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Enterprise Solutions

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Nokia Eseries Characteristics

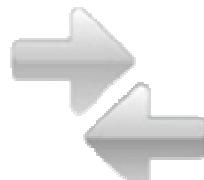
Built to meet the needs of business users and the IT professionals who support them



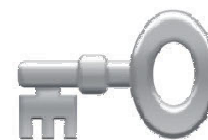
Business class
mobile email



Advanced
business
voice



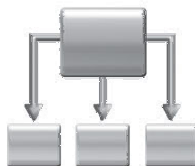
Connectivity



Integrated
security and
device control



Designed as a
business asset



Common
architecture
S60 3rd
edition



Performance
tuned for
business tasks



Supported by
Nokia Business
Services

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The Nokia Eseries

The Nokia E61:



- Popular design
- Slim and sleek
- Best voice and email experience
- Multiple corporate email clients
- Full set of connectivity options
- All GSM bands, 3G, WLAN, Bluetooth, Infrared
- Car connectivity solutions

The Nokia E70:



- Modern smartphone on the outside, messaging device on the inside
- Fast and easy text creation with full keyboard: email, text messaging and data input
- A generous color screen for viewing emails, plus attachments (document, spreadsheet, presentation, PDF viewer and ZIP manager)

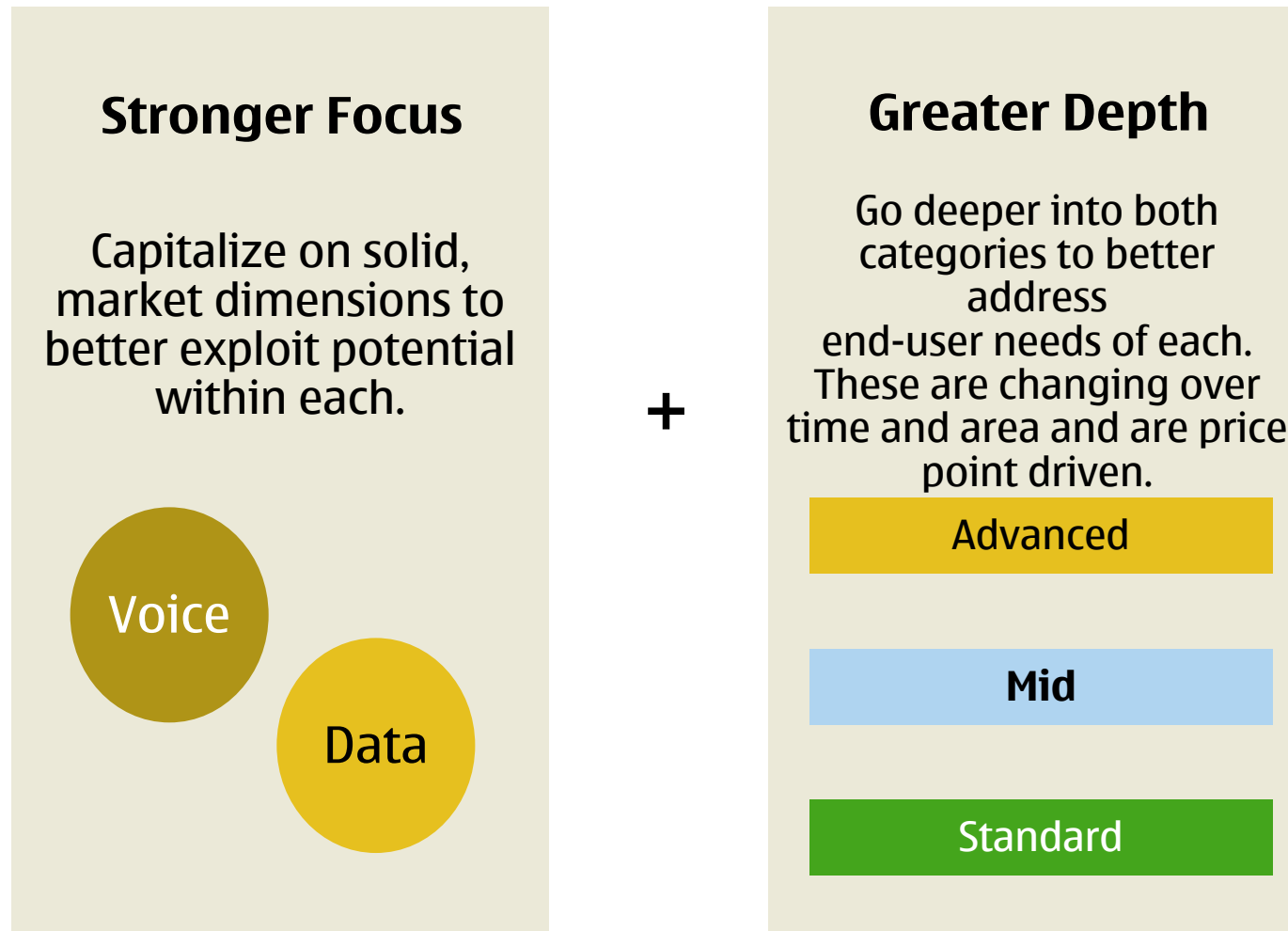
The Nokia E60:



