

# Mobilize your IBM Lotus Solutions with Nokia Smartphones

March 17<sup>th</sup> 2011

Mumbai

A man in a grey shirt is shown in profile, looking to the right. He is wearing a black Bluetooth headset in his left ear and holding a black Nokia smartphone in both hands. The background is a blurred indoor setting.

**NOKIA**  
Connecting People

# Mobilization of workforce as a megatrend

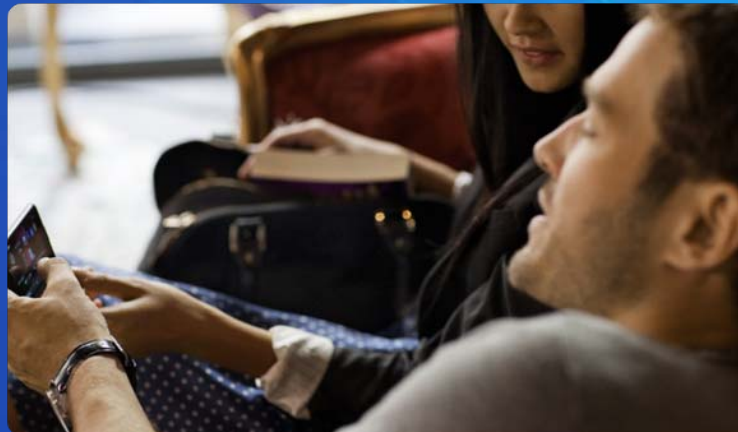
Over 1 billion mobile workers in 2011

Over 600 million Smartphones at work, 2010

Majority of Smartphones can connect to business systems

## New ways of working:

Increased need of features that meets both business and personal requirements



IDC / Worldwide Business  
Mobile Email 2010-2014  
Forecast and 2009  
Vendor Shares

# Spectacular success in business smartphones



Over 200 million Nokia Smartphones in use

~300.000 new Nokia Smartphones bought every day

Nokia sold more than 100M Smartphones in 2010!

Over 200% increase YOY in Nokia Eseries shipments

2008 -> 2010

Multiple form factors and price points

# Nokia Smartphones

Nokia Eseries =  
Standard for  
business devices



## MESSAGING

- Push email client: IBM, Google, Yahoo and Mail for Exchange
- Office document viewing and editing

## SECURITY

- Hardware accelerated encryption for device and memory card
- Remote lock and wipe

## NAVIGATION

- Never get lost again - Free drive and walk navigation

## APPLICATIONS

- More business and productivity applications available in Ovi Store

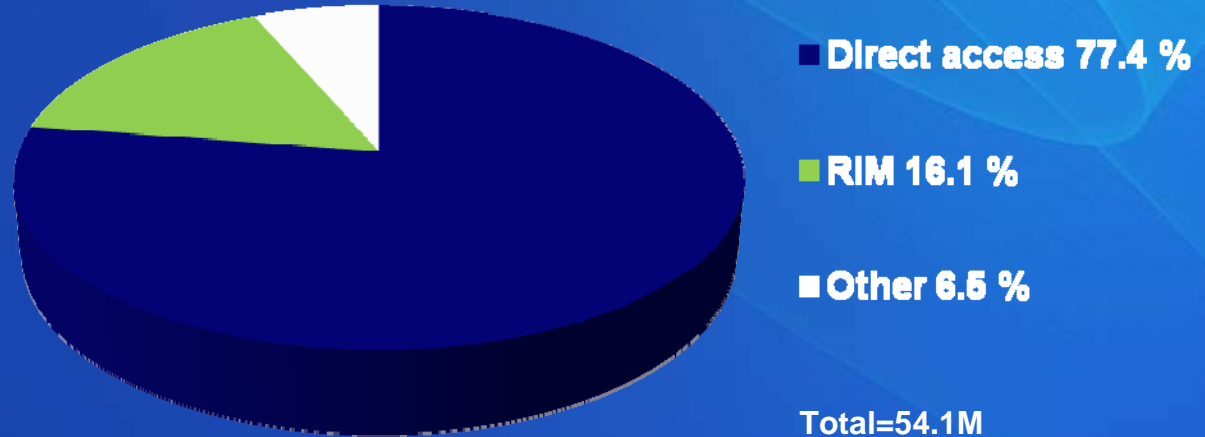
# New de facto standard in mobile e-mail

