

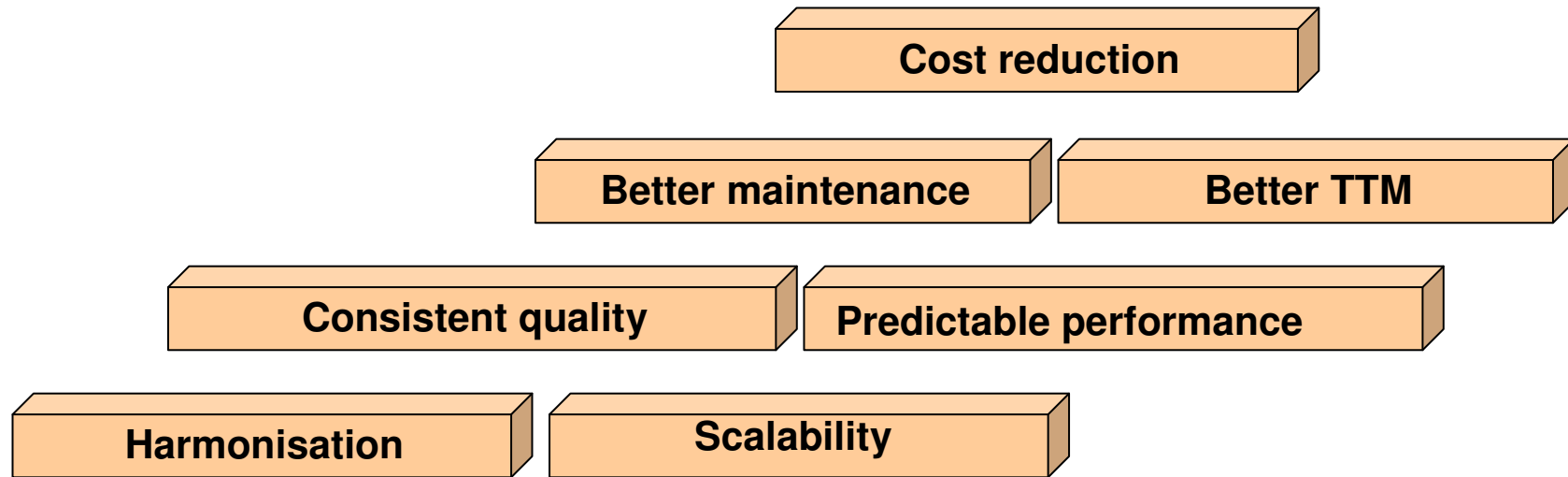


# S60 platform: Prospects, Opportunities & Challenges

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*Head of Next Generation Terminal Platforms*

# Background: Why a platform approach?



*A platform approach is a key step to address challenges facing operators*

# What's the opportunity for operators



- **Standardization**

- Opportunity to unify solutions across multiple vendors
- Greater penetration and roll out of consistent quality services

