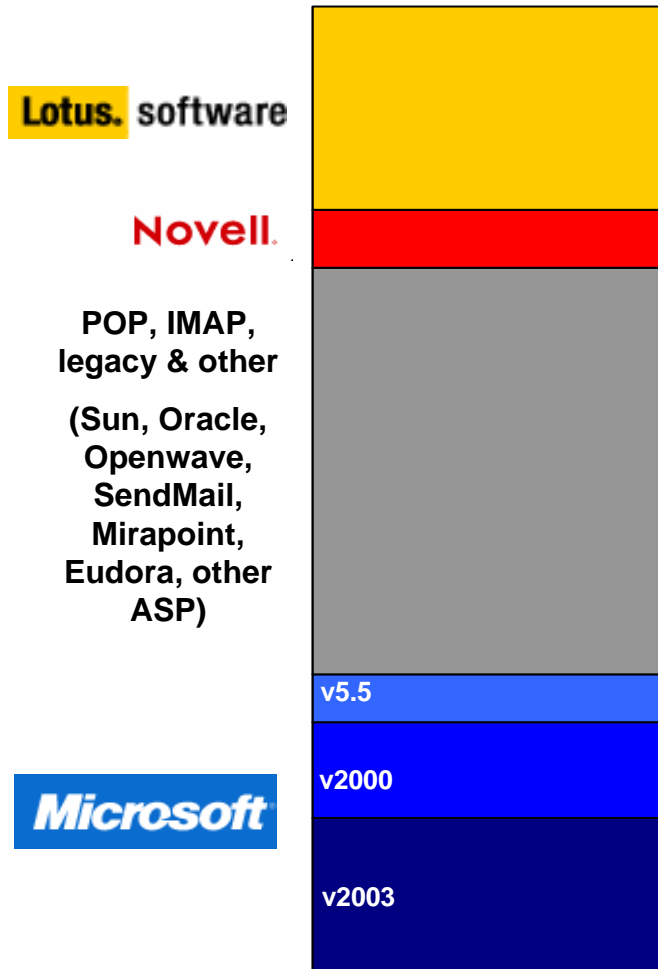
Market Leaders Choose Intellisync

Enterprises	Mobile Carriers / Service Providers

GUIDANT · **UNISYS** · **AIG** · **ATKEARNEY** · *John Hancock* Insurance for the Unexpected Investment for the Opportunities

Goldman Sachs · **MERCK** · **3M** · **TARGET**

UNITED · **BOEING** · **Pfizer** · *Walgreens*

GM · **citigroup** · **Cisco Systems** · **McDonald's**

SIEMENS

vivo · **verizon** wireless · **Sprint.** · **J-PHONE** · **vodafone**

NTT DoCoMo · **3** · **TELECOM** ITALIA · **AOL**

msn · **swisscom mobile** Go far. Come close. · **WIND** · **orange** · **EUROTEL**

YAHOO! · **MTS** · **equant**

américa móvil · **telenor** · **SoftBank** · **O₂**

Software Vendors	Device Manufacturers

SIEBEL eBusiness · **IBM** · **ORACLE**

salesforce.com · **JDEDWARDS** · **amdocs**

PIVOTAL · *PeopleSoft.* · **SALES LOGIX**

LSA Lilly Software Associates · **VERITAS** · **Intuit**

NOKIA Connecting People · **Sony Ericsson** · **HITACHI** Inspire the Next

SANYO · **RIM** · **MOTOROLA**

NEC · **TOSHIBA**

KYOCERA · **SAMSUNG** · **SHARP**

- 120+ patents in PIM, Sync and messaging, registered and transferred to Nokia through the Intellisync acquisition

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Why Intellisync? Able to Address all Mobility Markets

~600M active enterprise email boxes

RIM Intellisync Good MSFT

Lotus. software

Novell.