Direct access  
77.4% of the  
market

Over 550 operators networks with  
Nokia devices

Over 200 million Nokia  
Smartphones support IBM Lotus  
solutions

Worldwide Business mobile Email Subscriber Share by Vendor, 2009



IDC / Worldwide Business Mobile Email 2010-2014 Forecast and 2009 Vendor Shares

# Nokia & IBM Co-operation

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## Success with current solutions

- IBM Lotus Traveler
- IBM Lotus Sametime
- IBM Lotus Connection
- IBM Lotus Mobile Connect

Nokia Eseries and iPhone devices have been key for IBM in 2010, and will have an impact in 2011.

August 2010, IDC #224592



## Major upgrade for Symbian^3

- Active home screen widgets
- New versions of applications
- Native Sametime client
- Full support for Symbian^3
- LotusLive support



## Rich mobile collaboration

- Even further integration of the user experience
- Full productivity when without laptop

“Support for Nokia's new Symbian OS Smartphones platform is prominently positioned in IBM's Mobile product roadmap”,

Kevin Cavanaugh, IBM Vice President, Messaging & Collaboration Software

# Powerful business solutions

## IBM Lotus Mobile Connect

VPN security software



## IBM Lotus Notes Traveler

Push email solution



## IBM Lotus Sametime Mobile

Instant messaging and collaboration



## IBM Lotus Connections

Web 2.0 Social Networking for Business





# IBM Lotus Notes Traveler



Push email and PIM solutions for Lotus Notes and LotusLive users

No middleware required between the client and the back-end server

Push data synchronization of IBM Lotus Notes and device for Email, Calendar, Address Book, Journal and To Do Lists

