



Convergence: The Big Picture

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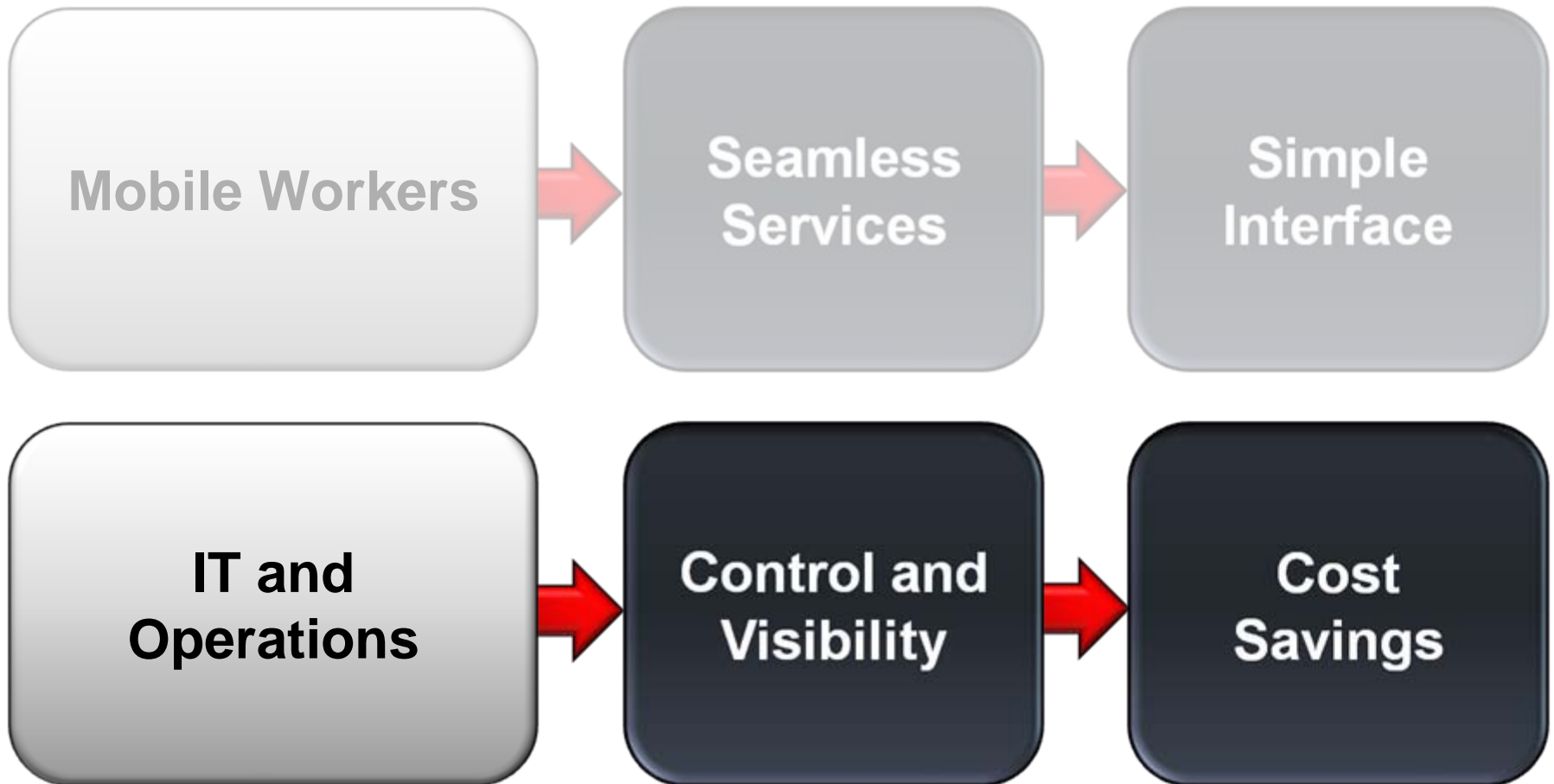
Mobile Convergence – The Drivers