POP, IMAP, legacy & other

(Sun, Oracle, Openwave, SendMail, Mirapoint, Eudora, other ASP)

Microsoft

v5.5

v2000

v2003

- **Market dominated by feature-rich email on converged devices...still massively under-penetrated**

- **Flexibility, ease-of-deployment, and broad device support will be the keys to widespread adoption**

	RIM	Sync	Good	MSFT
Deployment Options				
OTA device mgt				
Device support				
Corp and Personal email				
Beyond email apps				

Source: Radicati, Jan '06. Estimate of total # of active enterprise email users.

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Goal #1 Growing Marketshare...Increasing Adoption

Why We're Winning with Intellisync...Flexible Deployment Options

NETZERO · ROAD RUNNER · JUNO · Comcast · AOL · EarthLink · YAHOO!

Intellisync Express

Hosted *Push* Email / PIM

Desktop/Laptop PC (MONITOR) or Workgroup Server

HOSTED

BTF

Data Center

DMZ

Outside World

DMZ

Intellisync Mobile Suite Server

Intellisync Secure Mobile Gateway

Carrier Network or Internet

Palm PocketPC SmartPhone Symbian SyncML Brew

Windows Laptop/Tablet PC

- Exchange, Domino, Groupwise
- Files, Web Content, Ent Apps

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Goal #2 Growing Enterprise Voice

Mobile Voice
Mobility and Ease-of-Use

Enterprise Telephony
Control and Functionality

PBX

One business number, one voicemail

The Solutions...

Cellular

GSM Network — PSTN Network — DTMF — Gateway — PBX

WLAN VoIP

SIP/SCCP — WLAN Access Point

The Benefits...

Business process integration
- Efficient use of mobile workforce

Cost savings
- One device
- Least cost routing
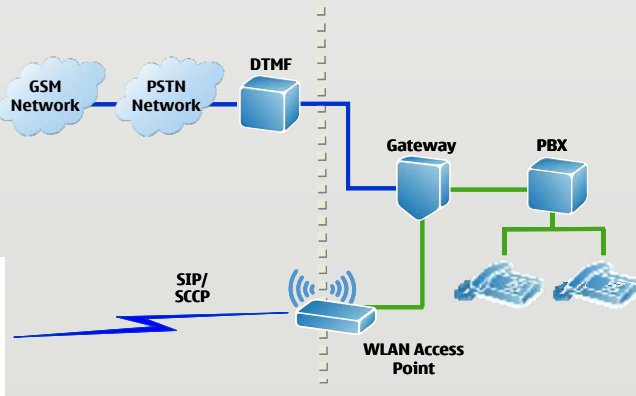
Productivity increase
- One number
- Enterprise telephony features

1 2 3
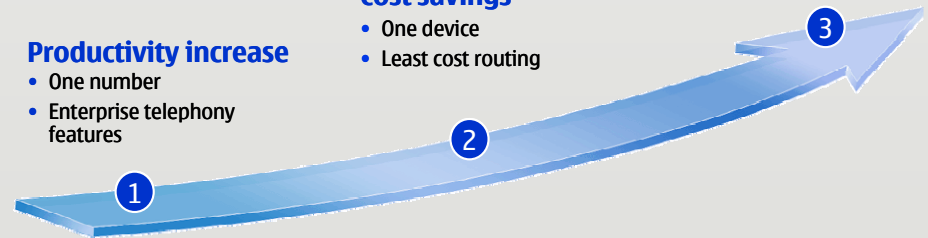
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Nokia Mobility Solutions

Antti Vasara
Senior Vice President
Mobile Devices, Enterprise Solutions, Nokia

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Erste Bank: Employee mobility with
Eseries Devices

Challenge: Central European Bank needed to provide mobile access to e-mail, calendar and address book for employees on the move between multiple branch offices. Compatibility with existing IT including Microsoft ActiveSync.