- Classic design, uncompromised usability
- Advanced business voice features
- Integrated speakerphone with conference calling
- Internet (VOIP) calling
- Push to Talk
- Dedicated voice key

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Our adapted thinking around enterprise device categorization



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Category Drivers

Voice

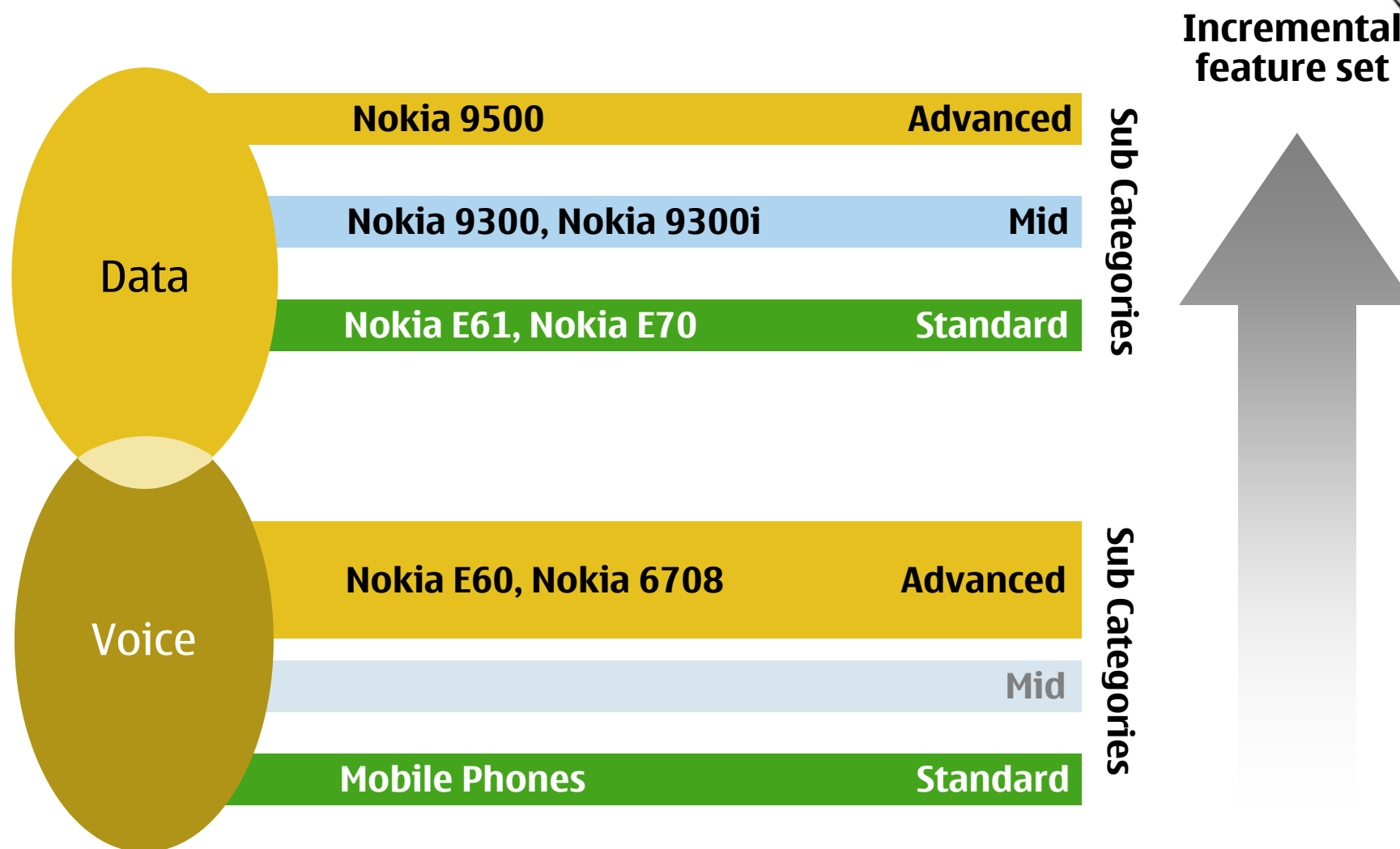
- Simplicity
 - Making it easier and more intuitive for people to connect to one or many other people and to receive basic information as it becomes available
- Cost of ownership and usage
 - Driving down TOTAL cost by leveraging technology through intelligent devices and back-end systems that identify and switch to the lowest cost connection option
- Business voice solutions
 - Adding flexibility and functionality not previously associated with mobile technology

