



AGITO
networks

Your Enterprise. Mobilized.

Evolving Mobility With Unified Communications

Pejman Roshan

VP, Marketing and Co-Founder





One View on UC

“The largest single value in UC lies in its ability to reduce human latency within corporate processes and improve a business’ ability to respond and be agile.” – Bern Elliot, Gartner



UC provides enterprise workers a choice in how best to communicate

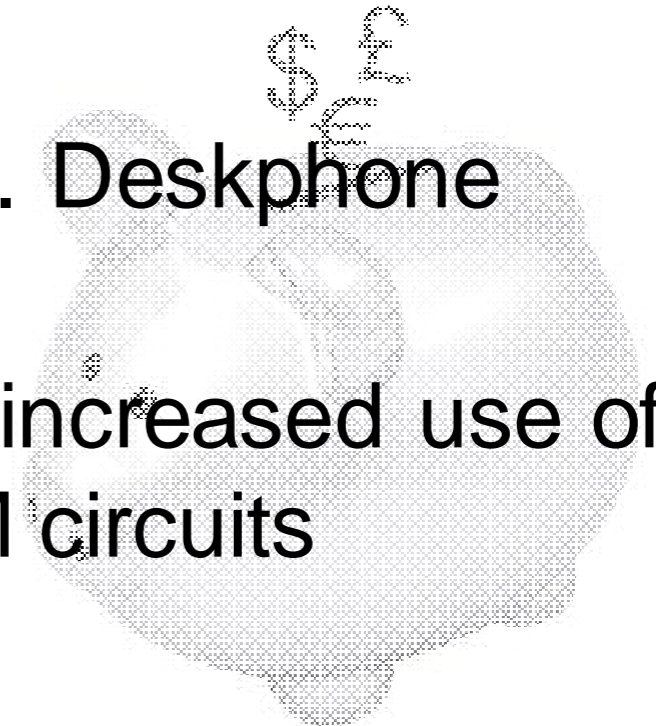
Business Drivers for UC

Productivity

-  Device Convergence – “PC acts like a phone, and the **phone acts like a PC**”
-  Instant Collaboration and Communications – Efficiently engage with **remote** and **mobile** workers

Cost Savings

-  Reduced Infrastructure Costs – i.e. Deskphone reductions
-  Reduced OpEx – Reduced travel, increased use of IP/broadband connections vs TDM circuits



UC without Mobility is Incomplete

Key Facts:

- Smart phones are the fast growing segment of mobile devices
- > 30% of enterprise workers rely on their mobile phone as their primary phone
- Enterprise workers spend 50% their time away from their desks
- Cellular expense accounts for 25% of telecom costs – and is growing

The Mobility Challenge

Mobile UC is an ecosystem solution

-  Infrastructure + Handset + UC Applications
-  Carriers!

Early Solution Challenges:

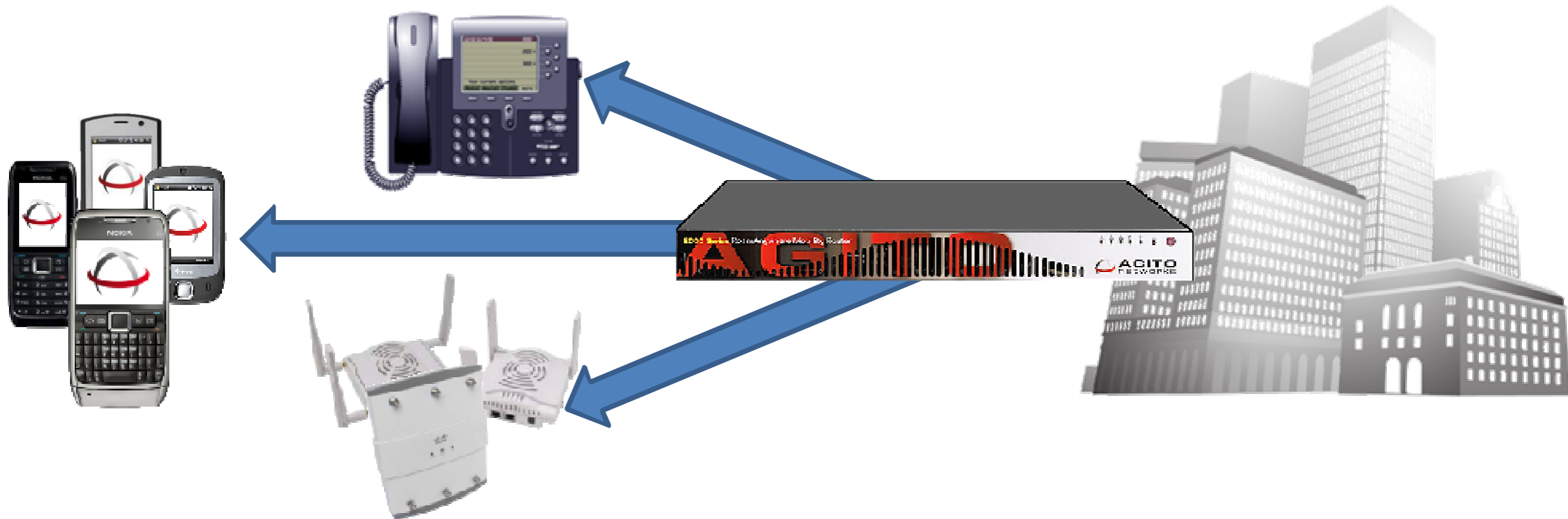
-  Usability
-  Device Support
-  Infrastructure Breadth



Agito Delivers Enterprise Cell/WiFi Convergence



The Agito RoamAnywhere Mobility Router Securely **Fuses** WLANs, IP Tel/UC, Cellular and Location



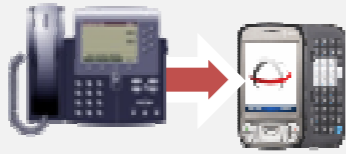
The Agito RoamAnywhere Mobility Router Enables:

- High-Quality, Low-Cost In-Building Coverage
- Drastically Reduced Cellular Costs
- UC Applications on the Smartphone
- A more agile and competitive workforce

Agito Solution Architecture

A strong Foundation enables the Applications

Applications



Mobile Voice & Mobile PBX



Mobile Presence and IM



PTT & Alert-Messaging APIs



Mobile Video and Telepresence



Network Abstraction



End – to – End Security

<100ms, Automatic Handover

Flexible, Robust Policy Framework

Mobile Networks



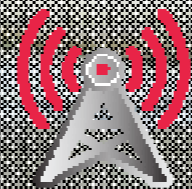
Enterprise



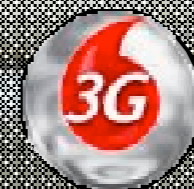
Home



Public



Cellular



3G Cell



WiMAX



3GPP LTE

Enterprise/Private Networks

Public Networks



AGITO
networks

Your Enterprise. Mobilized.

Agito and Nokia Success Stories



Anthony Marano Company





Industry Segment: MFG/Warehousing





“Customers rely on the ability to reach us when they call, and for us to have the right product at the right time for the right price for them. If not, they will go elsewhere.”

- Chris Nowak, CTO

Business Drivers

-  Enable sales/purchasing to function anywhere
-  Reduce Order/Purchase Delays

Solution Overview

-  Nokia e71, e51, and e65 smartphones
-  Intellisync Device Management
-  Agito Networks RoamAnywhere Mobility Router
-  Avaya Communications Manager



Dartmouth College





Dartmouth





Industry Segment: Higher Education

*"We are planning to cut our cellular expenses by 50%."
- David Bucciero, Director of Infrastructure*

Business Drivers

-  Broad coverage for mobile calls campus wide
-  Reduced cellular expense

Solution Overview

-  Nokia e71 and e51 smartphones
-  Agito Networks RoamAnywhere Mobility Router
-  Aruba WLAN Infrastructure
-  Cisco UCM 6.1





AGITO
networks

Your Enterprise. Mobilized.