Solution: Use of Nokia E50 and E61 business devices

Benefits:

• Increased customer loyalty resulting from better service and improved employee reachability

• Faster response times to incoming e-mails

• Substantial increase in employee satisfaction

• No special training required – easy to use and self-explanatory

"In Nokia's Eseries we found high performance phones that provide our employees with the functions they need for their daily work. The devices can be preconfigured at no great expense and are ready for use immediately." -- Group IT service mgr.

Why Nokia Eseries?

- **Designed to appeal to business professionals**

- **Meets the needs of IT managers**

- **Delivers value to business managers**

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Nokia E61 versus competition

Nokia E61	Motorola Q	BlackBerry 8700c	BlackBerry Pearl
Screen Resolution			
16 million colors	65K (TFT)	65K Colors	64K
Connectivity			
3G/WLAN, Bluetooth VOIP/IP PBX, USB	CDMA, USB, Bluetooth	GSM/EDGE Bluetooth	Quad-band GSM/GPRS/Edge
Talktime			
7 hours	3.5 hours	4 hours	4 hours
Thinness			
117 x 70 x 14,5 mm	116 x 64 x 11.5 mm	110 x 69.5 x 19.5 mm	107 x 50 x14,4 mm
Application support			
Intellisync Wireless Email, BlackBerry Connect, Visto, Microsoft, Goodlink, SEVEN, ConstantSync. View, create, & edit docs, spreadsheets & pres. Adobe Reader and WinZip.	Verizon Wireless Email* Microsoft, GoodLink (*Nokia Intellisync)	BlackBerry	BlackBerry, BlackBerry Maps

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Value to Business Professionals