Category Drivers

Data

- Optimized solutions
 - Device and software tailored for business specific solutions and content
- Easy deployment
 - Compatibility and simplicity for easy “take-into-use”
- High performance
 - Instant on, easy-to-use, fast, time-saving

Enterprise Devices mapped to categories



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The Business Mobility Challenge

Connecting people

over any network

to corporate applications
and information



Devices



ISP
Cellular Campus
WLAN

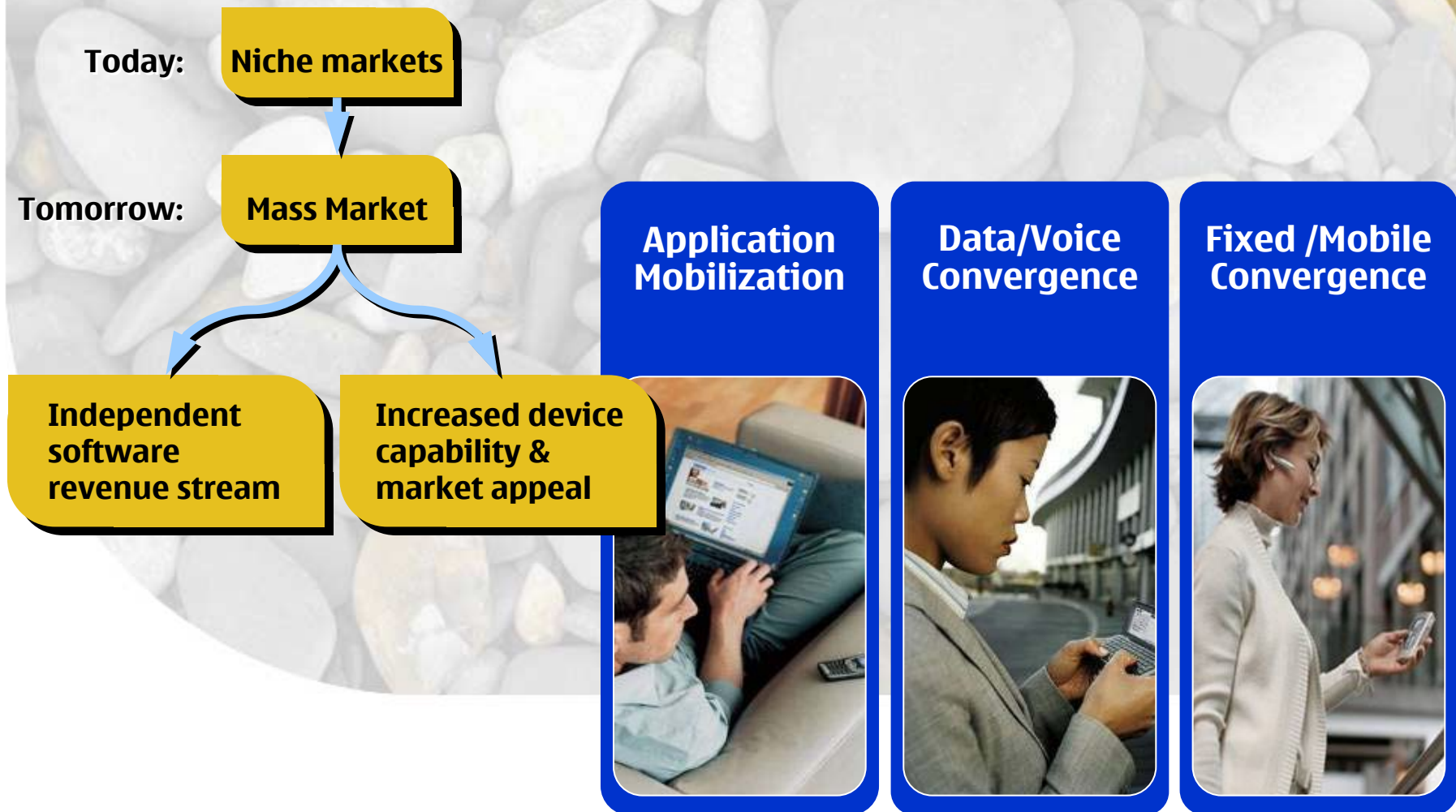


Enabling secure
connectivity

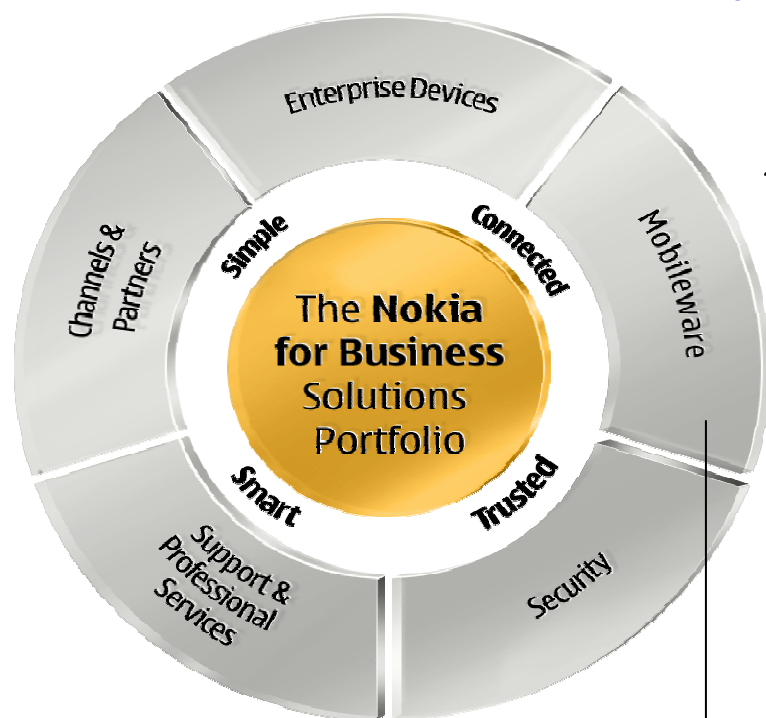
Enabling mobileware
applications

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Market Pull And Technology Convergence Will Drive Change Within Businesses Of All Sizes



The Nokia Mobileware Message



6.8 b€
(2009)

