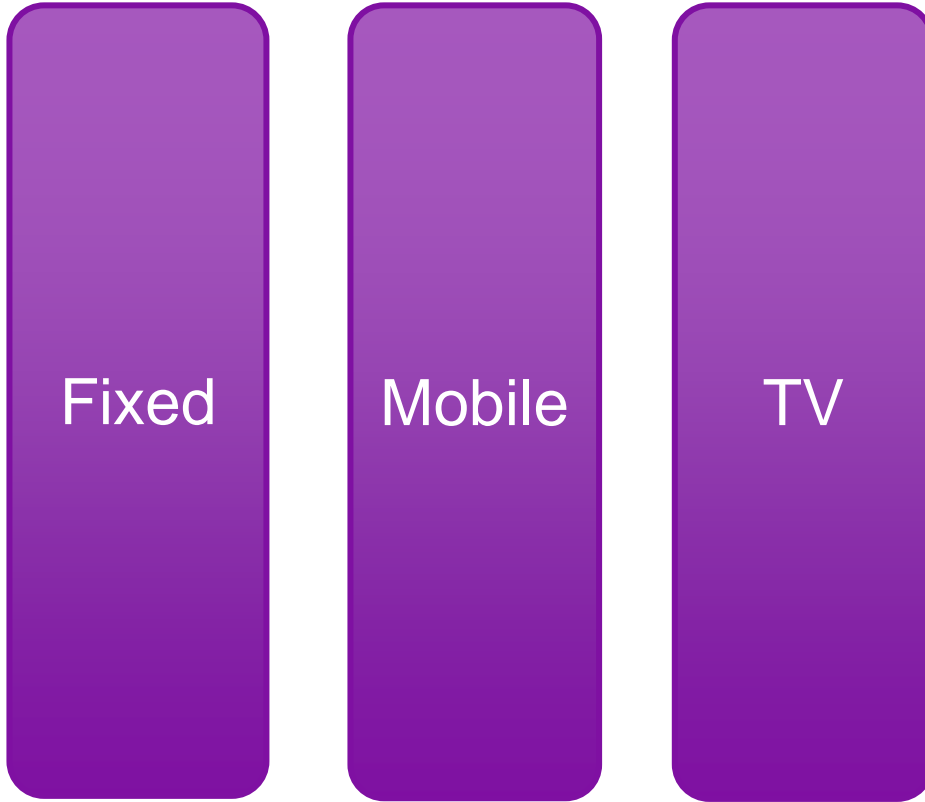


# Transporting Business into the Future

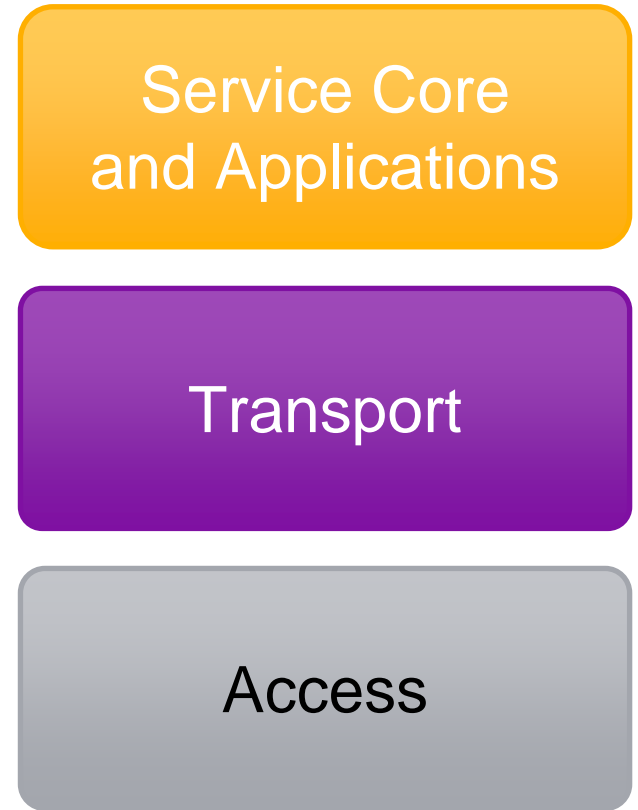
**Bernd Schumacher**  
**Head of the IP Transport Business Unit**