Performance

Simplicity

Style

"The Nokia E61 is the perfect device for us to keep in touch with the business while on the go. As a legal firm specializing in insolvency, we are often in the customer's premises and continuous updates via phone or email are essential. We have started with BlackBerry Connect and want to use a stylish, professional looking device which offers us flexibility on future email solutions, and the Nokia E61 meets that need." -- Christian Krause, Brinkmann and Partners
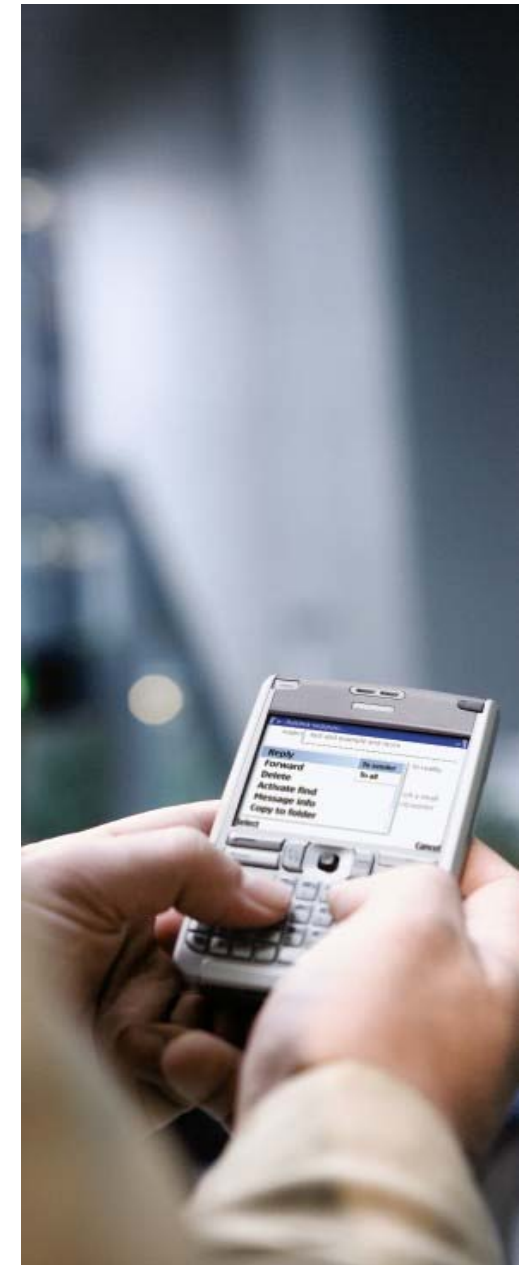
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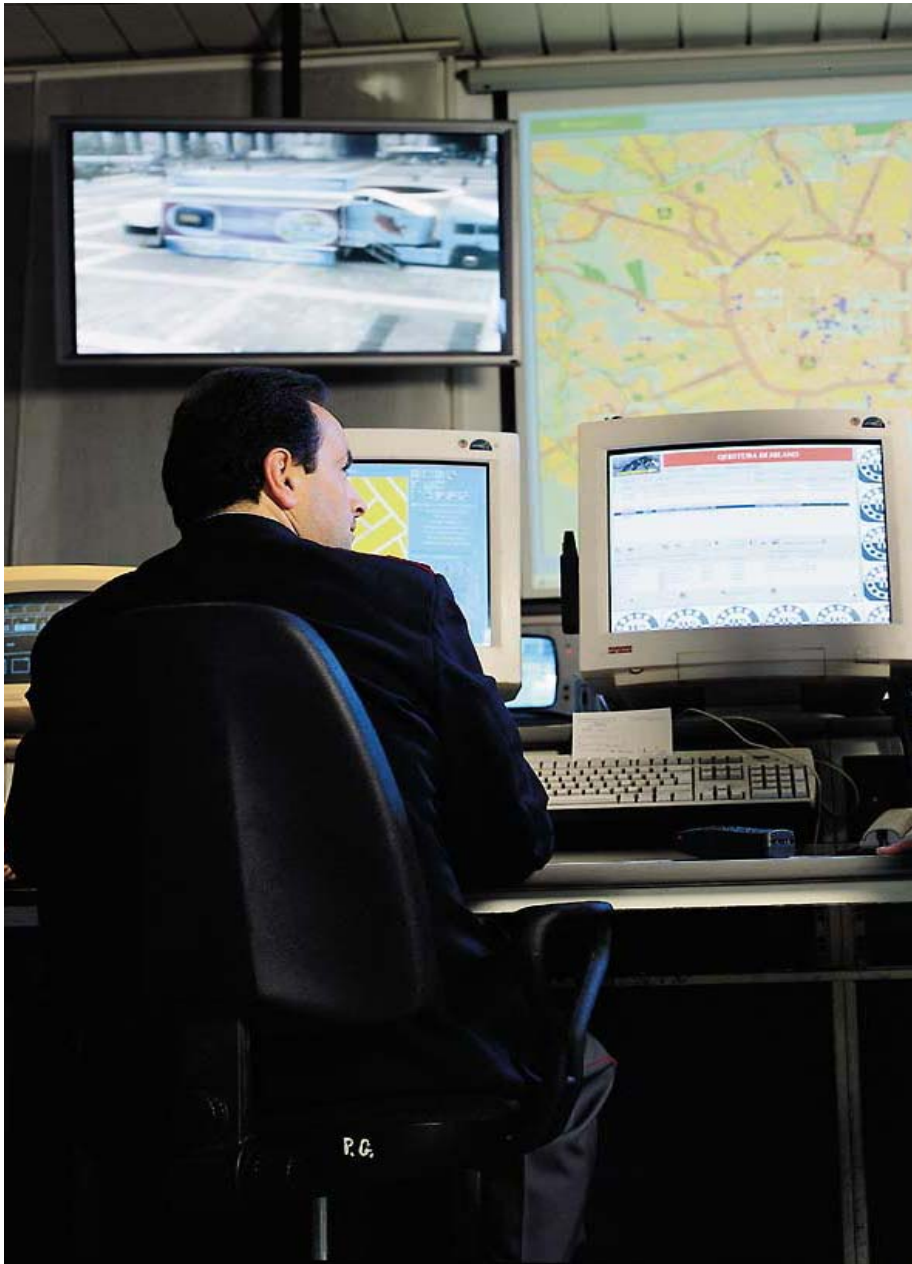
Value to IT Managers and Business Managers

