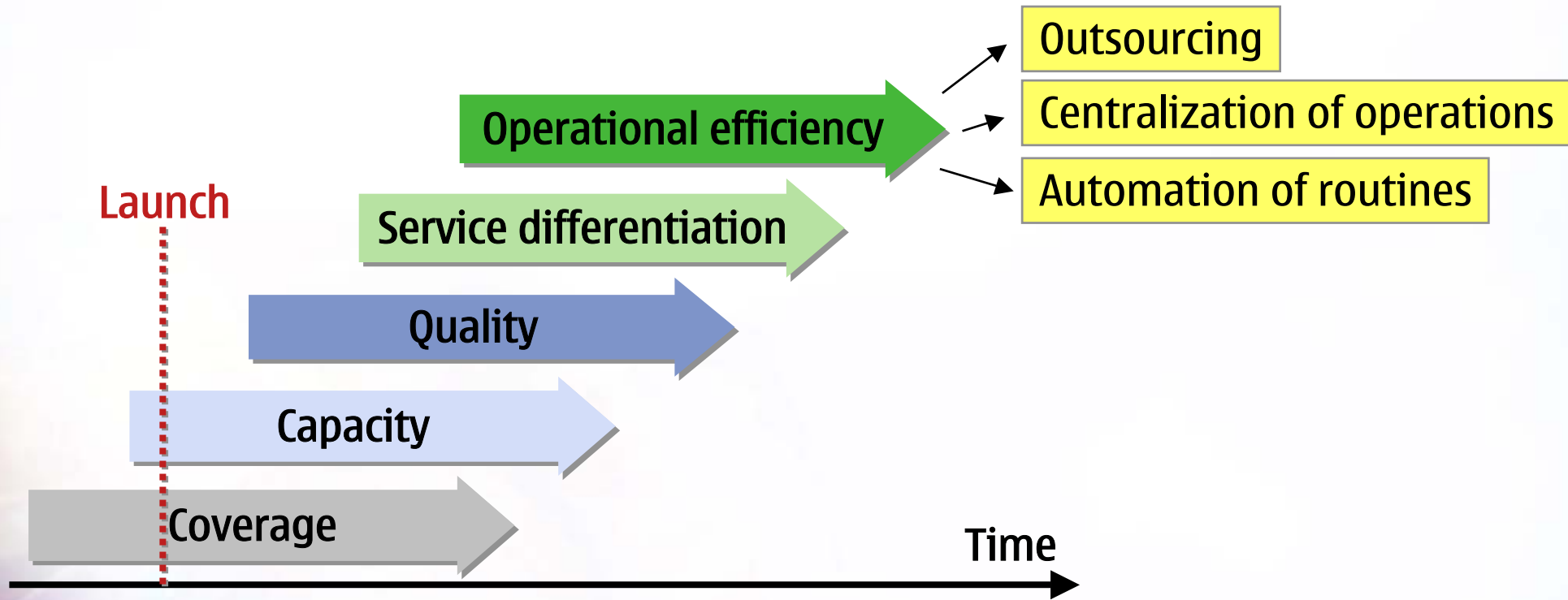


New trend for mobile operators: operations outsourcing



Every operator should evaluate the benefits of
operations outsourcing

Operator benefits from outsourcing



- Positive impact on share holder value and EBITDA
- Sharpened management focus on core activities
- Savings of around 20% of technical operations OPEX
- Better visibility and control on OPEX
- Utilization of the best expertise

Typically
remains
unchanged in
outsourcing

Savings from
economies of
scale and
process
optimisation

Power Supply

Transmission

Site Leases

Facilities

Network Operations
Personnel Costs &
Overheads

Vendor Technical Support

Network Build Services

Why Nokia as an outsourcing partner



Full outsourcing portfolio – and proven experience and expertise

- Global service organization and execution capability
 - Plan, Build, Integrate, Operate, Optimize – covering all of technical operations
 - Nokia has extensive experience in turnkey deliveries (24 customers in 20 countries) and network operations (15 operators in 14 countries)
- Leading expert in mobile technologies and OSS
 - Nokia's complete system, terminal and performance know-how for enhancing mobile user experience
 - Nokia NetAct™, the only fully-featured, multi-vendor, multi-technology operations support system (OSS) on a single platform for automating and centralizing operations across 2G and 3G