



Capital Market Days

Enterprise Solutions

Barry Issberner

Vice President, Global Marketing

Our Business Is Different



PRODUCT OFFERING

- Mobile devices and back-end products
- Longer product lifecycles

END-TO-END

- IT distribution channel
- Enterprise sales force

TECHNOLOGY

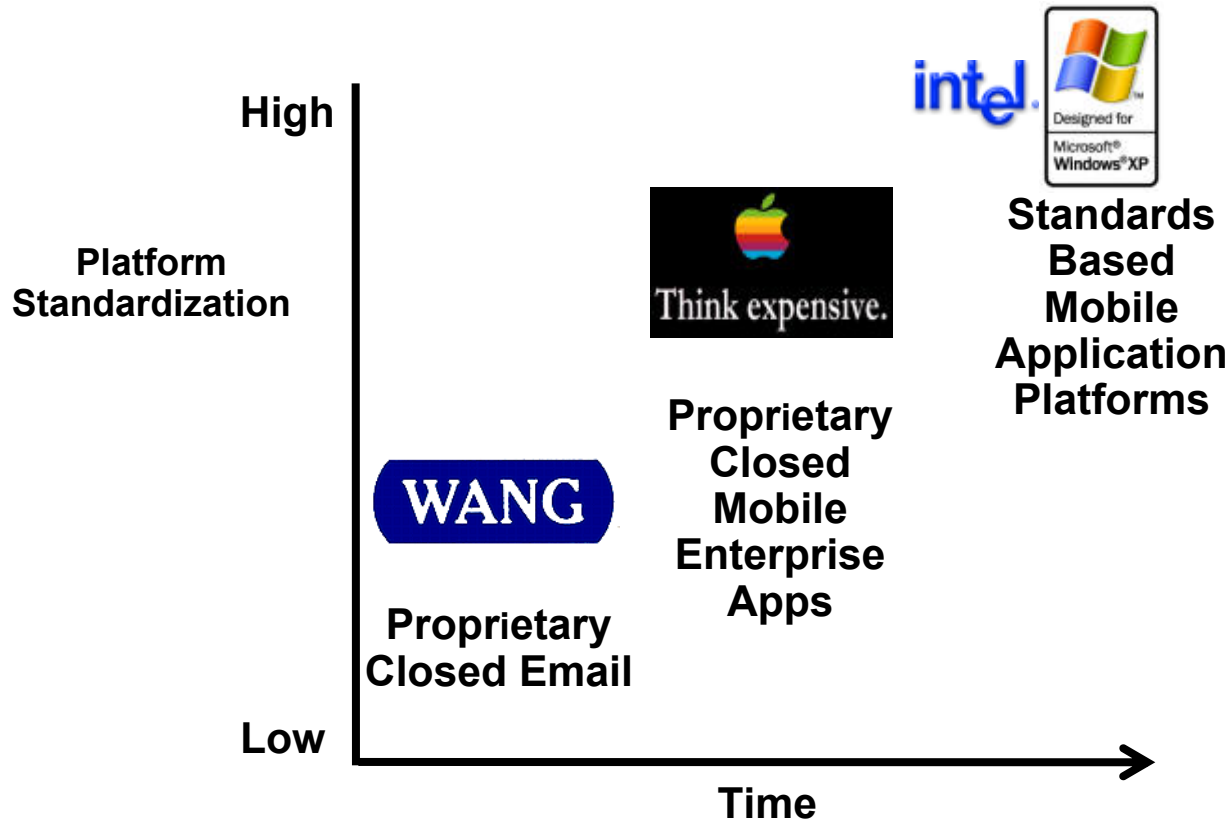
- Multi-radio requirements across product line (3G, WLAN, BT)
- Embedded security and device management requirements
- Standard and future-proof platforms
- Reliance on collaboration