Manageability

Security

Investment Protection

Business Needs and Value
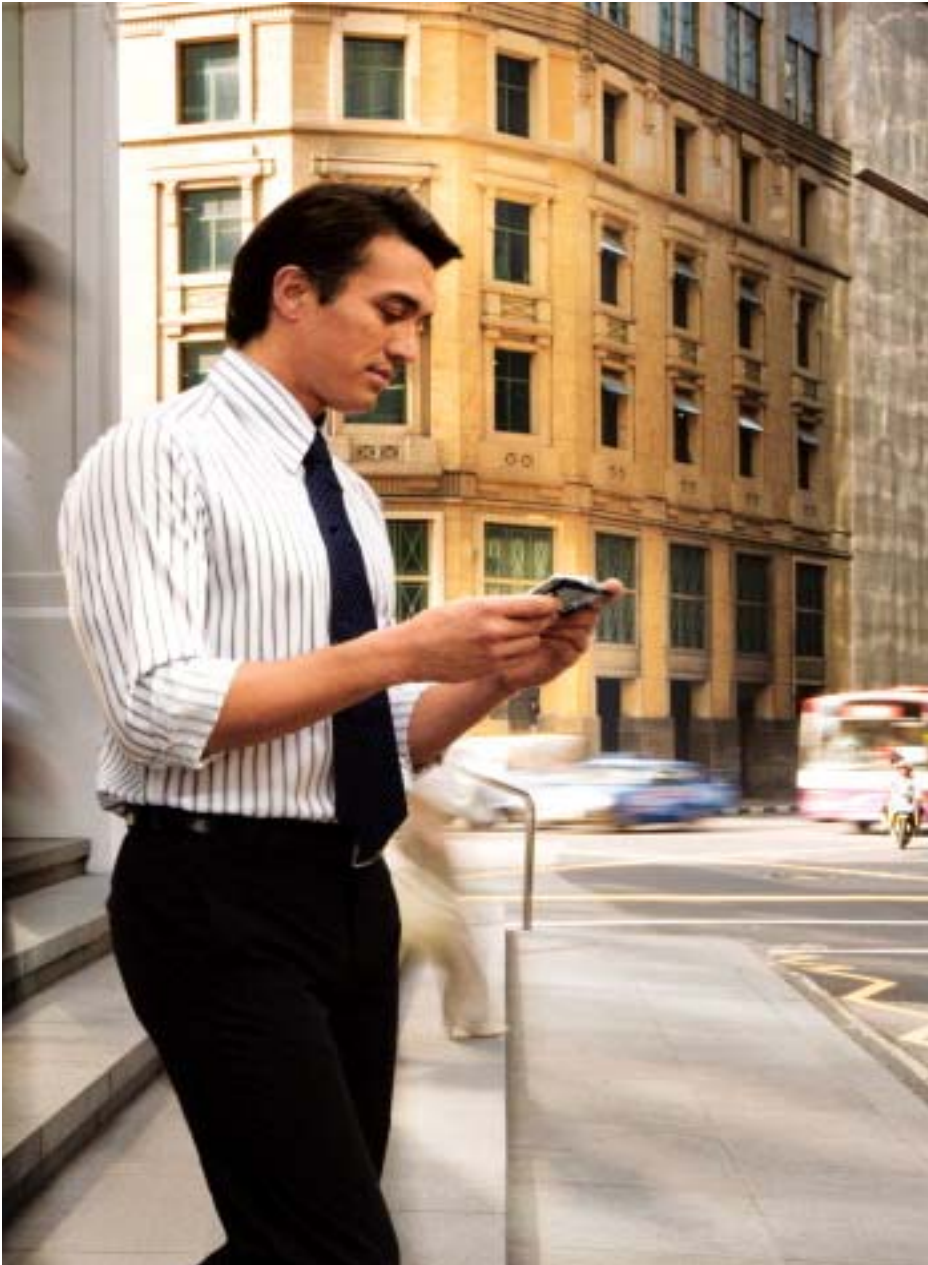
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Nokia Eseries Solutions