Agito
Differentiation
and Innovations



Broad Ecosystem Support

Broad PBX/UC Support



Broad WLAN Support



Broad Smartphone Support



Nokia E71



Nokia E66



Nokia E61i



Nokia E65



Nokia E90



Nokia E51



Nokia N96



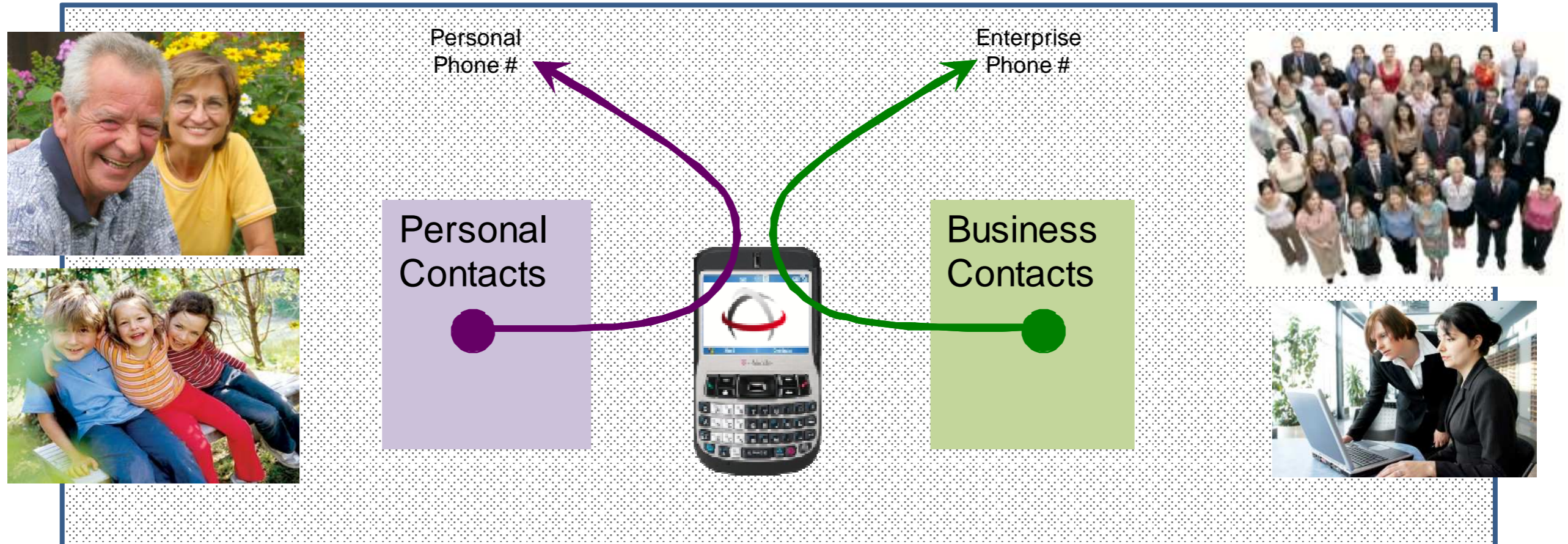
Nokia N95



Nokia N95 8GB