- **Innovation**

- Ability to try out services without having bespoke terminals built

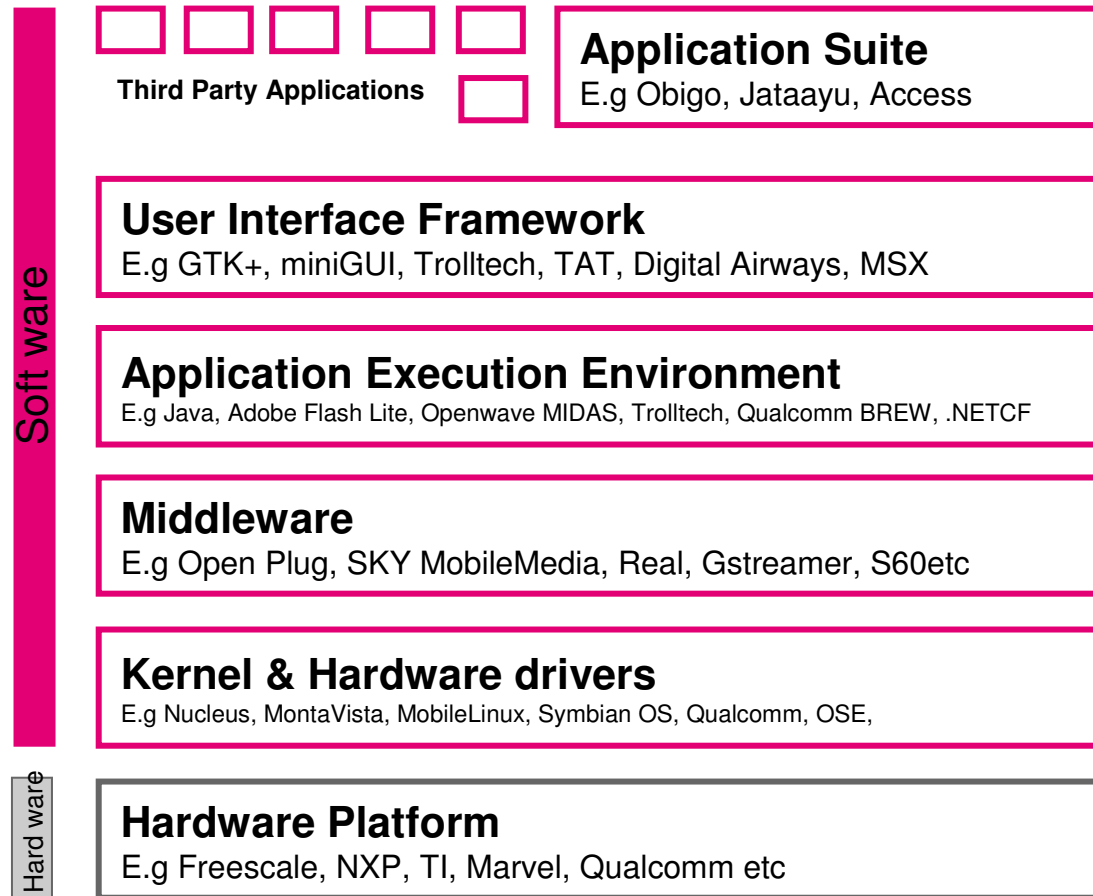
- **Differentiate**

- Operators can develop unique proposition without impacting the manufacturer's production process greatly

- **Manageability**

- Operators need better means of managing terminals to deliver quality service differentiation