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Mobile Convergence – The Drivers

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Evolution of Mobile Convergence

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NORTEL AVAYA



Enterprise Mobile Convergence

- “Anywhere” voice access
- PBX integration
- Low cost indoor coverage
- Seamless handover to WiFi, WiMAX, etc

Mobile extensions to PBX features

- “Anywhere” voice access
- PBX integration
- Additional costs

Cellular Phones

- “Anywhere” voice access
- No PBX integration
- Additional cost

Proprietary Wireless

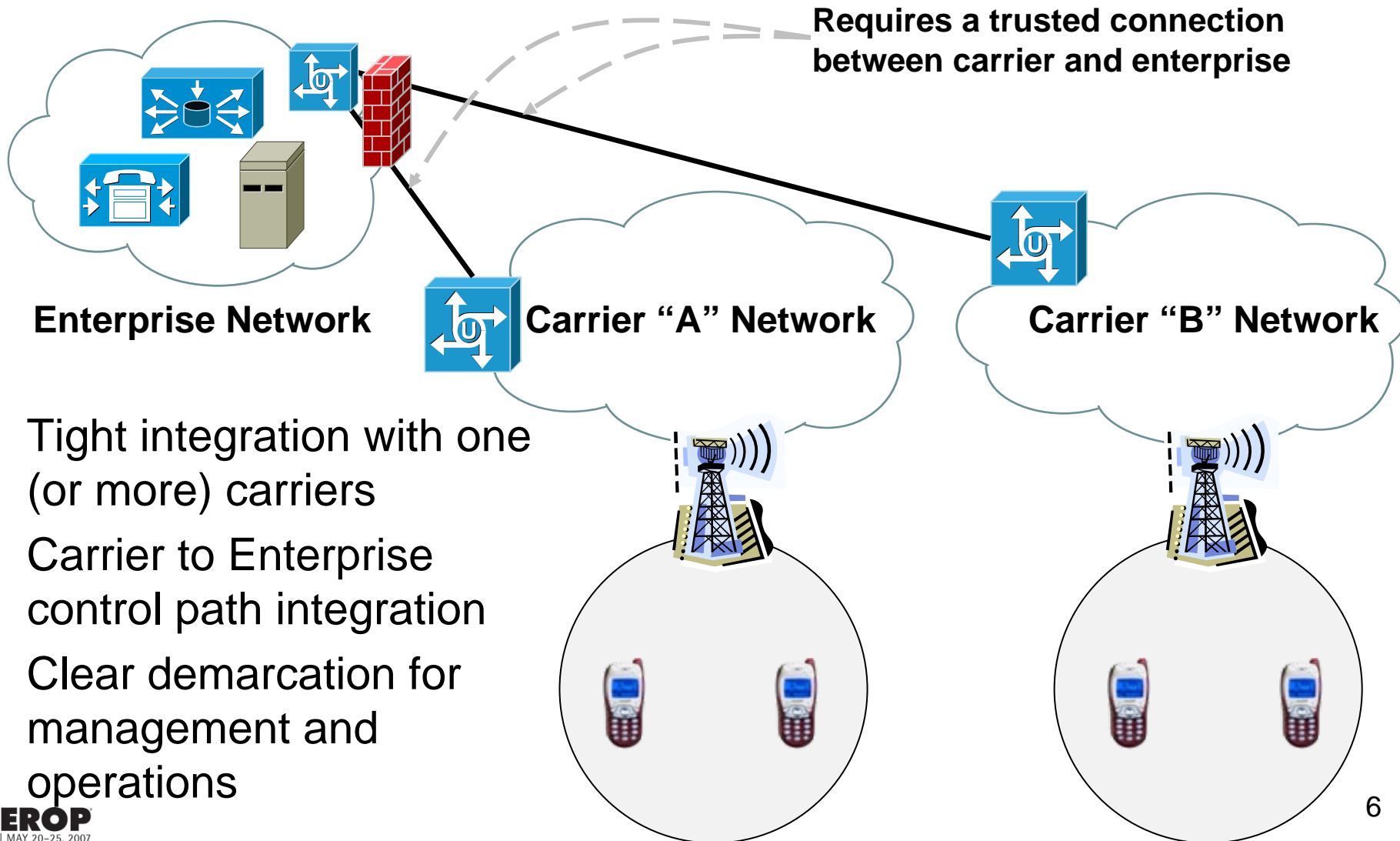
- DECT, 900MHz, etc*
- In-building mobility
 - Some PBX integration