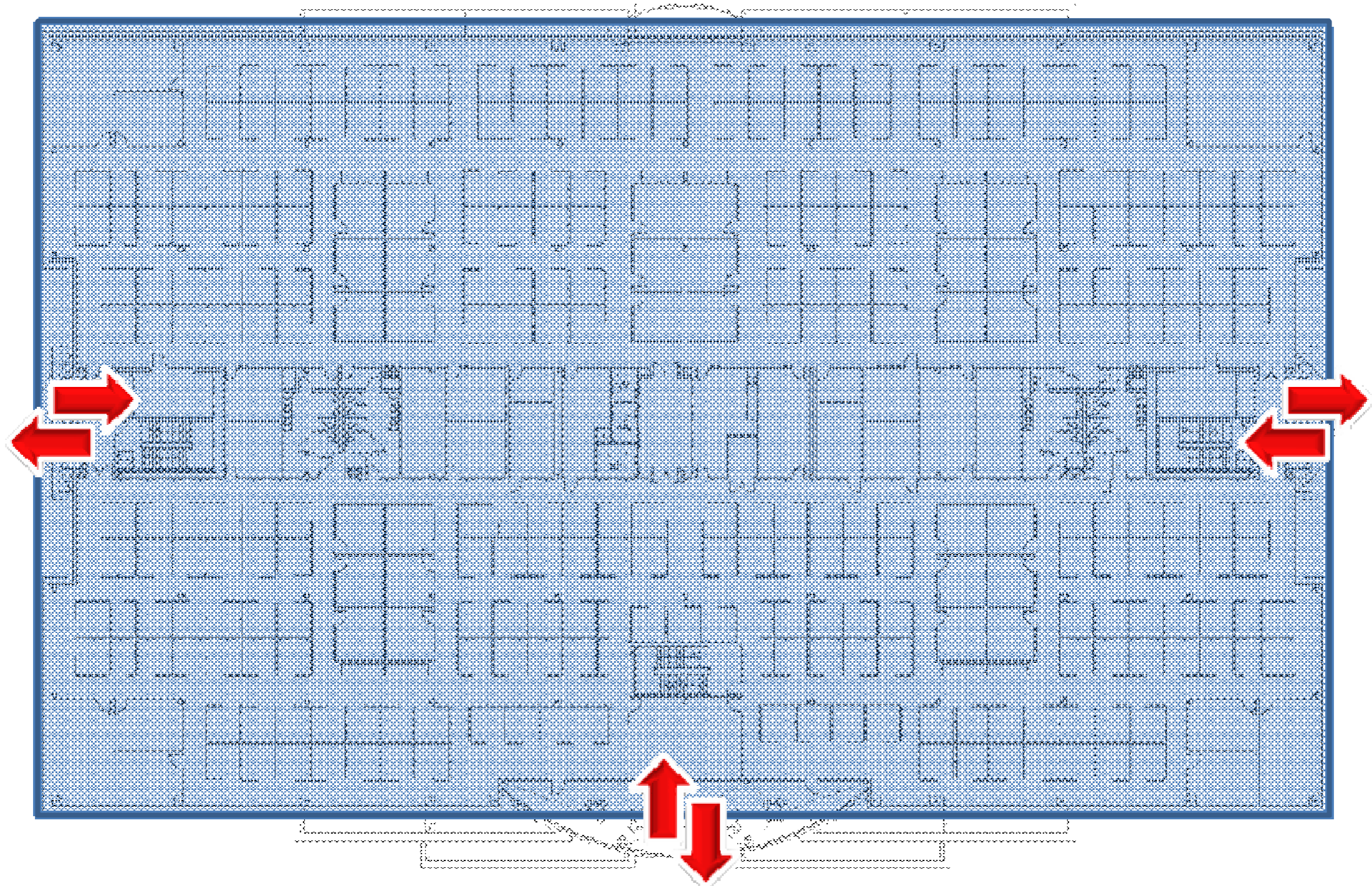
RoamAnywhere Dual Persona™



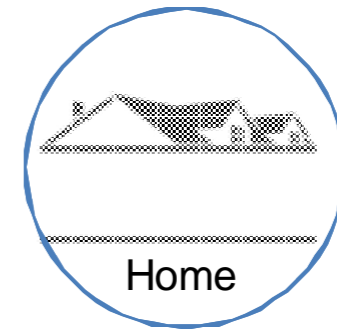
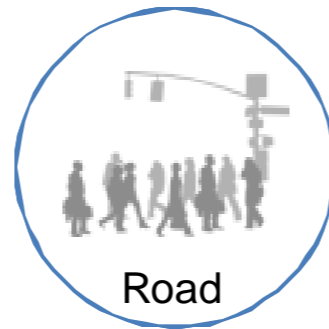
- Desk phone features in “Work Persona”
- Personal contacts for “Personal Persona”
- Active Management of Two Personas
- Maintain Separate Personal & Enterprise Voicemail