Mobile Email: Learning from history



Capital Market Days

Evolution to Standards Plays to Our Strength



E-mail solution architectures



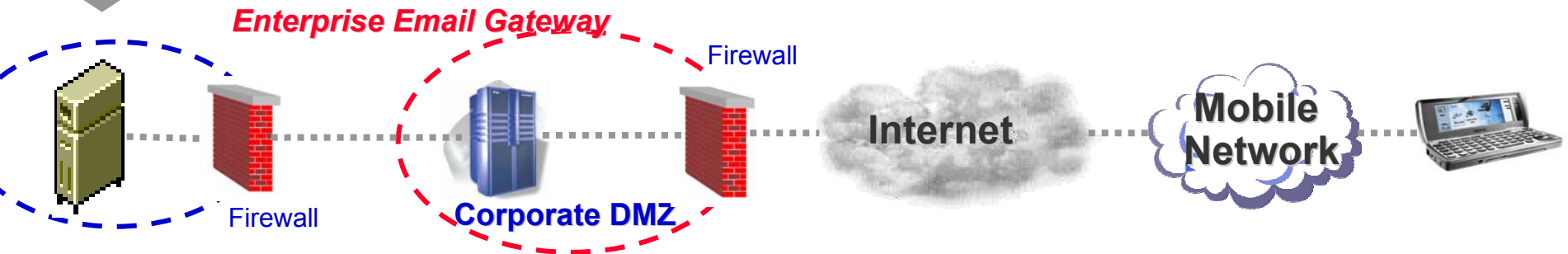
Capital Market Days

3rd Party-Hosted Email Gateway



Corporate LAN & Email Server

Enterprise-Hosted Email Gateway



Our focus: Accelerating growth of mobile e-mail



Capital Market Days

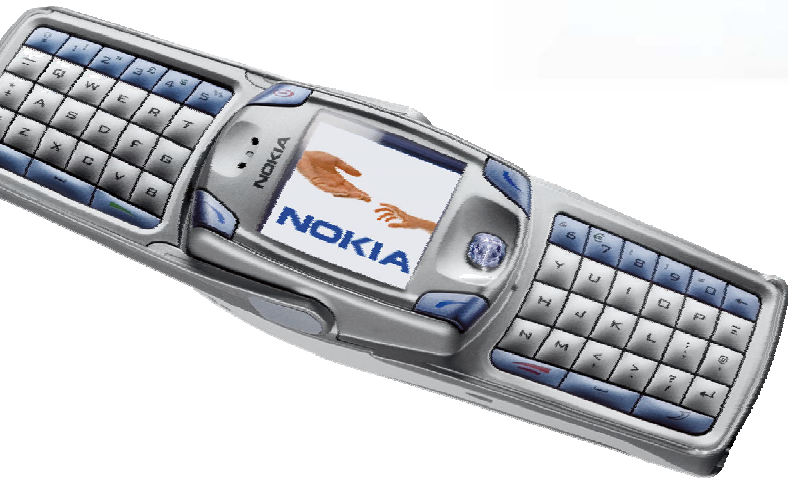
- Make Nokia the device of choice for mobile e-mail and messaging in the enterprise
- Provide many popular and promising e-mail solutions on business-optimized devices
- Continue to market and develop Nokia One Business Server



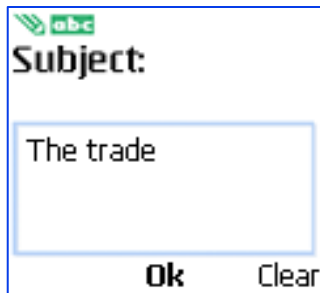
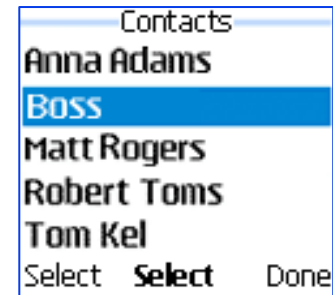
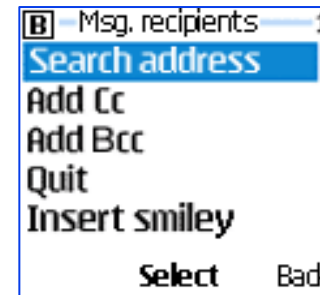
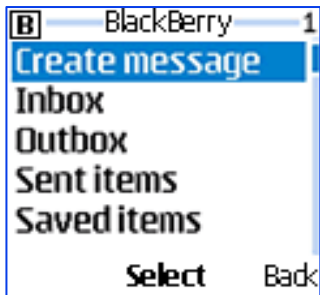
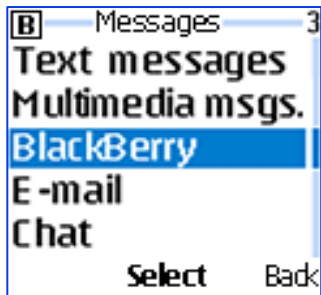
Nokia 6820 with BlackBerry Connect