Mobile Convergence Architectures

Carrier-based Solutions

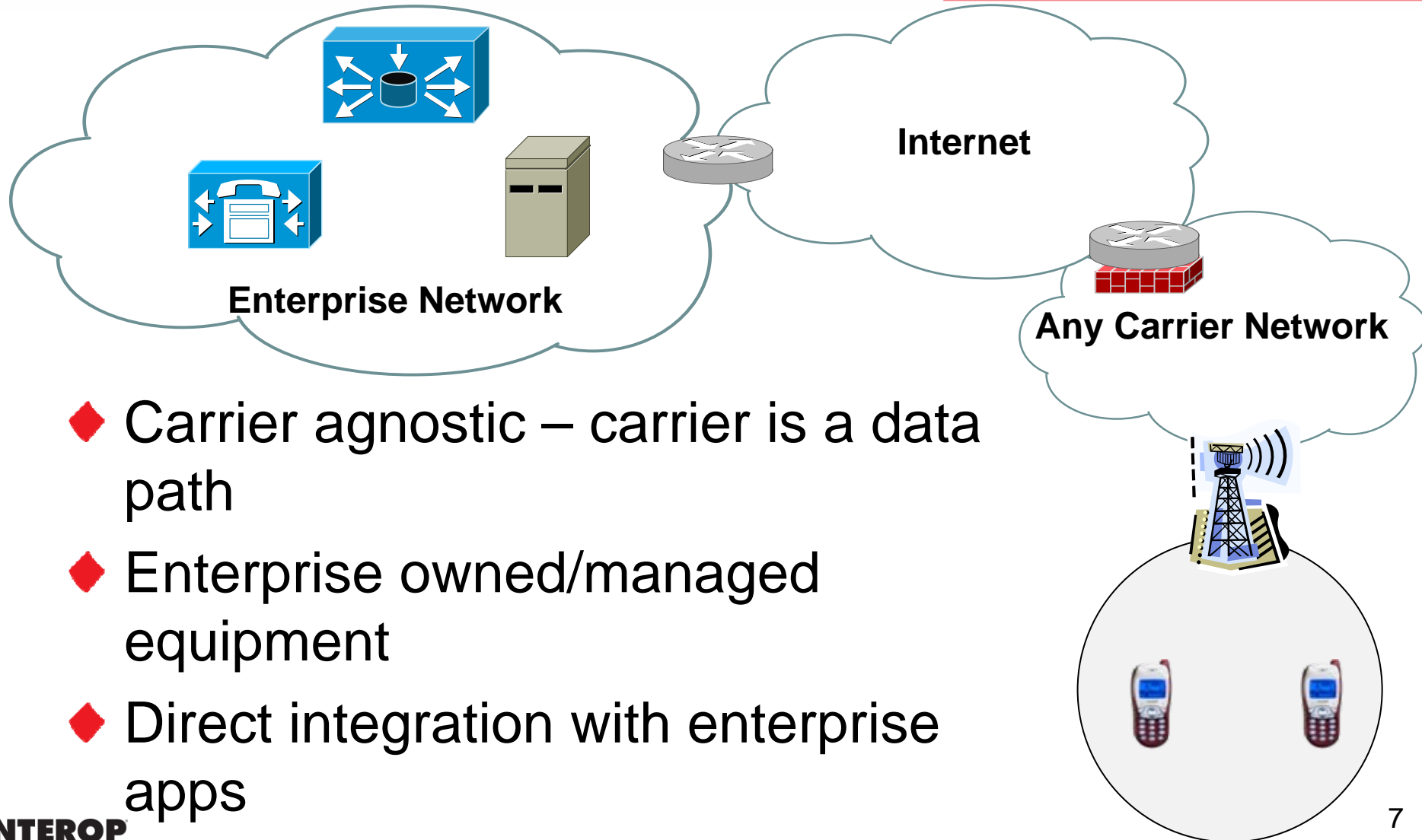
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Mobile Convergence Architectures