# We wish it was so logical and simple!

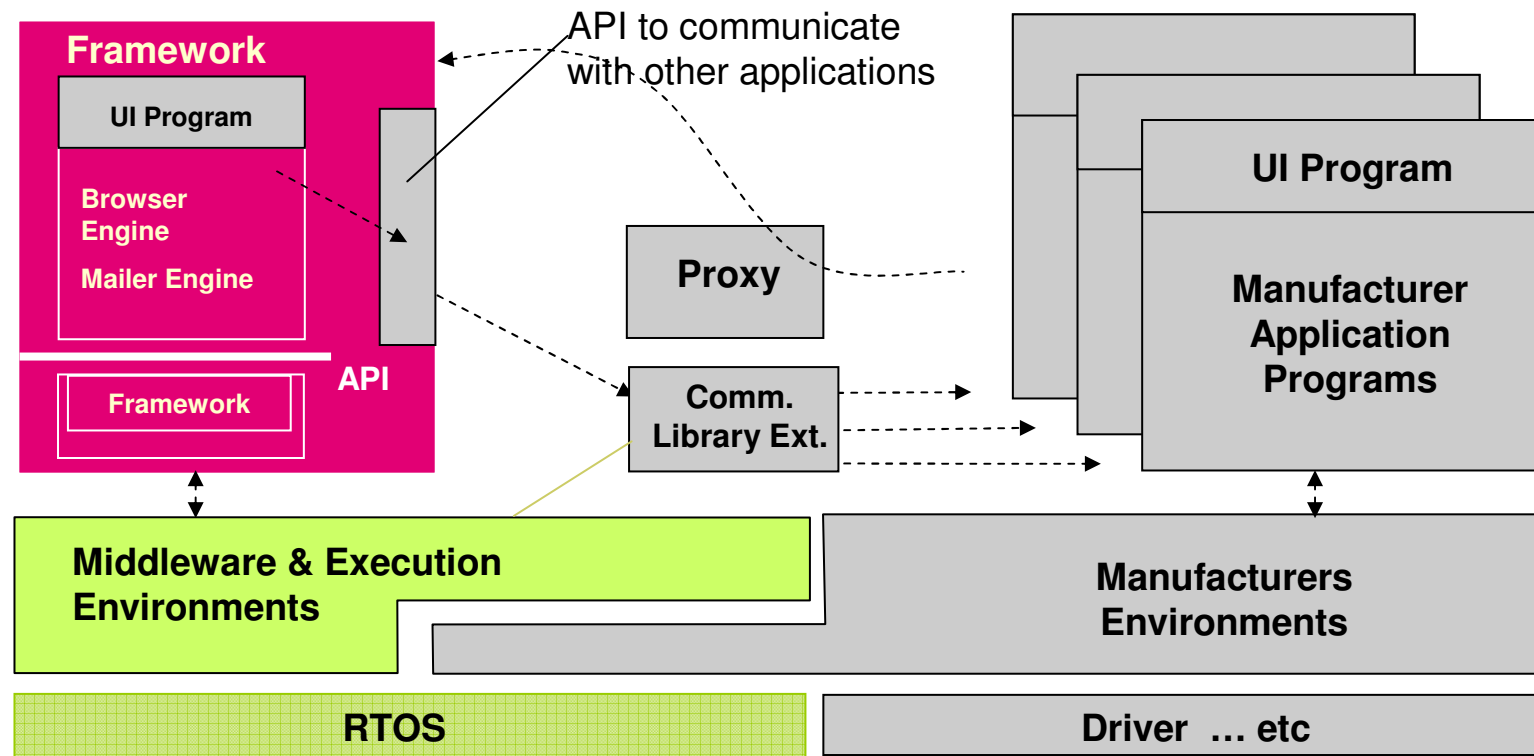


Source: Arc Chart, Global