- Email

- Enterprise Applications

- Business Voice

- Mobile Office Applications

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Product Family Approach

- Range varies from basic voice to advanced data devices

- Devices optimized for specific use

Business Voice

Nokia E60

Nokia E50

Email

Nokia E61

Nokia E70

Nokia E62

Mobile Applications and Office
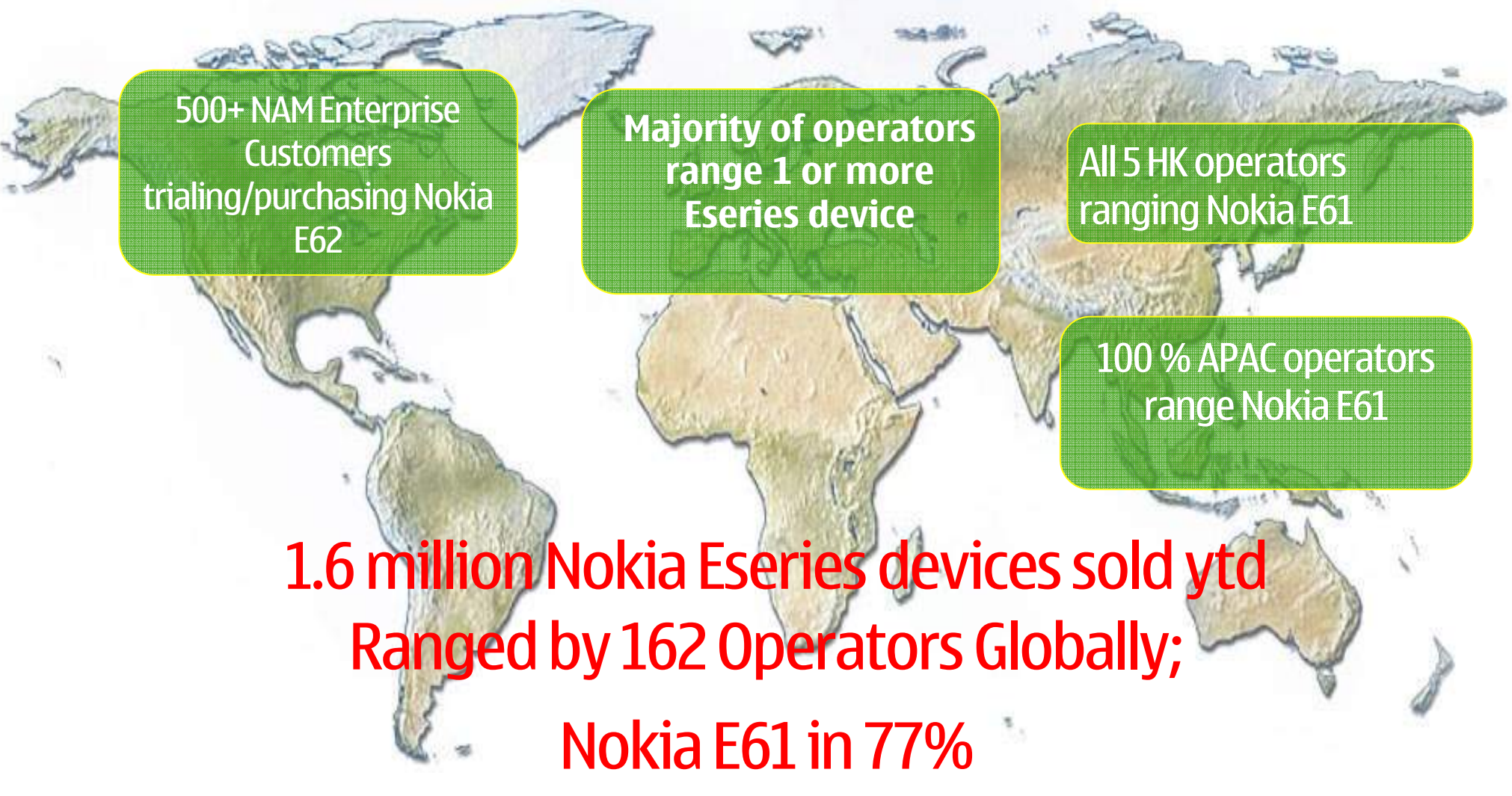
Nokia 9500 Communicator