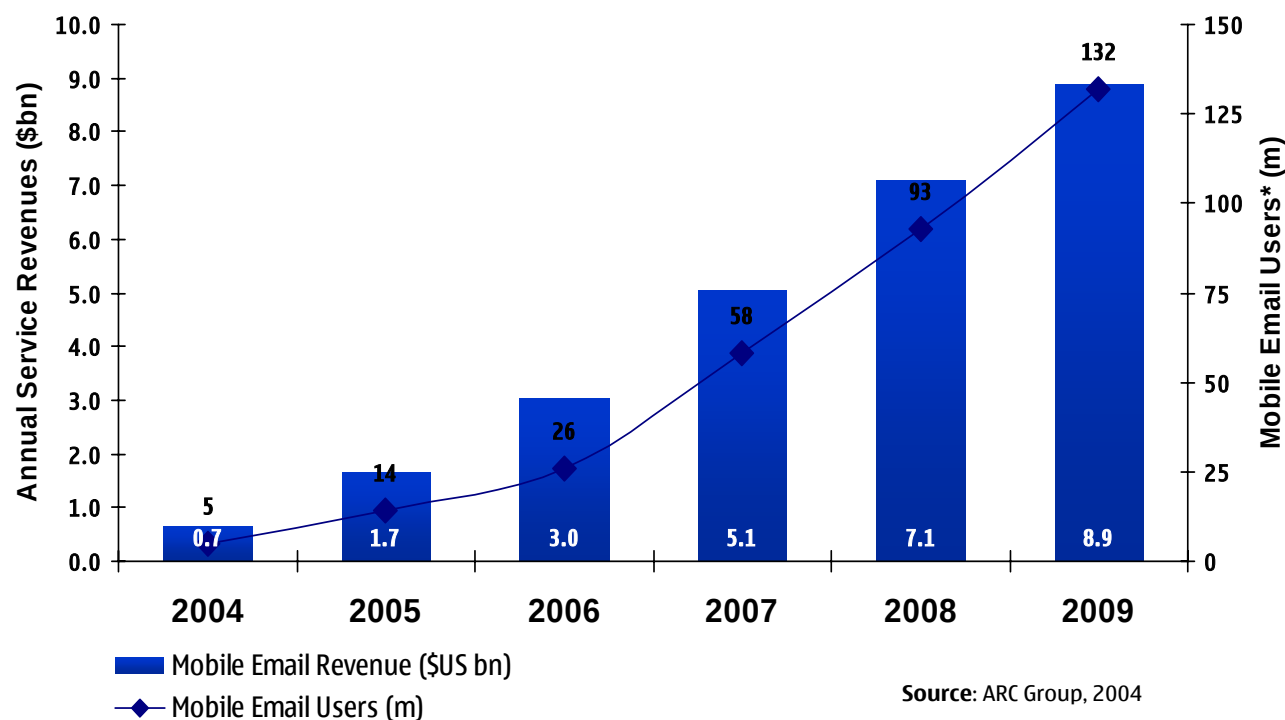
- Provide the most comprehensive portfolio of mobile business software to meet the needs of business users and the IT professionals who support them
 - Broad range of supported mobile email/office solutions
 - Enterprise mobile voice solutions, including VoIP, least-cost routing, fixed-to-mobile convergence
 - Secure and robust device management
 - Align with leading IT vendors to enable the mobilization of enterprise applications

Nokia is taking the necessary steps to enable and grow the market
Our goal is to lead the market, be number 1 by 2009

Rapid Growth of Mobile Email

The market for mobile email in the enterprise is poised to take off
Current data and projections on mobile email:

- Over 1.2 Billion Email Boxes worldwide
- 650 million + corporate email boxes in the world
- Only ~ 8 million Mobilized Today
- 580% increase over next 5 years in enterprise mobile email



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Nokia Enterprise Mobile Email Strategy