Wireless Report Sept 06

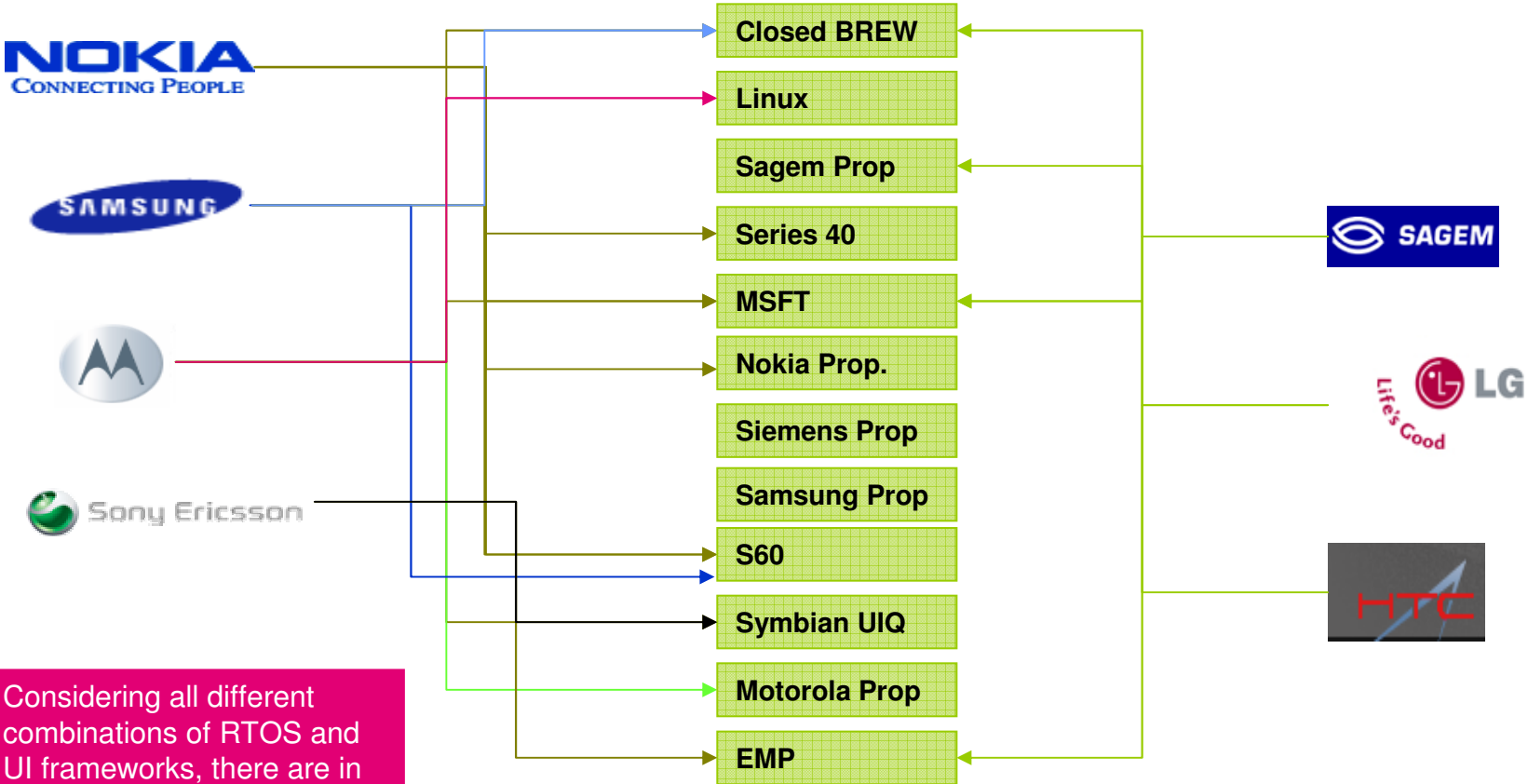
# Reality - environments are complex & unique