Enterprise Managed Solutions

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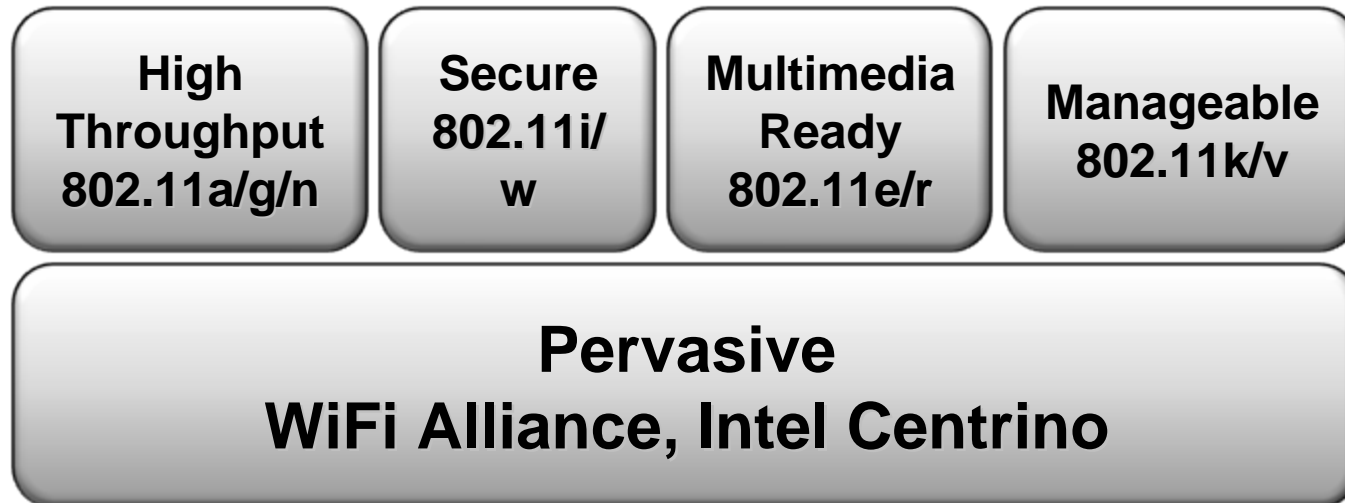
- ◆ Carrier agnostic – carrier is a data path
- ◆ Enterprise owned/managed equipment
- ◆ Direct integration with enterprise apps

Mobile Convergence Architectures

WiFi as a Transport

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◆ WiFi has come along way



◆ A low cost, high bandwidth solution

Summary and Recommendations

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- ◆ Companies are mobilizing, and reaping the benefits
- ◆ Keep end users in mind –
 - ◆ Solution cumbersome to use are **solutions unused**
- ◆ Enterprise architectures provide **maximum control and cost savings**
 - ◆ Focus on solution that provide productivity gains AND expense reduction
- ◆ Select a solution with depth and breadth
 - ◆ Mission specific mobility apps without *at least* a roadmap to other applications are **throw away.**