Nokia devices support the email solutions you chose

One device for exceptional email and voice

The right devices



The right applications



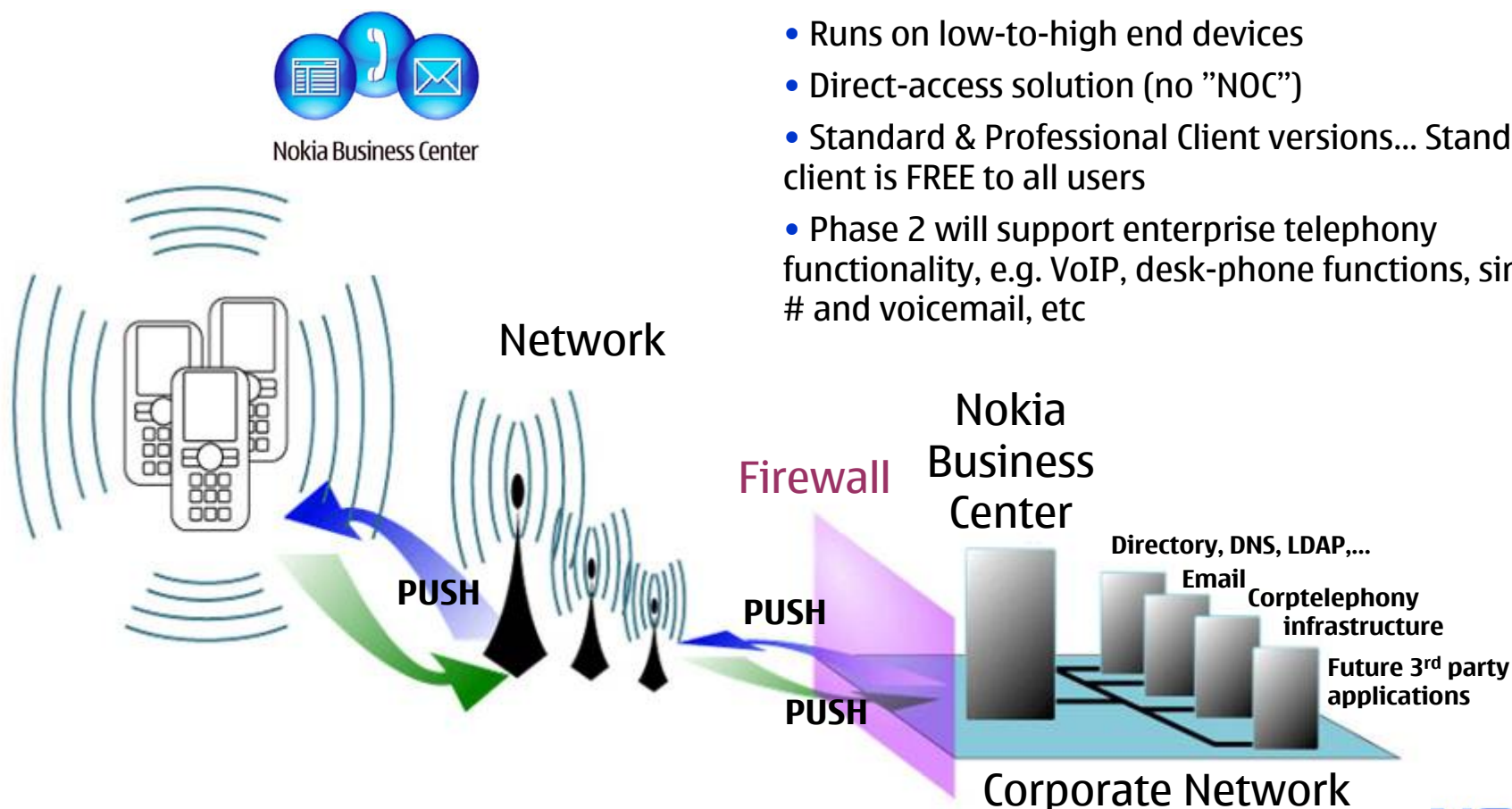
The right choices for mobile email

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Nokia Business Center

Nokia Business Center enables businesses to deliver information to all mobile workers in a timely and cost effective manner

- Supports mobile push email and PIM Sync
 - Runs on low-to-high end devices
 - Direct-access solution (no "NOC")
 - Standard & Professional Client versions... Standard client is FREE to all users