## Application Framework

- : Depends on handset vendor and operator
- : Produced by framework provider
- : Produced by chipset vendor

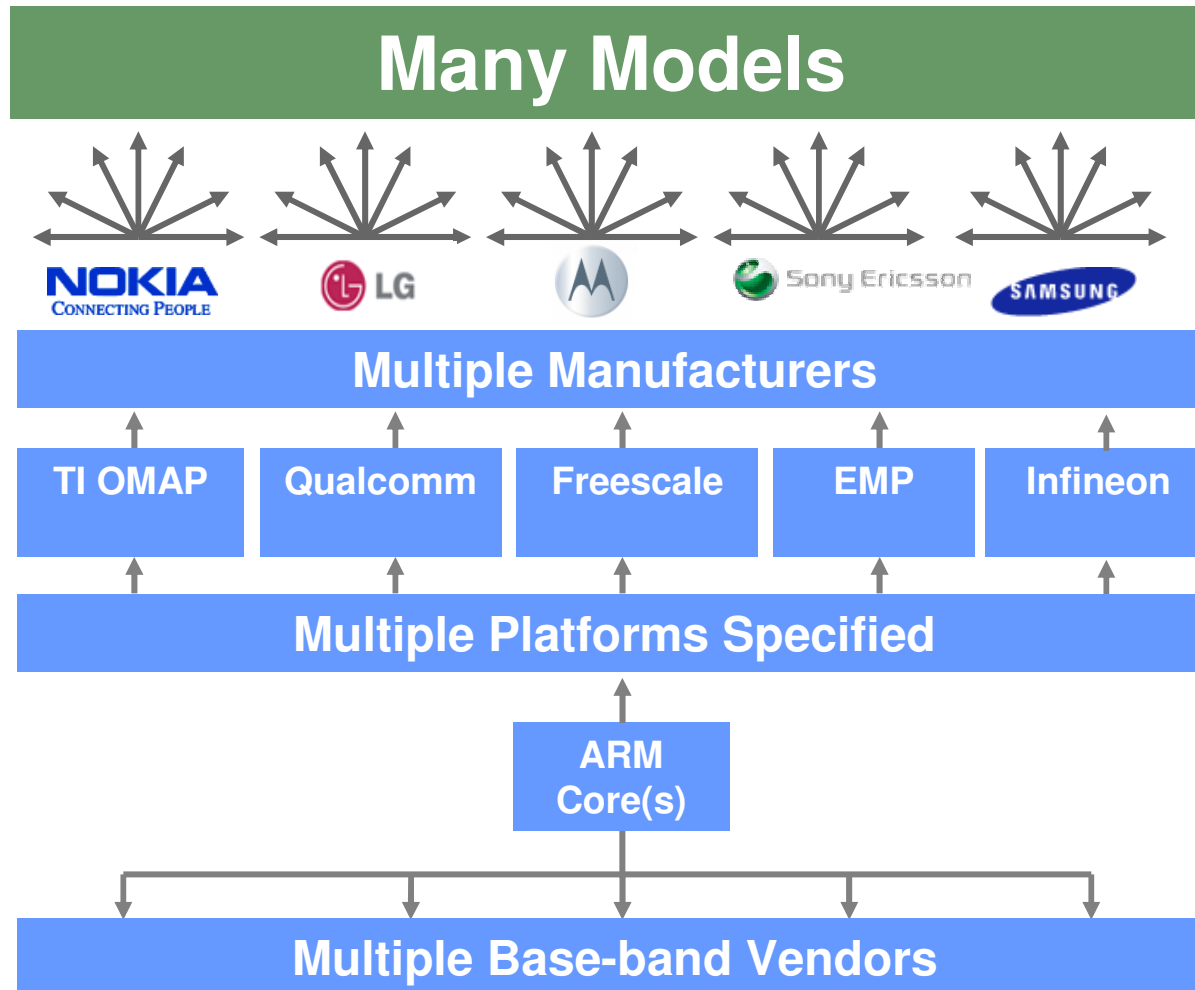


# Pick & Mix: Many hybrid solutions available



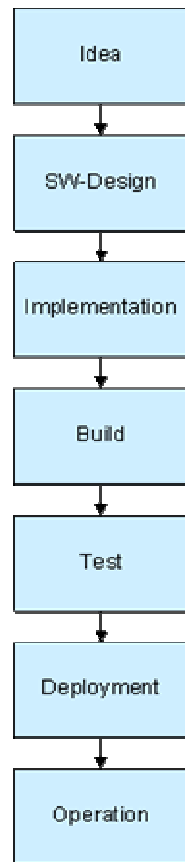
Considering all different combinations of RTOS and UI frameworks, there are in fact many more "hybrid" solutions

