

# Interop: Mobile Clients

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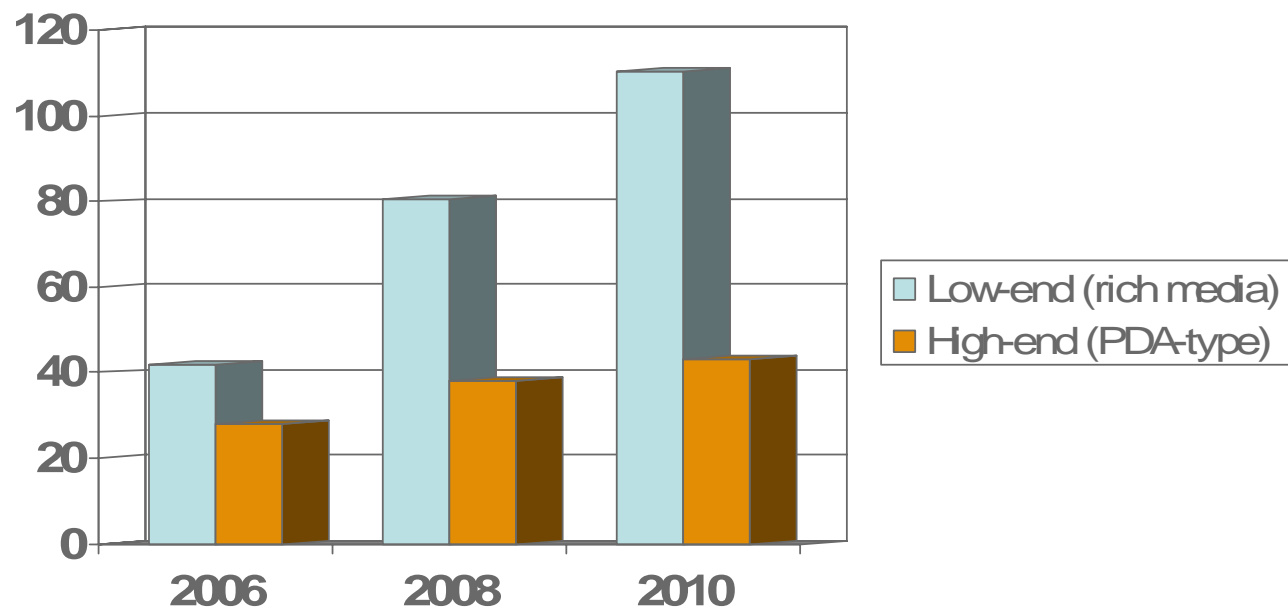
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## Smartphone sales

- ❖ Smartphone sales were 49.9 million units worldwide in 2005, or 7% of all handset sales.
- ❖ Informa predicts sales worldwide will reach 153.5 million by 2010. This will only be 17.4% of all handset sales that year.