 - Phase 2 will support enterprise telephony functionality, e.g. VoIP, desk-phone functions, single # and voicemail, etc



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Nokia and Intellisync Expected Synergies

NOKIA

Devices

Services

Enabling Mobileware
Applications

Enabling Secure
Connectivity

Channels



Mobilizing Enterprise
Applications

Security &
Device Mgmt

Integrated
Messaging

Salesforce



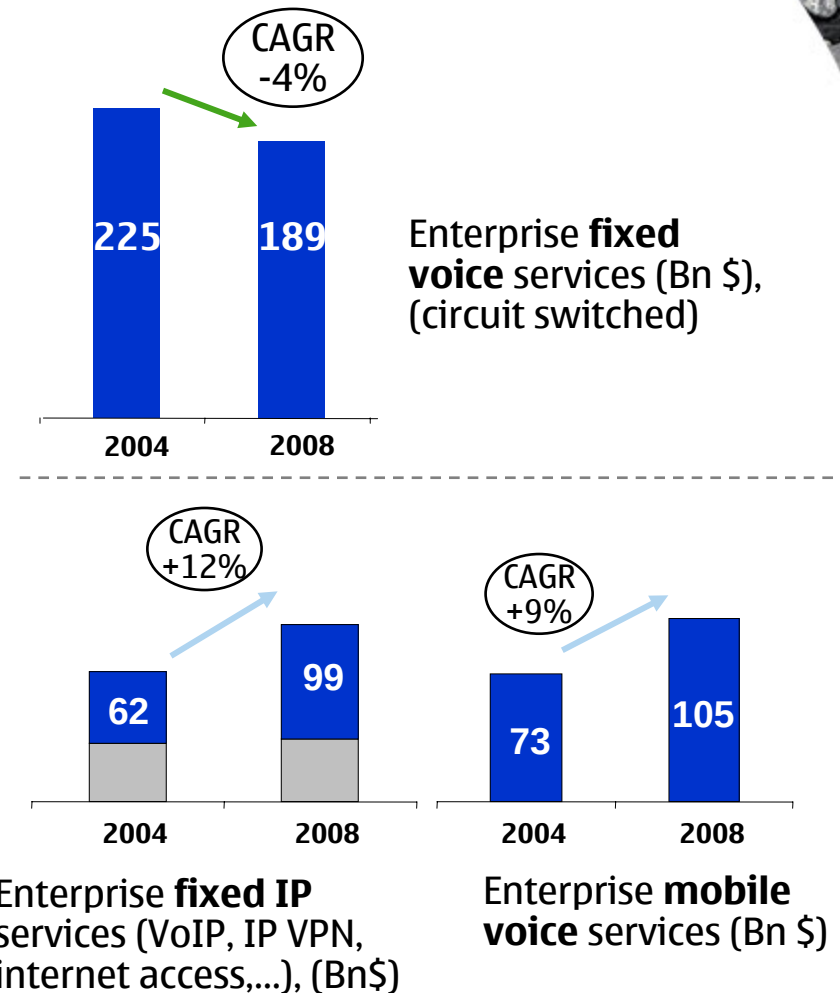
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Voice is the largest enterprise IT Application

