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Nokia fueling the next phase of Enterprise Mobility Building blocks in place to help businesses transform ad hoc mobility into real business value

Amsterdam, The Netherlands – Nokia (NYSE:NOK), the world leader in mobile communications, today showcased its recent momentum in fueling the next wave of enterprise mobility. Speaking at the company's annual investor and customer events in Amsterdam, Mary McDowell, executive vice president and general manager of the Enterprise Solutions division of Nokia, discussed the company's strategic initiatives to help businesses move from opportunistic point solution purchasing to more strategic mobility deployments.

"Unlike other IT elements, mobility is personal and often enters organizations through end user demand," said McDowell. "But few companies today have taken a strategic or holistic approach to supporting their mobile workers and protecting remote assets. Nokia believes that with our products and solutions, we can fuel the next wave of development toward an inflection point where companies begin to transform ad hoc mobility into real business value."

McDowell identified four building blocks that Nokia has identified as necessary to drive next phase of enterprise mobility and the maturity of mobile solutions for business, and that Nokia is taking to address these needs :

- *A multi-channel distribution ecosystem, leveraging the unparalleled scale of Nokia to access end users and enterprises*
- *Open and extensible mobileware, highlighting the multi-device support of Intellisync platform from Nokia and the ability to mobilize applications beyond mobile email*
- *Reduced economic barriers, for example cost savings for IT departments when deploying Nokia device management solutions*
- *Uncompromised devices, with the Nokia Eseries, offering both productivity and personal appeal to the user*

"In order to get to the next phase, Nokia believes strongly that a key driver is not only a phenomenal user experience, but a seamless mobility experience no matter the task," said McDowell.

During her speech, McDowell highlighted key successes and Nokia momentum relating to the four building blocks, including:

Multichannel Distribution Ecosystem

Nokia has established a multichannel distribution ecosystem to reach end users and enterprise customers through both operator and IT channels – the preferred and trusted channel of businesses. Since October, more than 370 partners have joined the new Nokia for Business Channel Program giving Nokia access to more than 20,000 outside salespeople in more than 140 countries. Among this global network of channel partners, representing expertise in business voice, mobility and security, approximately 50 percent are also Cisco, Alcatel or Avaya partners and approximately 30 percent are Microsoft partners.

Intellisync Mobile Suite from Nokia

Offering unmatched multi-device support, Intellisync Mobile Suite from Nokia is the No. 1 "white label" email solution, with more than 21 new operator wins since the acquisition of Intellisync in February. Nokia has sold more than one million user licenses to date. More than 4,000 Intellisync servers have been installed for 2,500 enterprise customers, attracted by the ability to mobilize more than just email.

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As an example of commitment to multi-device support, Nokia recently announced expanded support within its Intellisync Device Management solution for managing Microsoft Exchange ActiveSync settings on the Nokia Eseries business device range and Windows Mobile 5.0-powered devices such as Palm Treo and Motorola Q. Intellisync Mobile Suite from Nokia now supports all Nokia Eseries devices and more than 100 competitor devices.

Recent Wireless Email customer wins include TietoEnator, a large IT service provider doing business in 27 EMEA countries; Orange Business Services – a business communications arm of the France Telecom Group; ACG –North American carrier Group and EPUSH –an independent international provider of value-added mobile services.

Nokia Eseries Business Devices

Ranged by more than 160 operators around the world, Nokia Eseries business devices continue to grow in distribution and popularity. In EMEA, Q2/Q3 volumes for Nokia Eseries “qwerty” devices outpaced the two closest competitors combined. Globally, more than 1.6 million Nokia Eseries business devices have been sold to date, and the Nokia E62 – the first Nokia Eseries business device for the U.S. market - became available in September. Nokia Eseries business devices continue to receive industry accolades, recognized for their ease of use, innovative design, superior voice quality, security and management, long battery life, superb screen and support of the most popular email packages.

“The Nokia E61 is the perfect device for us to keep in touch with the business while on the go. As a legal firm specializing in insolvency, we are often in the customer’s premises and continuous updates via phone or email are essential. We have started with ActiveSync and want to use a stylish, professional looking device which offers us flexibility on future email solutions, and the Nokia E61 meets that need,” said Christian Krause, Attorney at Brinkmann & Partner.

Security

Nokia continues to see strong, steady growth in its security business. Working together with Check Point, Nokia is the industry’s No. 1 firewall/VPN provider in the medium to large enterprise segment. With more than 22,000 customers and an installed base of more than 250,000 appliances, Nokia security solutions are in place at 92 of the global Fortune 100 companies. The newest additions to the Nokia IP Security portfolio – the Nokia IP560 and Nokia IP390 – offer significant price/performance advantage over competing solutions. The Nokia IP560, for example, demonstrates two-to-three times the performance of competing products at half the rack space and lower cost. What’s more, Nokia IP390 is quickly becoming a flagship platform for security managed services among Nokia’s global channel because of its leading price/performance and turnkey manageability.

Building on its success in the appliance market, Nokia now offers an industry-leading Intrusion Prevention solution from Sourcefire. As companies adopt more wireless technologies, Nokia Intrusion Prevention integrates threat, end point and network intelligence to keep pace with relevant security threats as the network perimeter dissolves. Best yet, Nokia brings global support and reach to this innovative product line.

In addition, Nokia adds its first wireless-enabled security appliance, Nokia IP60, a cost effective option for remote and branch offices. IT can choose to implement firewall, VPN, Anti-virus, web security, and intrusion detection capabilities that integrate into centralized security management tools. The end result is fast and easy deployment of enterprise-grade security to reduce costs and complexity for locations with limited staff.

For more information about Nokia business mobility solutions, visit www.nokia.com/business.

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About Nokia

Nokia is a world leader in mobile communications, driving the growth and sustainability of the broader mobility industry. Nokia connects people to each other and the information that matters to them with easy-to-use and innovative products like mobile phones, devices and solutions for imaging, games, media and businesses. Nokia provides equipment, solutions and services for network operators and corporations.

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