# Snap shot of the market .....



# “The Gordian Knot for Operators”

## PC world



On Horizon, Feasibility Study

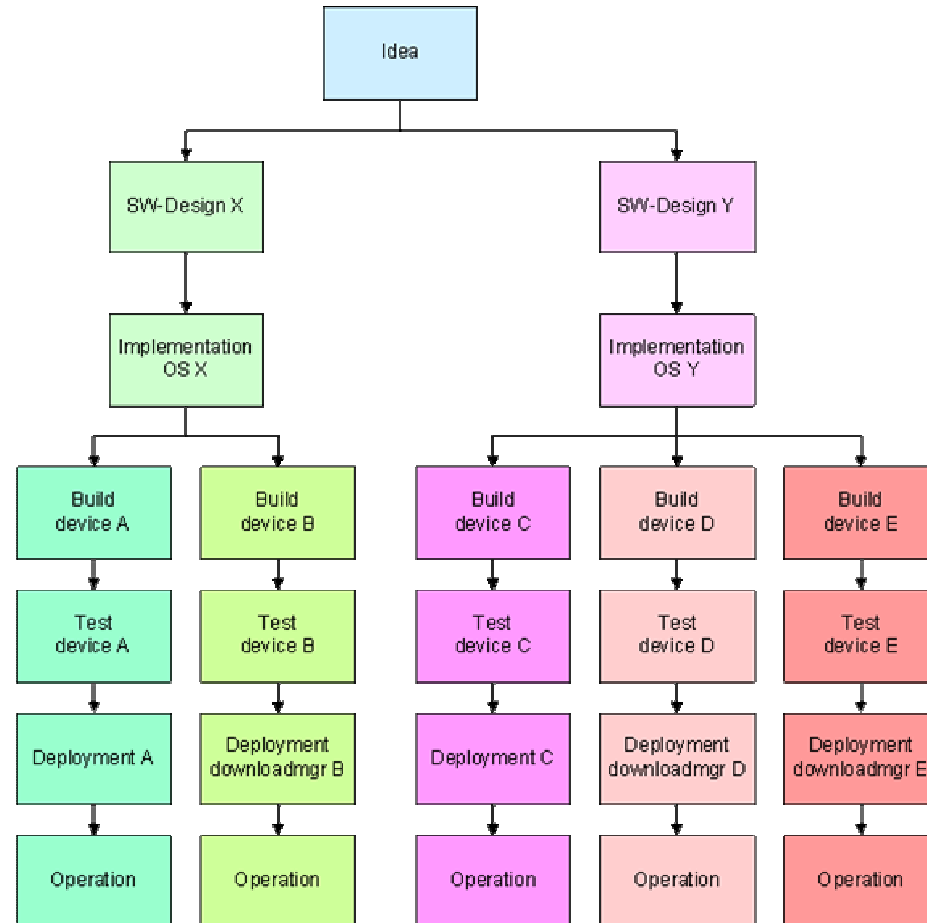
Detailed Design

Realization

IOT

Operations

## Mobile World

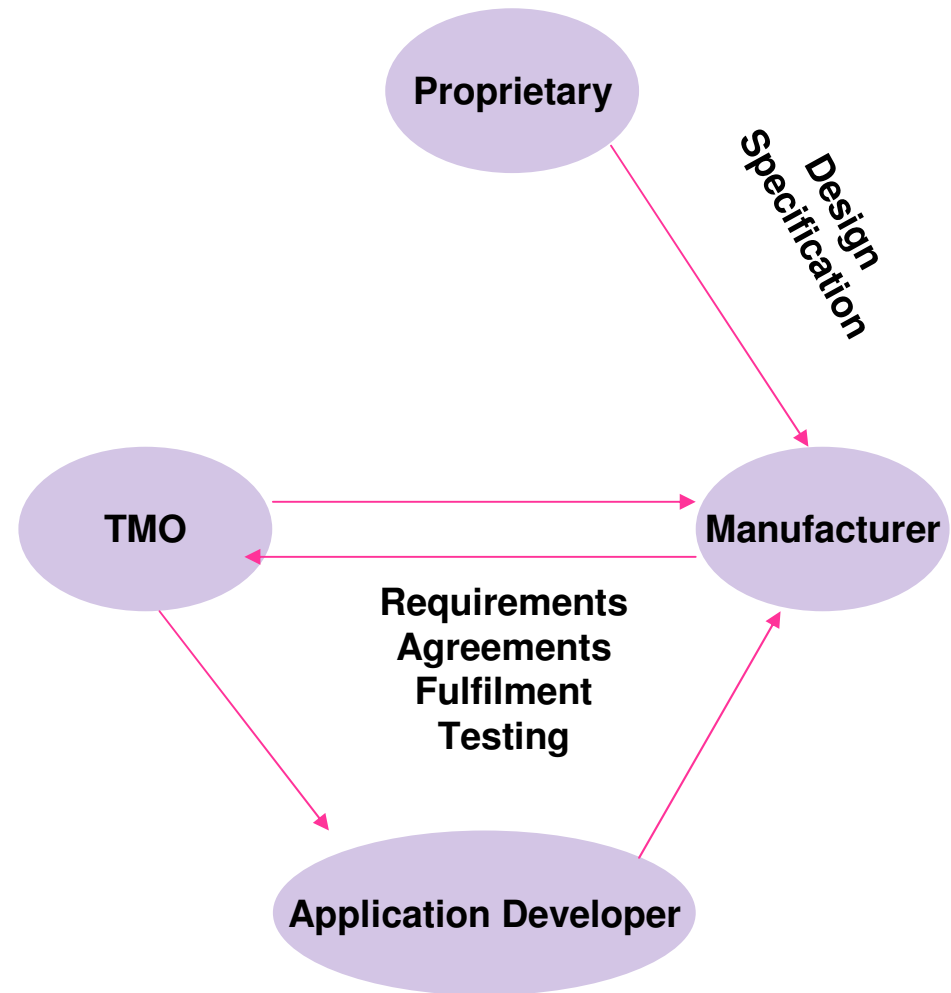




# Why S60? Problems with current approach.

## Current Status

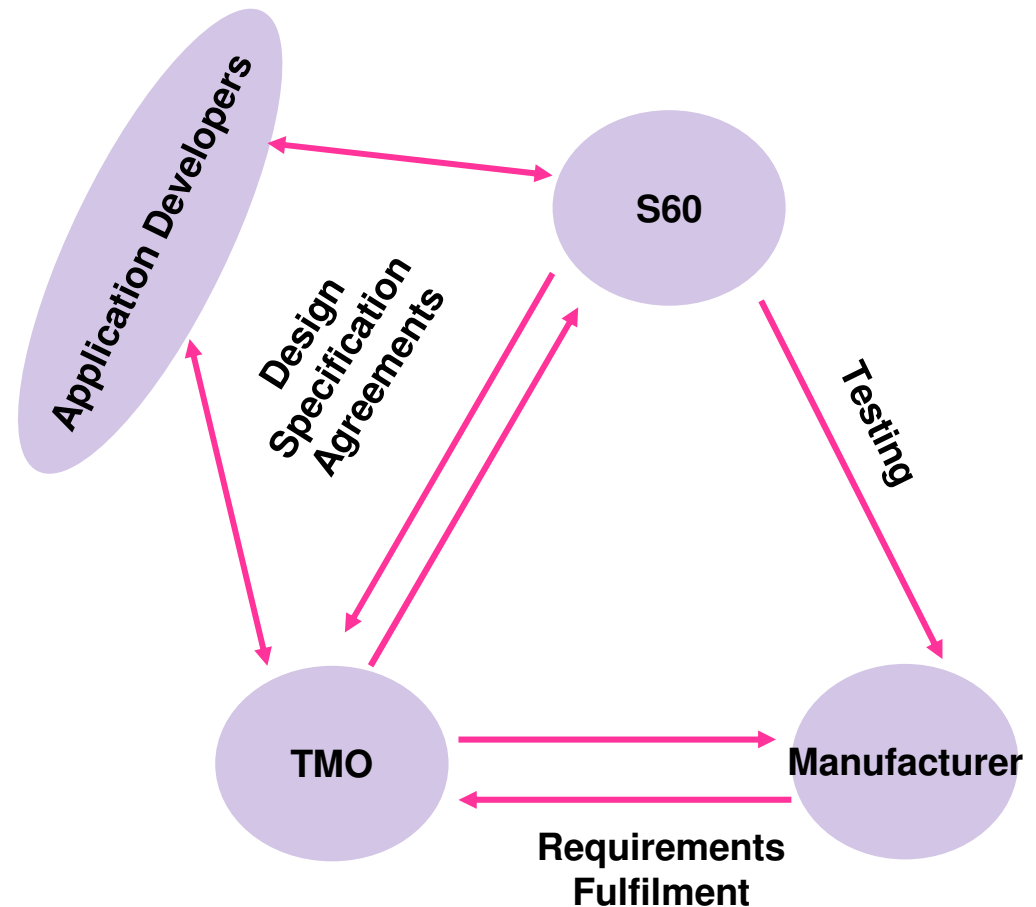
- Operators can influence minimal parts of the core requirements for terminals
  - *Majority of requirements are tweaks*
- New services are difficult to deliver
  - *Most are point solutions*



# Why S60? The way forward.

## Moving forward with S60

- S60 offers an opportunity to agree which core enablers are required
- It can ensure manufacturers conform to agreed operator specifications
- S60 can provide consistent platform-testing



# S60: Realising the potential

- **Cross pollination**

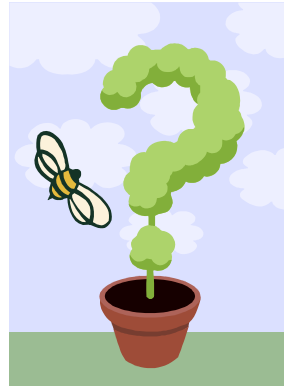
- Across many hardware platforms
  - More family of products on a variety of hardware

- **Reducing cost of ownership**

- S60 has to address the midrange price bracket to ensure long term success

- **Maintaining the momentum for excellence**

- Improving key performance indicators
- Increased platform modularity



Any questions  
for answers I have prepared?!!