Mobility and IP are the main trends

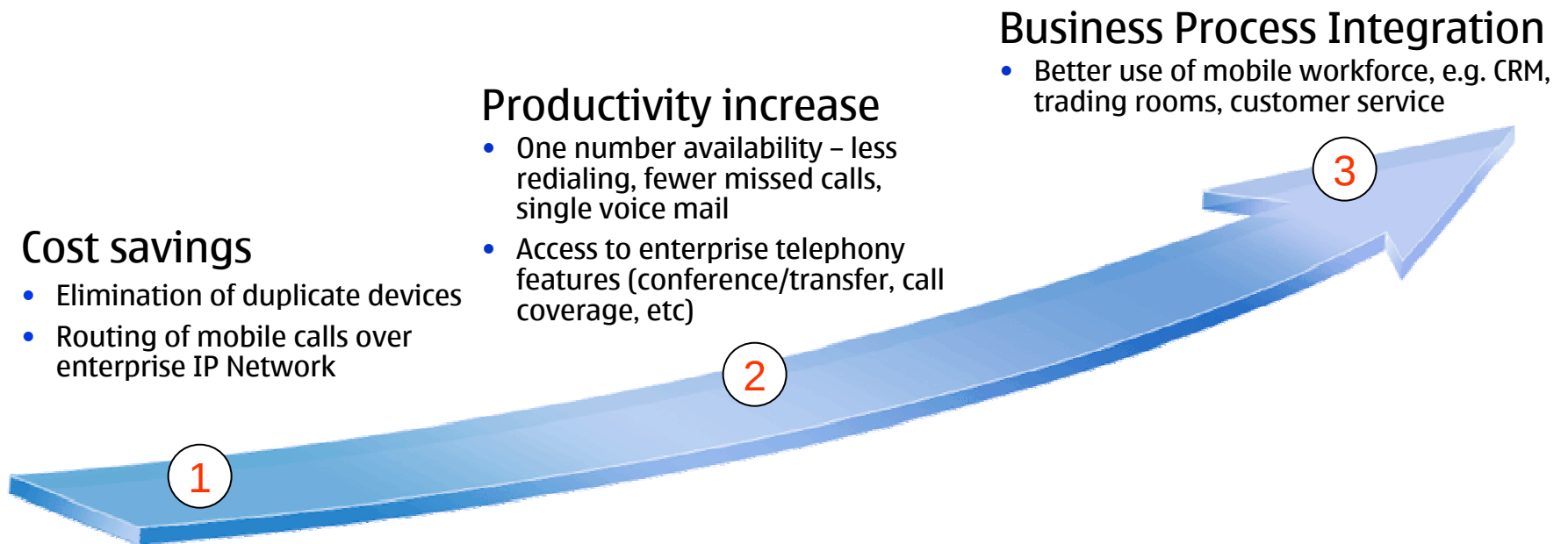
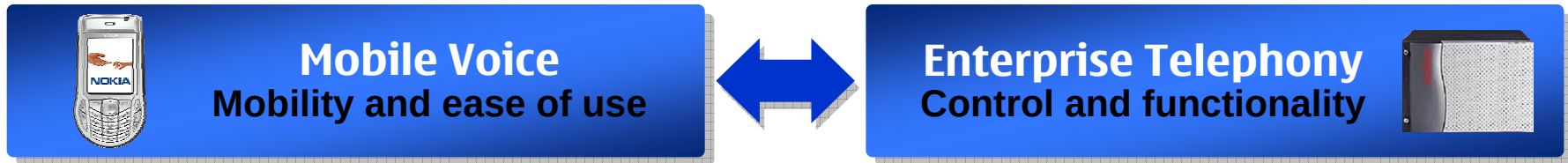
- Voice is the largest IT application in terms of enterprise spending and number of users
- Legacy voice is moving to IP
- Mobile phone penetration and usage is growing
- Device technology development and IP will enable fixed-mobile and voice/data/video convergence