Source: Informa Telecoms & Media

# Smartphone sales by segment (m), 2006-2010



Source: Informa Telecoms & Media

# Smartphones are complicated

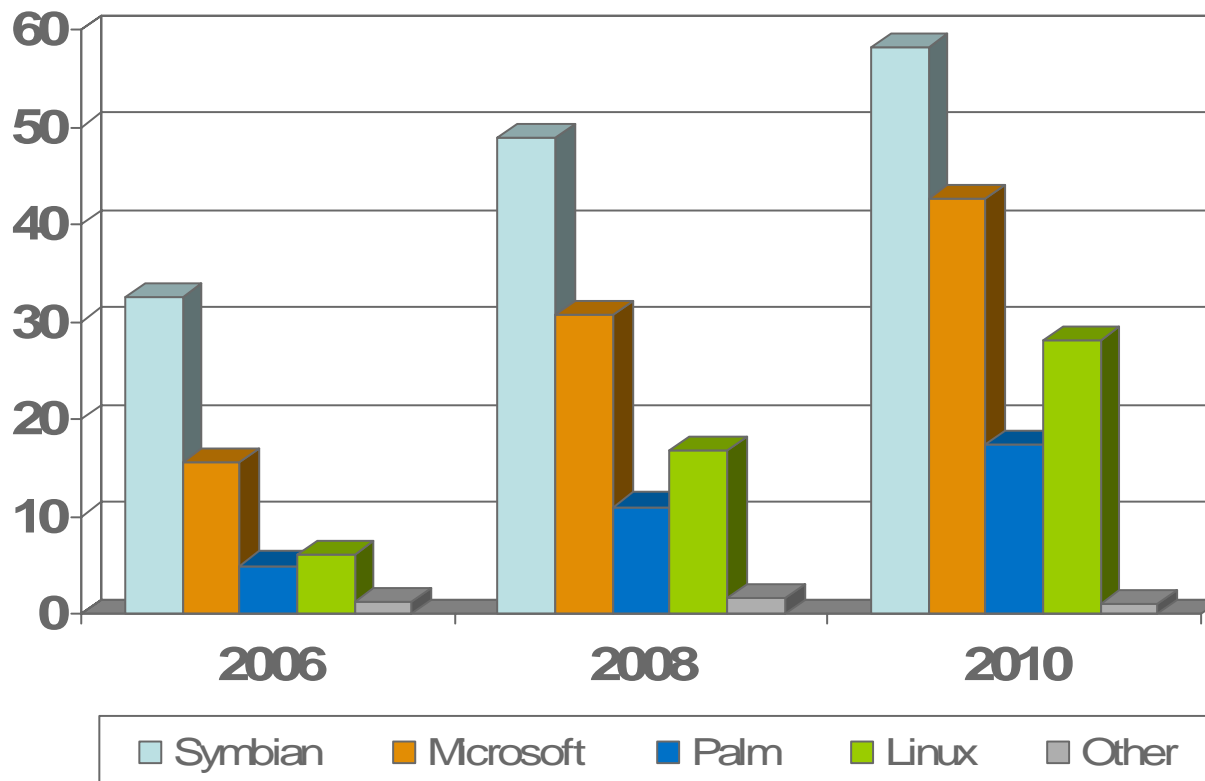
- ❖ One recent study (from In-Stat) showed that the median number of applications that smartphone users have downloaded is only one.
- ❖ Further, ownership of PDAs is twice that for smartphone users as non-users, so the smartphone is clearly not fulfilling all needs.
- ❖ Corporate users are challenged when it comes to integrating mobile devices and applications into their business duties.

## Mobile handset and PDA trends

- ❖ Vendors are building smart devices capable of handling varied applications and services (e.g. Internet browsing, serving as handheld computers, and supporting music, camera, TV and gaming) with performance equivalent to that of earlier desktops.
- ❖ High-end devices are expected to have a large memory footprint, color screen, fast processing and even a hard drive, which will fully stretch their power management capabilities and impact performance.

# Global open OS handset sales (millions) by OS type, 2006–2010

Forecasts through 2010 show Symbian in the lead



Source: Informa Telecoms & Media

# Issues for functional devices

- ❖ Handsets and PDAs use different processing mechanisms than PCs and are based on different technology that performs far less efficiently.
- ❖ Handset devices, no matter how powerful they are, will not attract mass market attention if they are large, heavy and consume a lot of energy.
- ❖ That means that smartphones/PDAs are not the perfect solution for many road warriors and corridor cruisers. In fact, after 20 years in this business, I still just lug around my laptop.

## Panelists

- Kevin Goulet, director, product management, Enterprise Mobility Solutions at Motorola
- Purnima Kochikar, director, strategy and business development-enterprise solutions, at Nokia
- Rob Hoxie, vice president of business development at DataViz
- K. Andrew White, CEO, Route1
- Joe Fabris, director of wireless solutions, at Palm