Agito's Fast, Automatic Handover

Goal: Keep "Inside "Calls on In-building WiFi when possible

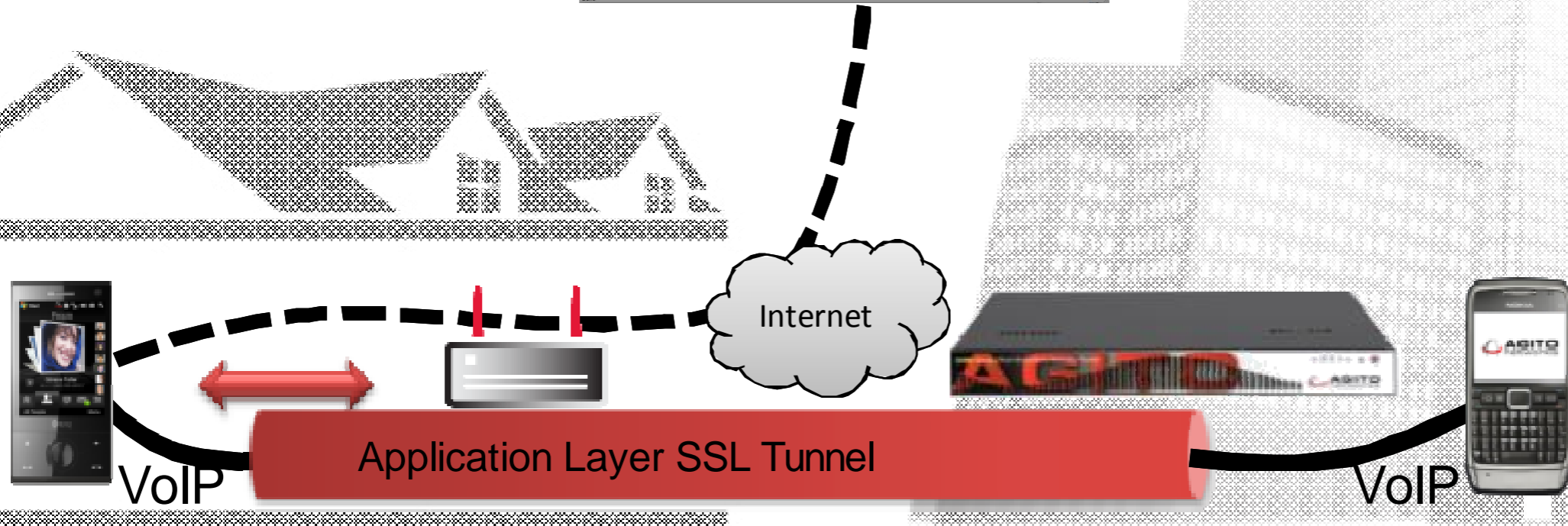


What Can Location Enable?



-  **Deep Battery Savings**
-  **Least Cost Routing Call Routing Based on User Location**
-  **Location-based Calling Rules (e.g. call screening)**
-  **Encryption Level of Voice Traffic**

Secure Remote Voice



Secure – Tried and True SSL

Simple to Use – SRV is Transparent to Users

Deployment Flexibility – Policy based

Simple to Deploy – Uses Well Known Firewall Ports

Agito and Nokia Mobilize UC



- ❖ **Nokia delivers Enterprise-grade Smart phones**
- ❖ **Agito Integrates Mobiles Into the Enterprise Infrastructure**
- ❖ **Agito Mobilizes Enterprise Existing UC Applications**



AGITO
networks

Your Enterprise. Mobilized.

Questions?

