

November 2, 2004

## **Nokia launches plan to be the preferred provider of mobile devices for e-mail and messaging in the enterprise**

### **World's largest mobile phone maker plans to expand mobile e-mail beyond today's low single-digit penetration levels**

MONACO and NEW YORK – November 2, 2004 – Nokia's (NYSE: NOK) Enterprise Solutions group today introduced a strategy to become the device of choice for mobile e-mail and messaging in the enterprise market. The customer-focused strategy is based on providing many popular and promising e-mail solutions on its broadening range of business-optimized mobile devices. This is a natural strategic evolution for Nokia given its expertise and stronghold in mobile voice and messaging - the first steps toward mobilization of business applications and processes.

Enterprise customers are demanding robust mobility platforms that provide support for a wide variety of applications and address the needs of the various classes of users. This is in contrast to the proprietary, purpose built mobile solution approach that is difficult to scale beyond a single application. Nokia's strategy aims to provide enterprises with a range of business-optimized mobile devices which are not only excellent voice devices, but support the widest range of mobile e-mail clients and supporting technologies as well as enable integration with leading enterprise applications.

By focusing on the integration of a variety of compatible mobile e-mail solutions, in a more cost-effective and seamless manner than is available today, Nokia will offer enterprises the freedom to choose one or combine e-mail solutions, delivery options, and deployment methods to create a mobile e-mail environment for their unique needs.

"Nokia is committed to answering the broader needs of enterprises across the world by giving them access to the best mobile e-mail solutions on the market today," said Mary McDowell, senior vice president and general manager, Nokia Enterprise Solutions. "Like all early technology markets, mobile e-mail is marked by a variety of solutions and approaches currently available. With so much choice in terms of available solutions and approaches, enterprises and operators are evaluating how best to implement mobile application platforms. It is important to understand that it is not a 'one size fits all' market."

Nokia estimates that mobile e-mail is used by less than five percent of the mobile workforce, and that the majority of this use is by the 'executive corner office'. To help bridge this gap, Nokia will provide a combination of robust e-mail solutions giving enterprises the ability to deploy mobile e-mail to a wider range of users within their company. By collaborating broadly with emerging and established e-mail solutions players and offering its own capability, Nokia can speed and facilitate the adoption of enterprise application mobility. Netted down, Nokia's new e-mail strategy involves:

- Continuously forging relationships with multiple companies to provide a broad range of e-mail options on Nokia business-optimized devices such as the Nokia 9500 Communicator and Nokia 9300 enterprise smartphone.
- A growing understanding of the unique lifestyle and workstyle requirements of mobile workers, which Nokia will incorporate in its e-mail solution offering.
- Making Nokia mobile devices the preferred choice for messaging in the enterprise including personal and business e-mail applications to Enterprise-grade business collaboration solutions.

November 2, 2004

“The opportunity for mass market corporate e-mail adoption within the mobile environment is tremendous with expectations for this market to take off in the next several years,” said Stephen Drake, Program Manager for IDC's Mobile Software service. “Successful solutions delivering mobile e-mail to enterprise customers will deliver simplistic, low cost and open solutions that support a broad range of mobile devices.”

As part of this strategy, several Nokia alliances and activities that support its mobile e-mail efforts were announced or reaffirmed at the Nokia Mobility Conference in Monaco this week, including

- A development and marketing alliance with **Good Technology** to extend GoodLink to Nokia business-optimized mobile devices. GoodLink has an Outlook-like, intuitive user interface and desktop software-free implementation providing mobile users with cradle-free, AES-encrypted, two-way, real-time access to Microsoft Exchange-based email, contacts, calendar, notes and tasks and other critical applications including CRM, ERP and SCM. *(see separate release)*
- Continued work with **IBM** to deliver IBM software for the Nokia 9500 Communicator and Nokia 9300 enterprise smartphone including including WebSphere Everyplace Access Client, WebSphere Everyplace Connection Manager Client, WebSphere Micro Environment, IBM Tivoli and Lotus Sametime Instant Messaging Client.
- An extension of a long-standing alliance with **Oracle** to implement push e-mail capability for Oracle® Collaboration suite on the Nokia 9500 Communicator and Nokia 9300 enterprise smartphone as well as other Nokia messaging devices. The push e-mail solution, designed by Oracle and Consilient will be the first based on the emerging Push-IMAP standard, and is expected to be available during first quarter 2005. *(see separate release)*
- Continued cooperation with **Research In Motion (RIM)** to bring BlackBerry e-mail connectivity to the Nokia 9500 Communicator, Nokia 9300 enterprise smartphone and other Nokia messaging devices.
- Commitment to bring a Symbian OS-based **Smartner** e-mail solution to market on its Nokia Series 80-based mobile devices like the Nokia 9500 Communicator and the Nokia 9300 smartphone. The Nokia devices will support all the key components of Smartner's Duality Always-On Mail. Smartner's device independent push solution enables users to manage email, including attachments and calendar in real-time, receiving data on the Nokia Series 80 device and desktop simultaneously. *(see separate release)*
- A collaboration with with e-mail solution provider **Visto** to extend Visto's push e-mail solution to Nokia Series 80 business-optimized mobile devices. The combination of the Nokia 9500 Communicator and Nokia 9300 with Visto Mobile provides a robust, secure, push e-mail/PIM capability that runs on POP3, Microsoft Outlook/Exchange, and IBM Lotus Notes/Domino servers, and scales from mobile professionals to enterprises. *(see separate release)*

In addition, Nokia continues to market and develop development of its own mobile e-mail platform, Nokia One Business Server, targeted at the unmet need many corporations have today of extending mobile e-mail to legacy browser-based mobile devices. Nokia One Business Server will continue to evolve to complement Nokia's collaborative offerings.

November 2, 2004

From Nokia's point of view, collaboration will be key. "Nokia's success in the enterprise market clearly depends on our ability to work strategically with the right players," McDowell stated. "We are continuing to work closely with other leading enterprise vendors to bring mobile e-mail and messaging to our devices."

The additional announced collaborations bring the number of mobile e-mail solutions Nokia will offer on specific mobile devices for the enterprise to seven.\*\*

**About Nokia**

Nokia is a world leader in mobile communications, driving the growth and sustainability of the broader mobility industry. Nokia connects people to each other and the information that matters to them with easy-to-use and innovative products like mobile phones, devices and solutions for imaging, games, media and businesses. Nokia provides equipment, solutions and services for network operators and corporations. [www.nokia.com](http://www.nokia.com).

\*\* Nokia One Business Server, IBM Websphere, Oracle Collaboration Suite, BlackBerry Connect, Goodlink Wireless Messaging and Data Access, Visto Mobile and Smartner's Duality Always-On Mail.

© 2004 Research In Motion Limited. All rights reserved. BlackBerry is a trademark of Research In Motion Limited.

**For further information, please contact:**

Nokia (Americas)  
Communications  
Tel. +1 972 894 4357

Nokia (Europe, Middle East & Africa)  
Enterprise Solutions, Communications  
Tel. +358 7180 34900

Nokia (Asia Pacific)  
Azwar Ghazali, Ogilvy Public Relations for Nokia Enterprise Solutions  
Tel: + 852 28848563