Source: ARC, Ovum 2004



Nokia Business Voice Strategy

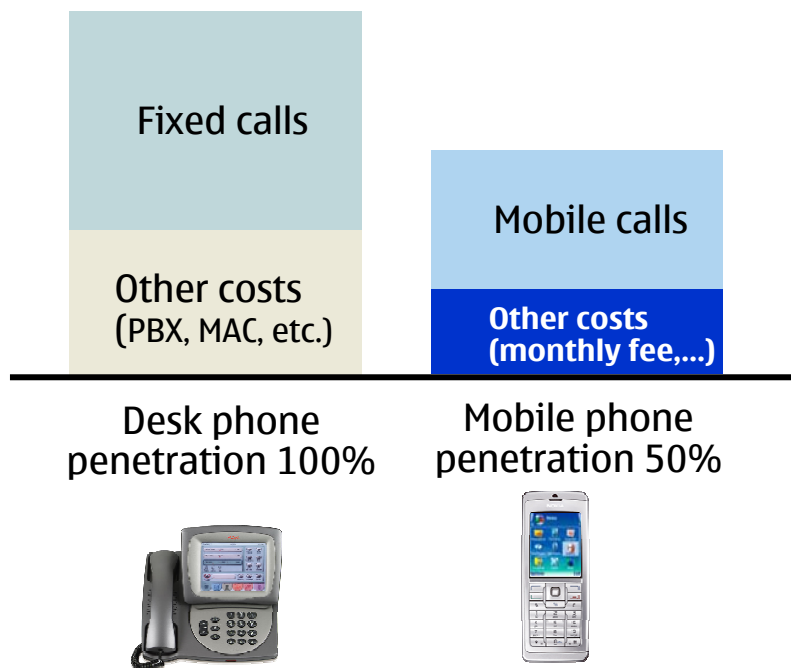
A converged fixed-mobile voice solution for the enterprise combines the strengths of...



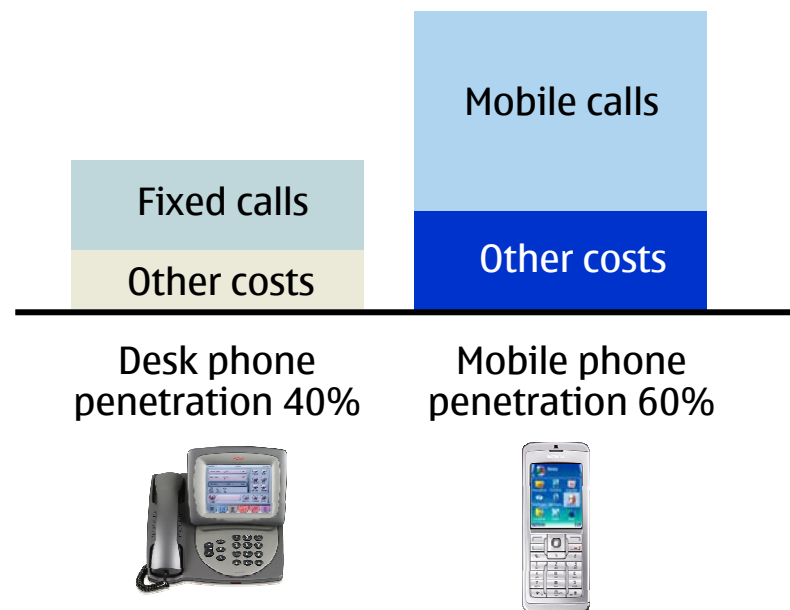
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Higher mobility means lower total costs

Typical enterprise telephony cost structure



Optimized telephony structure & least cost routing, **total costs -28%**



Nokia has capability for comprehensive telephony cost modeling – already used by many enterprises

Note: Western European corporate
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