# From Separate Networks to Converged Network

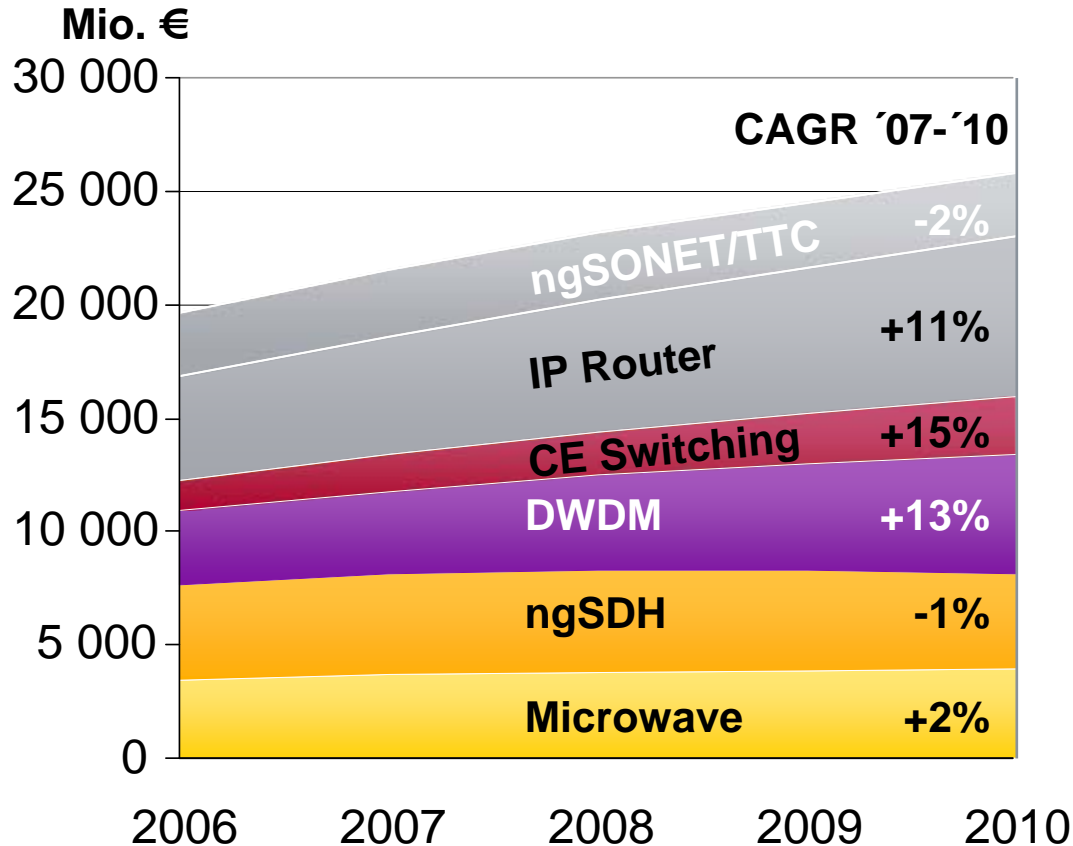
Separate vertical networks



Converged layered network



# Transport Market Shows Strong Growth – Driven by Bandwidth Demand

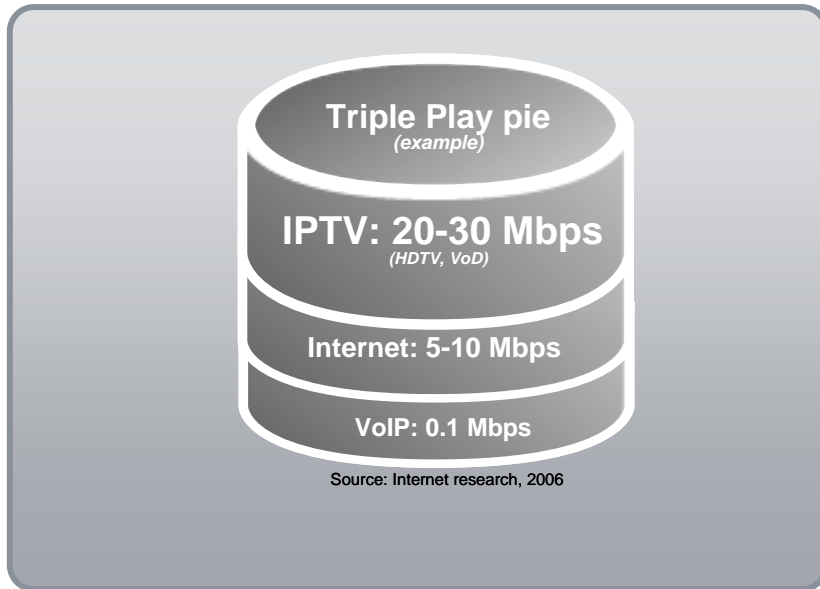


- Our Estimated Market Position
- Tier 1 customers
- LH DWDM #2
- #3
- #2

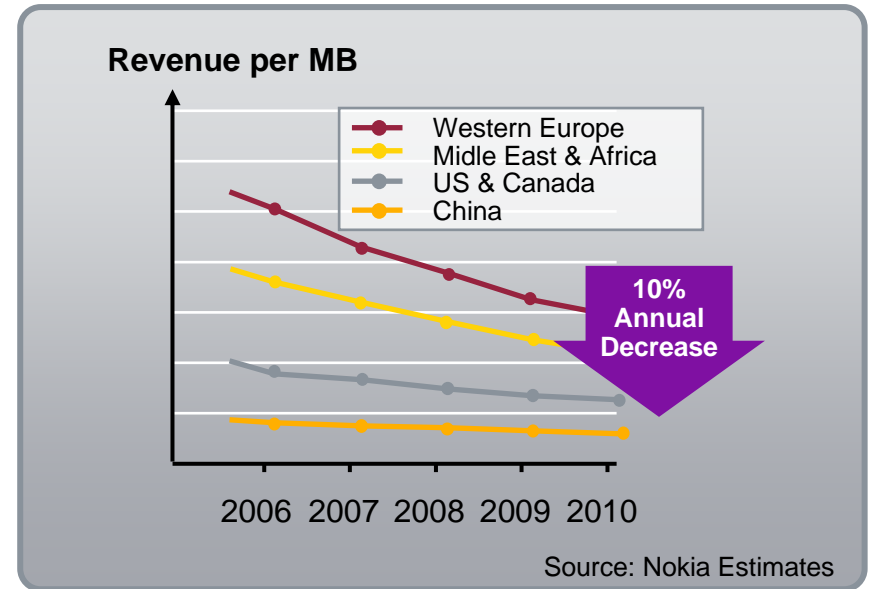
