

Enterprise Solutions

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Enterprise Solutions

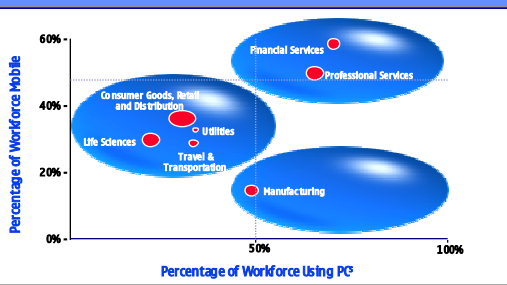
Nokia Capital Market Days 2003

Enterprise Solutions

1. What are the requirements of the enterprise?
2. What is the opportunity?
3. How will Enterprise Solutions compete?

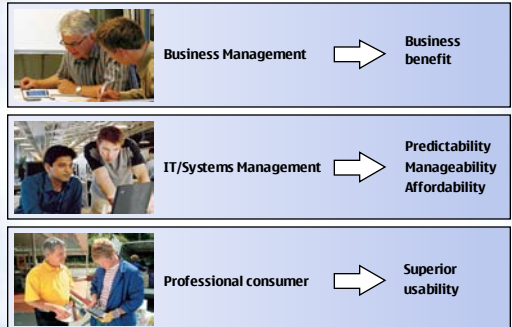
Mobility will change the digital habits of all industries

Industry PC Penetration and Mobility



Note: Size of the circle indicates the number of mobile employees

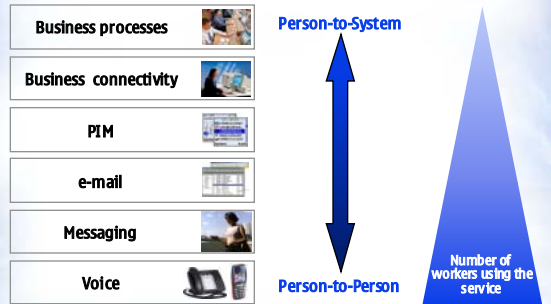
Mobility – enterprise customer requirements



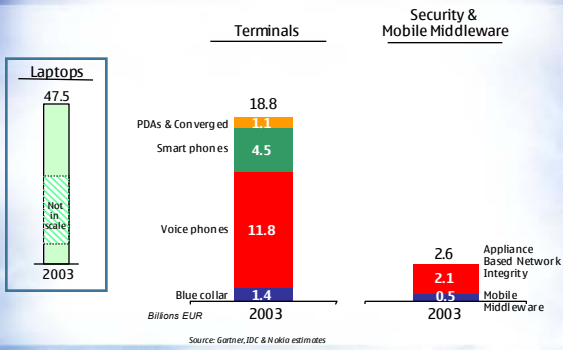
Mobility requires diversity



The enterprise - everyone doesn't need everything

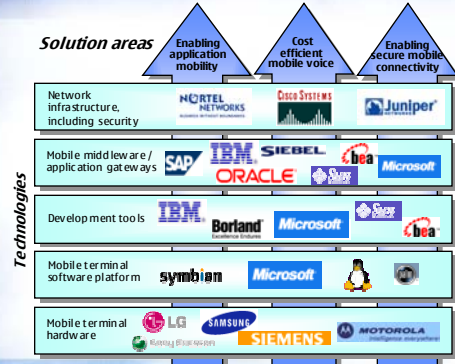


Enterprise Solutions addressable market



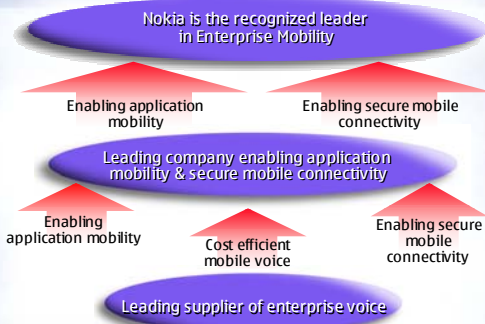
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Enterprise Solutions landscape



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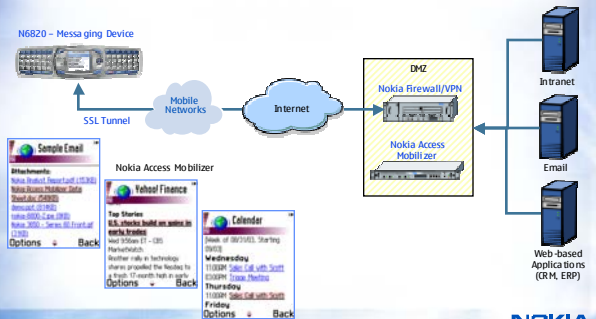
Our focus areas from 2004 toward 2008



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Solution example: enabling application mobility

Enabling secure, mobile email access for a remote workforce



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Business Terminal Product Range

End-user needs	Mobile solution	Common Features
Access to back-office applications	<ul style="list-style-type: none"> Access to back-office applications Document creation E-mail attachment support Mobile voice 	
Person-to-person messaging	<ul style="list-style-type: none"> Full QWERTY keyboard Mobile voice 	
Personal information management	<ul style="list-style-type: none"> Integrated camera Mobile voice 	
Mobile voice	<ul style="list-style-type: none"> Mobile voice Basic messaging 	
Laptop user	<ul style="list-style-type: none"> Mobilize laptop Access to corporate intranet 	

Common Features:

- PIM
- E-mail access
- Back-up
- Synchronization
- Connectivity to IT infrastructure
- Terminal security
- OTA settings
- Development tools

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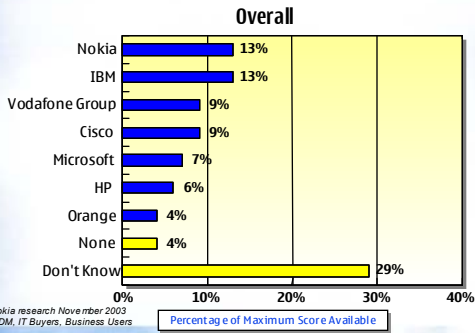
Enterprise Mobility Systems Product Range

- Network Integrity**
 - Firewall/VPN
 - Intrusion Detection
- Secure Mobile Connectivity**
 - Nokia Secure Access System
 - Mobile VPN
 - Wireless Accelerator
- Mobile Content Access**
 - Nokia Access Mobilizer
 - Nokia One
 - Message Protector
- Appliances Management Systems**
 - IP platforms
 - IPSO operating system
 - Horizon Manager



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Who do you see as the top company delivering end to end Enterprise mobility solutions?



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Enterprise Solutions - How we will compete

- Usability (products and solutions)
- Breadth and depth of terminals
- Focused offering in highest growth mobility gateways & software
- Leverage established security solution and related channel
- World class partners for end-to-end solution offering
- Working relationship and business system knowledge with world's leading cellular carriers
- Knowledge of human behavior in device/solution/technology context
- Brand, global volume leverage in sourcing, operational excellence as part of Nokia



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