Authentication Lockout and Enforced mail encryption

Corporate directory lookup

Dynamic home screen widget

Additional new features planned



# IBM Lotus Sametime Mobile



IBM Sametime Mobile is a mobile Presence and Instant Messaging solution

No middleware required

Corporate directory searching

Click to call from the Contact list

Set own presence state and location

Manage buddy list and groups

File and photo transfer

IBM LotusLive cloud service supported



# IBM Lotus Connections



Social solutions for  
business - Expertise  
within reach

Colleagues

Files

Connections

Wikis

Blogs

Doggers / Bookmarks

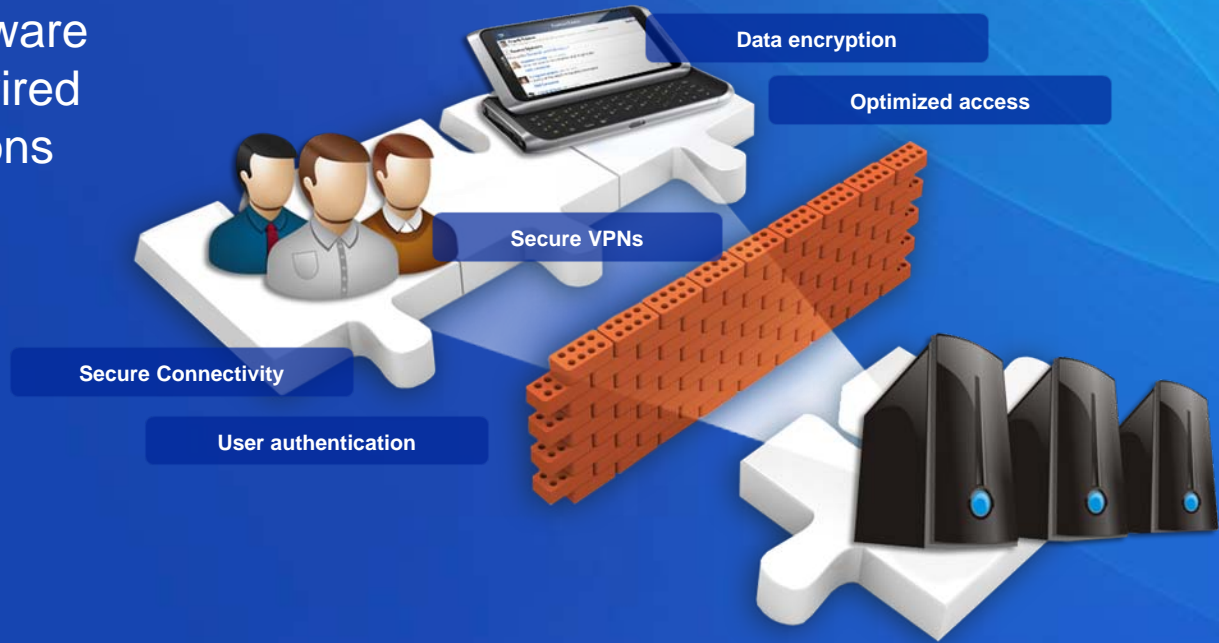
Active home screen widget



# IBM Lotus Mobile Connect



VPN security software  
for wireless and wired  
network connections



# Nokia for Business

Executives  
Ultimate all-in-one  
business  
smartphones

The business smartphone  
with best HD video camera



Nokia N8



Coming soon

The ultimate business  
smartphone

Nokia E7

Middle mgmt  
Premium business  
smartphones



Nokia E72

Premium stainless steel  
Qwerty with optical navi key

Polished stainless steel and  
glass in a slim touch screen  
smartphone



Nokia C7

Fleet  
Affordable  
Business  
smartphones



Nokia E63

Affordable  
messaging



Nokia E52

Compact  
yet long  
lasting  
battery



Nokia C6-00

Convenience  
of touch  
screen & full  
keyboard

Sleek classic  
business  
smartphone



Nokia C5-00



Nokia E5

Affordable  
Qwerty  
business  
smartphone  
with A-GPS



Nokia C6-01

Affordable,  
compact, touch  
UI business  
smartphone

# Security - protection that meets your business demands



- Using LNT, emails synchronised over **secured end-to-end connection** with SSL/TLS authentication and data encryption
- **Security certificates** from leading Certificate Authorities (CA) are preloaded in Nokia smartphones, including: Baltimore, Equifax, GeoTrust, Go Daddy, and VeriSign. Additionally, an enterprise has the option to use its own self-signed certificate
- All essential IT **security policies** supported, Policies such as device password, device lock & remote wipe can be mandated.
- Partners such as F-Secure and Kaspersky Mobile Security offer alternative anti-theft, remote data wipe solutions
- Enterprises that need specific additional policies can implement Open Mobile Alliance (OMA) standards-based device management solutions.
- **Low risk of virus** on Nokia smartphones with Symbian signed policy for applications
- **Nokia Eseries** smartphones support:
  - **hardware accelerated AES 256 + XTS encryption** on data in the phone memory, as well as the memory card
  - **WLAN authentication & encryption** features including WPA2, TKIP, AES
  - Option to **clear browser cache**, cookies, stored form data etc

# Why Nokia for your business mobility needs?

## Business is challenged to...

- Increase mobile workers' **productivity** and stays competitive as an innovative company
- Satisfy **user demands** for mobile hardware choices without compromising **enterprise security** and incurring high **cost**
- Find **quality** solutions from reliable brands that are **easy to implement**, maintain, use and **future proof**

## Nokia offers...

- New solutions that **increase business efficiency** by enabling **easy access to information**, and easy connection to co-workers, customers, partners and company's resources
- **Low total cost of ownership (TCO)**: no middleware & CAL investment; **widest range of smartphone choices** across price range
- Solutions with **enterprise grade security** measures
- **Quality**, environment friendly business smartphones and best-in-class solutions developed in **partnership with market leading brands including** IBM, Cisco and others



# Customer quotes from all over the World



**“AVON is thrilled to be able to offer additional mobile options to our associates using the Traveler Service and Nokia Smartphones. This new offering enhances our commitment to increasing end user productivity, and at the same time lowers our overall spend on mobile devices.” – Sharon Kane – Avon**

**“We are extremely happy to use Lotus Traveler on Nokia phones as it is quite cost effective and easy to use. We expect Nokia to bring more and cheaper and elegant smart phones which have Lotus Traveler as standard email interface. I wish IBM LOTUS and Nokia alliance, all the very best!” - endorsed S.P. Arya - Vice President Corporate(IT) - Amtek Auto Limited**

**“Expected to achieve 100% return on investment in 12 months through enhanced workforce productivity.” expressed Raghubir Singh – Dy. General Manager – Usha International Limited.**



# Experience the new Nokia E7 and discover what your key unlocks!

Visit Nokia Stall