Source: External market estimates: Ovum, Infonetics, IDC, Sky Light Research, and others



# Broadband Services Increase and Revenue /MB Drops → TCO Challenge is driving Transport Strategy



Multimedia services drive bandwidth demand



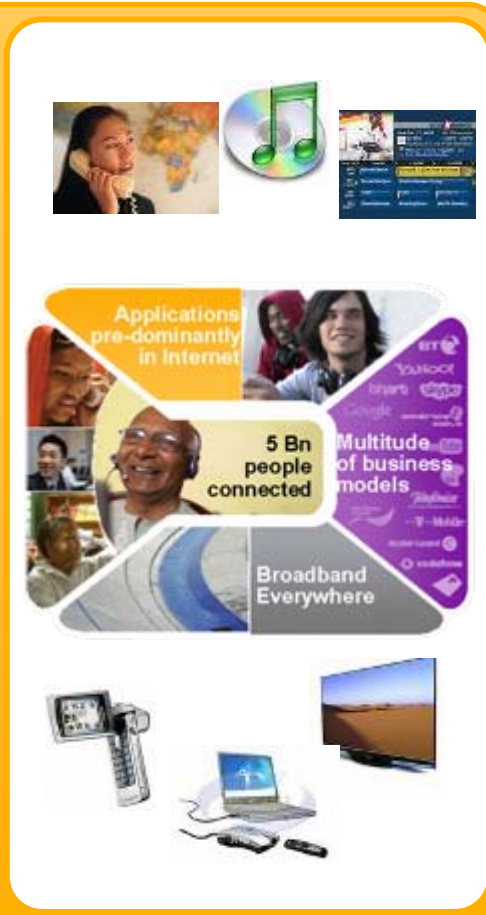
Cost of data transport must go down due to Internet Business Model

