



Efficient devices for mobile communications have become a necessity in the modern business environment. By opening up access of corporate data to employees on the road, mobile devices are helping companies improve their business processes.

A range of new opportunities is set to become available as two of the world's leading mobility experts, Nokia and IBM, have joined forces to develop secure wireless business solutions. From now on, enterprises can even more efficiently increase the ROI for their wireless investments by being able to make the most of the comprehensive end-user experience provided by Nokia.

Facing the ultimate mobility challenge

Being able to serve the growing number of mobile workers with the existing infrastructure is a challenge many IT managers have to face in today's hectic world of business. The nature of daily work becomes more flexible as fixed work spaces are being replaced with working on the move. On the other hand, mobile workers expect – and are expected – to be able to take care of business the same way, no matter where they are located. Similar services and opportunities are required, both at the desk and on the move.

From the IT point of view, supporting mobility across a range of infrastructures and devices becomes constantly more difficult. Usually, a mobile solution stays alive and well – and is being sufficiently supported – until the next, more innovative and efficient one comes along, killing its predecessor almost instantly. The same happens with support; what once was working seamlessly, suddenly comes to a complete stop. The outcome is often a wide variety of local point solutions, each of which has been created for one specific need – such as e-mail, Personal Information Management, business processes and so on. In the worst scenario, companies completely postpone their mobility investments to avoid possible discontinuity.

This kind of development can be seen with the mobile devices as well. Finding a universal device that can meet all the needs and wishes caused by continuously changing back-end infrastructure is a true Mission Impossible. Different vendors choose different technologies, and so far very little action has taken place to make the overall mobile solution range more interoperable. More than anything else, choosing the appropriate device for the appropriate task involves thorough understanding of business needs, UI requirements, and technological infrastructure – not to mention individual preferences.

The situation is, however, about to change as two of the world's leading mobility trailblazers, Nokia and IBM, have joined forces. The overall objective is to harmonize the technologies and functionalities between the Nokia business terminals and the IBM WebSphere product family. This brings more secure, manageable, pre-integrated and tested end-to-end mobile solutions to enterprise customers at every stage – from mobile offices to the most sophisticated business process solutions.



Where is a mobile worker, there is a unique need for a mobile working solution. Different users have different needs – tomorrow even more so than today.

Fitting every need and purpose

The field of mobile workers include a great variety of needs and wishes, each of which has to be recognized and understood in order to find the optimal mobile working solution. Different types of users will have different types of needs; they will want access to different data while outside the office, and they have different needs concerning the devices they use. Clearly, one size does not fit all – it takes a competent and experienced team of experts to help navigate the scenarios and to arrive at the correct solutions.

With its long traditions and established position as the world leader in mobile technology, Nokia can claim to be an expert in understanding end-user behavior. In addition to this Nokia has now put even more focus on business users. New Nokia Enterprise Solutions business group focuses on offering various type of mobile business terminals, messaging and security solutions with a good interoperability to leading IT providers systems.

With Nokia and IBM's knowledge and experience, a comprehensive range of state-of-the-art solutions can be developed to fit any mobile working need. By making the most of the world's leading mobility expertise, Nokia and IBM can help mobile workers, business owners and IT managers to become more mobile.

Benefits for every party

As Nokia is the expert in developing userfriendly mobile devices and supporting technologies, and IBM is a worldwide leader in responding to the special needs of the enterprises' IT infrastructure, collaboration between these two companies lays an efficient groundwork for substantial benefits. By seamlessly combining these two expertise areas, Nokia and IBM are able to offer a comprehensive package of sophisticated solutions – a range superior to any competitor, from which any enterprise can find an optimal choice for themselves.

So far, enterprise-specific applications such as e-mail, PIM and sales force automation, have been evolving behind corporate firewalls without interaction with cellular technologies. Therefore, widely deployed mobile solutions are still relatively new for many larger organizations. By working closely together, Nokia and IBM are able to help enterprises move deeper into the world of mobile business, thus gaining benefits by mobilizing their existing and new applications.

Nokia and IBM are also working together to further harmonize and standardize the technologies needed – as well as to ensure the compatibility between Nokia business terminal platforms and IBM WebSphere products.

The purpose of this is to be able to help enterprises optimize the total cost of ownership and preserve their investment in their mobile solutions – by providing the best user experience and highest quality of service for each and every usage situation.

Nokia and IBM together have a unique set of strengths that, combined, can allow us to solve many of the business and technical problems associated with mobility. To our customers this means better capabilities to deploy stronger, more useable mobile solutions.

- Collaboration between Nokia and IBM is broad based involving joint product roadmap, pre-integration and testing of the two companies' products, and end-to-end customer support and maintenance in the field. This approach brings continuity and investment protection to enterprises as they mobilize their key employees with two of the world's leading mobility companies.
- Nokia business terminals are tested with IBM WebSphere Everyplace Access to make sure they interoperate and offer out-of-the-box readiness for fast and convenient implementations.
- IBM Global Services offer implementation, consulting and project services for joint solutions.
- Both Nokia and IBM are supporting open standards (SymbianOS, SyncML, Java) for better interoperability and more flexible future growth options for the customer.

By being able to capitalize on Nokia's comprehensive end-user experience, enterprises of all sizes can reach a whole new level of productivity.



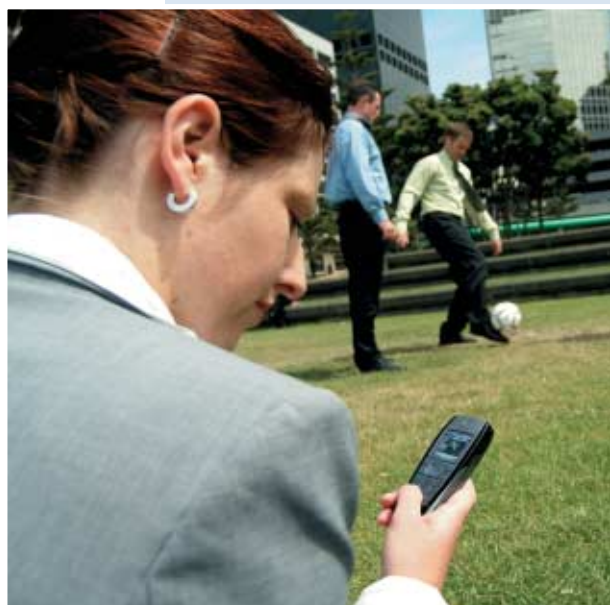


About Nokia

Nokia is the world leader in mobile communications. Backed by its experience, innovation, user-friendliness and secure solutions, the company has become the leading supplier of mobile phones and a leading supplier of mobile, fixed broadband and IP networks. By adding mobility to the Internet Nokia creates new opportunities for companies and further enriches the daily lives of people. Nokia is a broadly held company with listings on six major exchanges. More information about the Nokia can be found on the web at www.nokia.com

About IBM

IBM is the world's largest information technology company, with 80 years of leadership in helping businesses innovate. Drawing on resources from across IBM and key business partners, IBM offers a wide range of services, solutions and technologies that enable customers to take full advantage of the on demand era. More information about IBM can be found on the web at www.ibm.com/industries/wireless



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