**Nokia 9300
Nokia 9300i**

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Global Reach and Momentum

500+ NAM Enterprise Customers trialing/purchasing Nokia E62

Majority of operators range 1 or more Eseries device

All 5 HK operators ranging Nokia E61

100 % APAC operators range Nokia E61

1.6 million Nokia Eseries devices sold ytd Ranged by 162 Operators Globally;

Nokia E61 in 77%

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S60 Platform: Open Enterprise Promise

- Excellent Enterprise platform
  - Leading Open Source-based Web browser enables Web based enterprise applications
  - Leading mobile Java platform and big application memory enable custom client implementations
  - Object Oriented OS enables deeply integrated vertical application business

- Architectural stability and device compatibility

- Application availability through Forum Nokia

- Excellent backup/restore and device management make low TCO

- Improved OS security helps protect against malware

- VPN intranet access through existing laptop access points

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Forum Nokia Developers

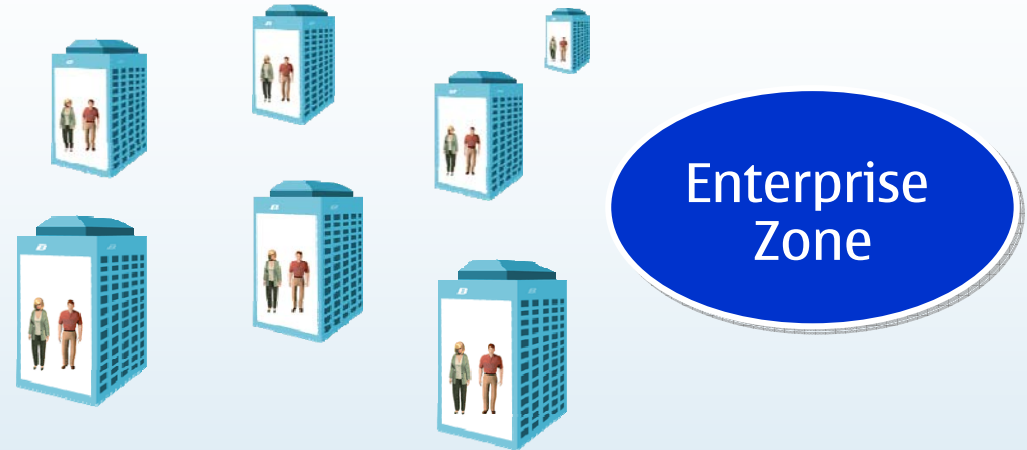www.forum.nokia.com

Enterprise Zone

Forum Nokia

The world's largest mobile development community.
- Tools
- Information
- Peer-to-peer support
- Technical services

Over 2 million registered users

Forum Nokia PRO

The world's most advanced mobile development companies.
- Early access
- Exclusive services
- Discounts
- Visibility

More than 400 companies

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Why Nokia Eseries?   No Compromises

- Enterprise-grade devices with personal appeal
- Broadest email choices
- Richest displays & most innovative Web browser
- Best file attachment access and management
- Ease of use means better business benefits
- IT-ready

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