Decouple cost from capacity through increased network efficiency

# Nokia Siemens Networks Transport Strategy: “Transport Business into the Future”

## Complete Solutions

- Multi-Layer Optimization
- Mobile backhaul incl. Microwave Radios

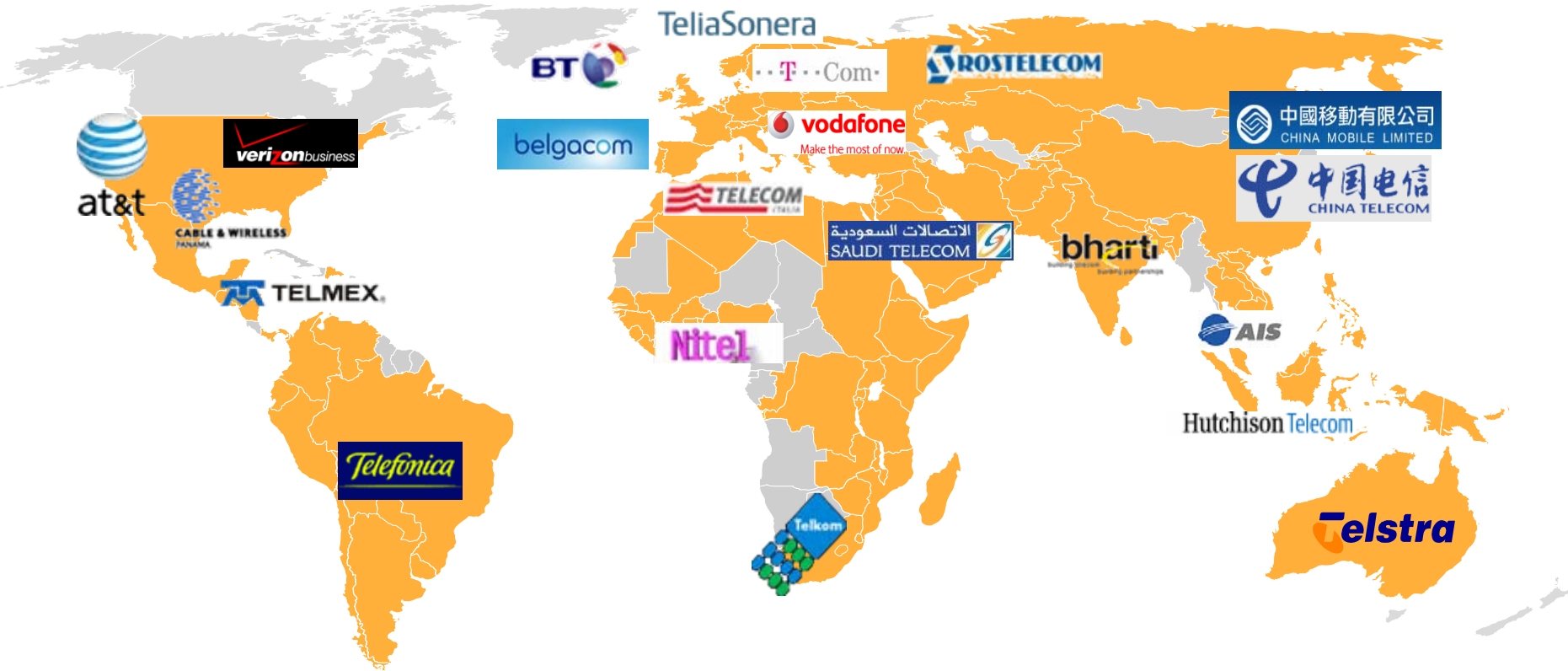


Embracing Internet  
IP Solutions

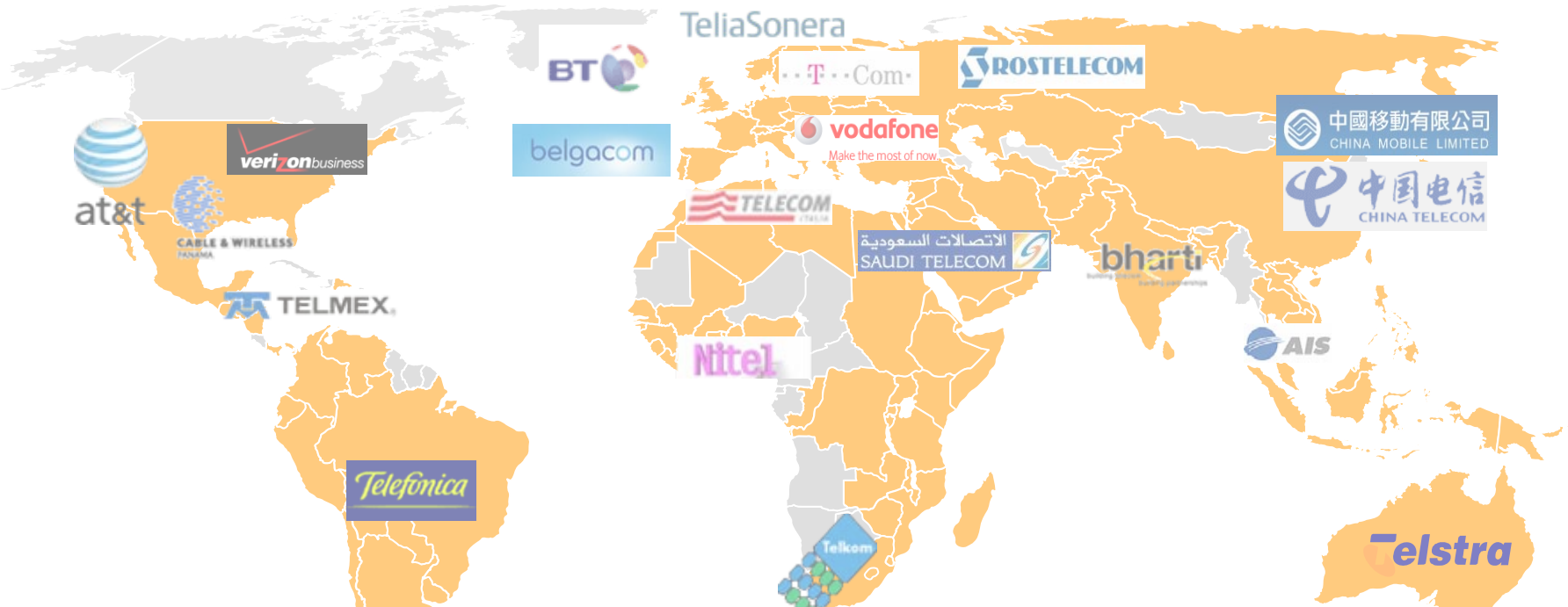
Simplicity  
Carrier Ethernet Transport

Broadband everywhere  
Metro DWDM @ 40G & 100G

# IPTransport References – A Real Global Player



# IPTransport References – A Real Global Player & Recognized Leading Edge Products



21<sup>st</sup> Century Network: Carrier Ethernet Transport selected



Mass roll out of Gigabit Ethernet Switches (hiD6600 series)



# IPTransport Provides Fixed, Mobile and Converged Operators with a Strong Competitive Advantage

Broad transport portfolio with Strong O&M solution

Pioneering in concept of Carrier Ethernet Transport

Leadership in providing low TCO

Contract with first carrier adopting Carrier Ethernet Transport

Microwave integrated into Radio Access products

Technology leadership in optical meshed networking

Embedded IP Solutions

Technology leadership in 100G Longhaul DWDM

# Nokia Siemens Networks