Capital Market Days



- End user activation and operator activation the same as a 'traditional' BlackBerry device
- Nokia 6820 with BlackBerry available in Europe and Asia



Focused category offering for the enterprise



Capital Market Days



Communicators



**Enterprise
Smartphones**



Messaging (Data)

Messaging (Voice)

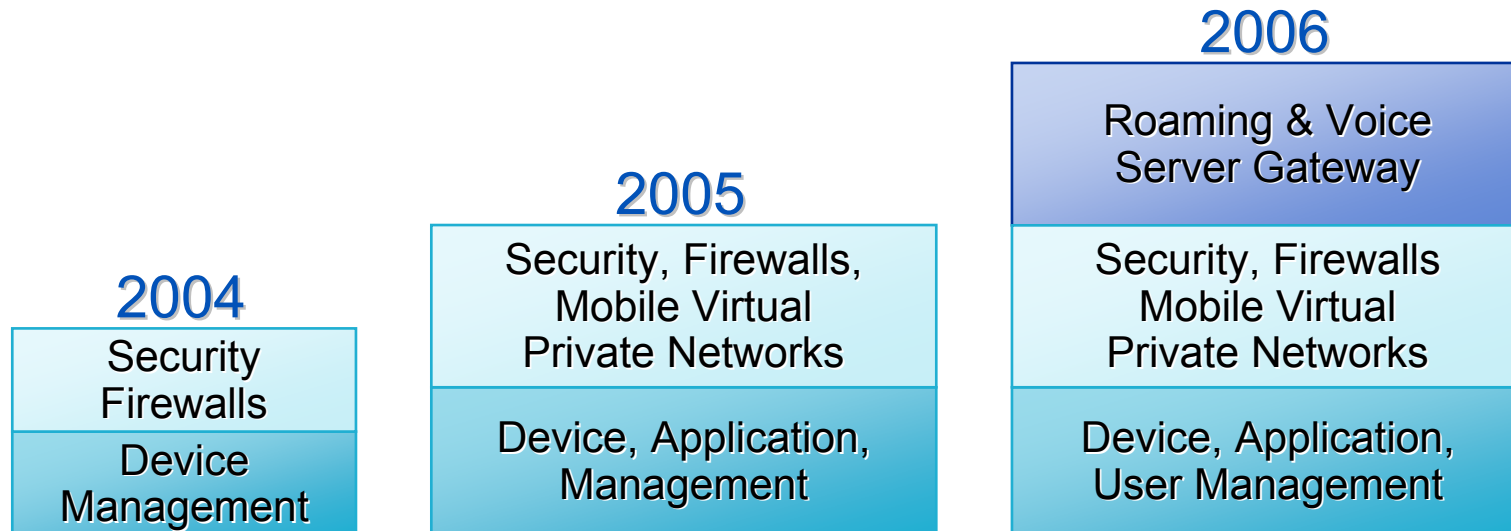
Enterprise Features

- Enhanced voice
- PIM
- E-mail access
- Back-up
- Synchronization
- Device security
- Device management
- Performance
- Connectivity to IT infra
- Development tools

Secured Mobile Gateway phased plan



Capital Market Days



Leverage three market disruptions:

1. Mobilization of IT
2. Fixed to mobile convergence
3. Voice and data convergence



A "Whole Product" Approach



Capital Market Days

Connecting people in different locations

Over variety of networks

With these Solutions

To access These

Corporate Infrastructure

IT Assets

On



from any device



Off

campus

