



**Nokia Siemens
Networks**

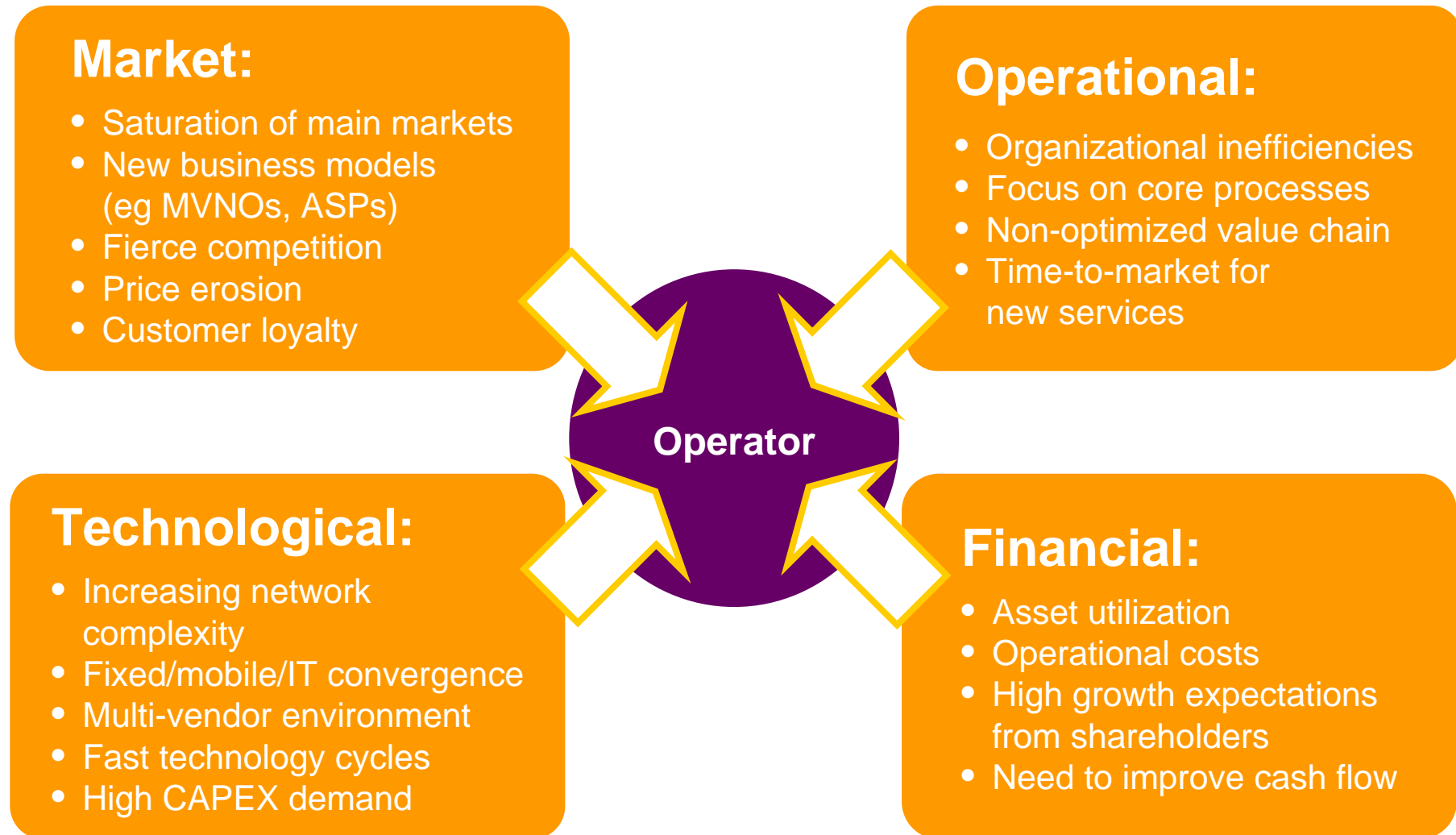




Outsourcing

**- A strong partnership with operator
that deliver unique, long-standing value**

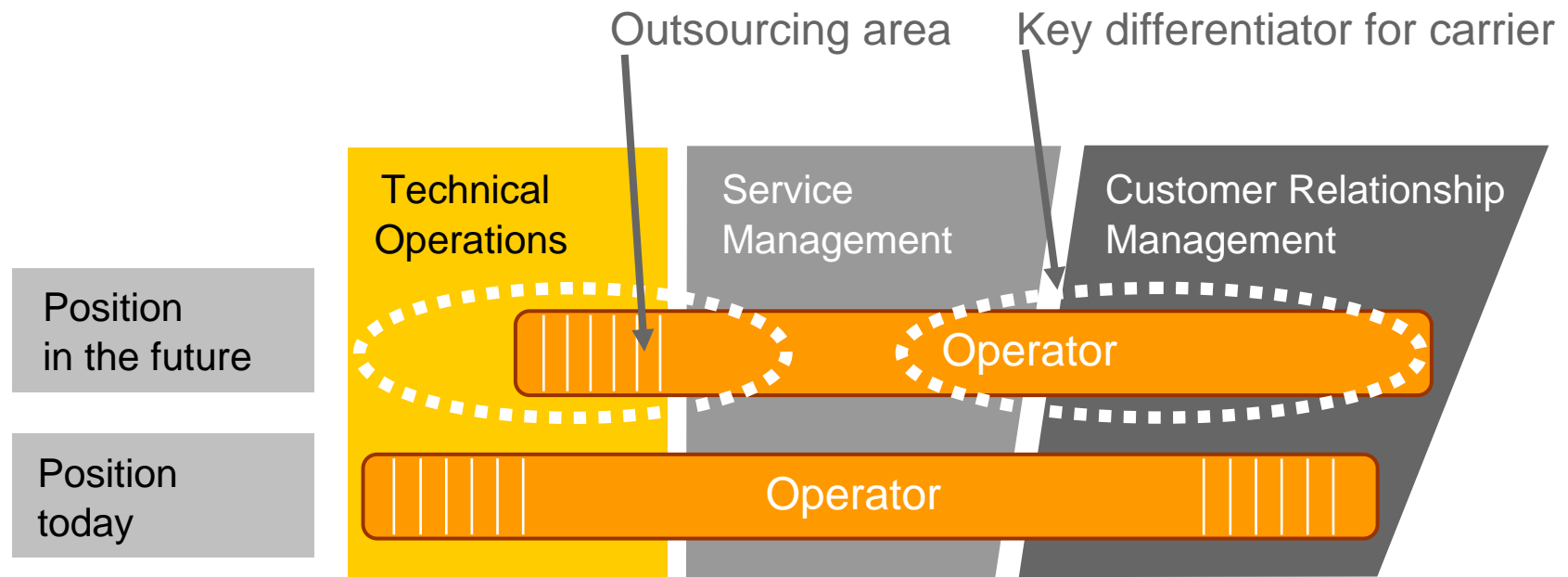
Challenging developments for operators



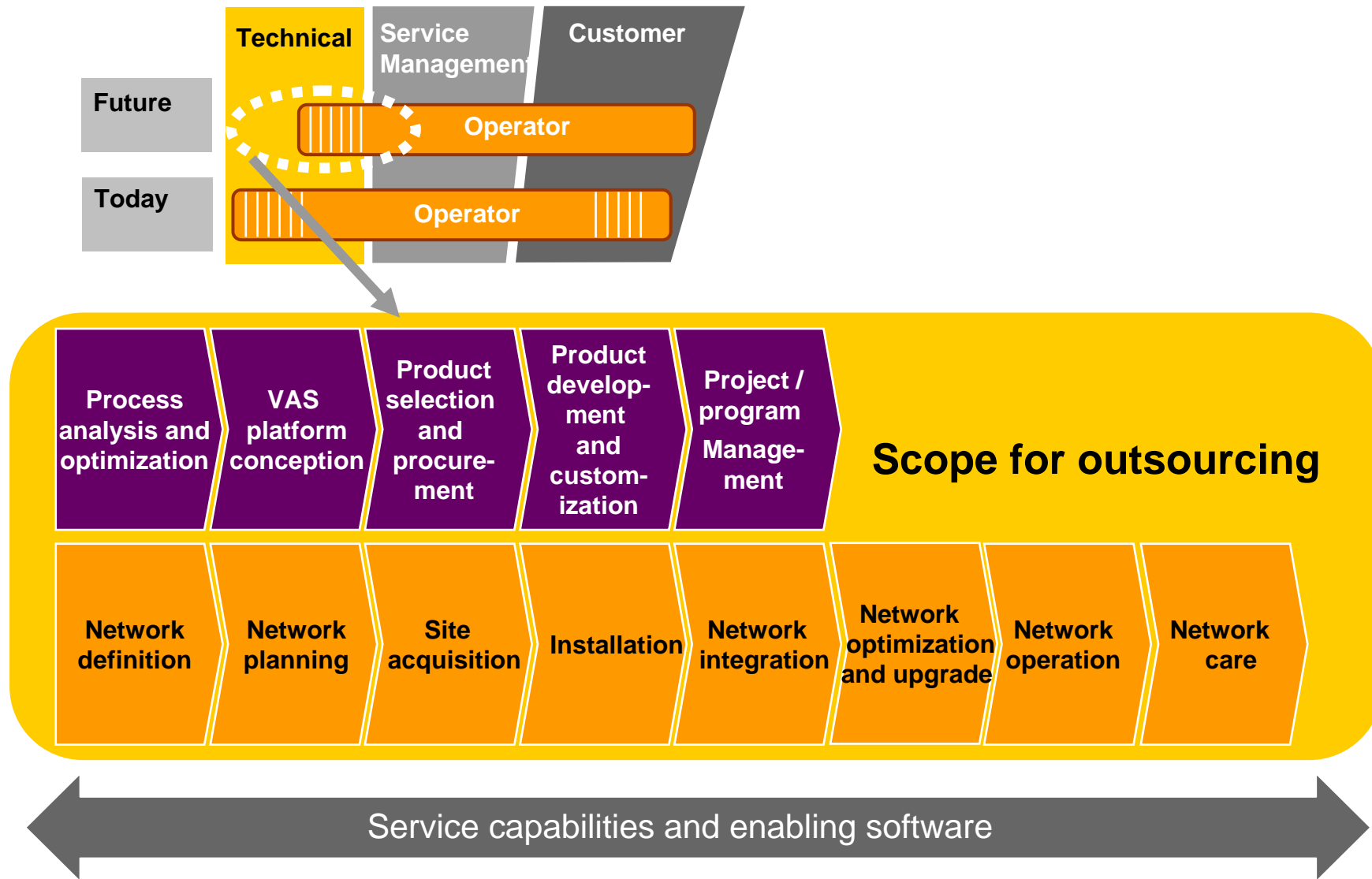
Operators are re-thinking their value chain

To tackle the challenges, operators need to...

- Reconsider their strategy and position
- Consider new solution alternatives to their business challenges



Where our outsourcing capabilities can help



Enjoy our value-boosting operational efficiency and quality while simultaneously improving financial performance

Our value

Managing complexity

Increasing competitive edge

Improving efficiency

Sharpening business focus

How is this value achieved?

Technology managed with OSS

Networks & new services optimized and released quickly

Telecoms re-engineer processes & share best practices

Proven outsourcing partner enables core business focus

Customer benefits

- Enabling new growth with improved top line
- Efficient technology introduction
- Continuous improvement of network and service quality
- Streamlined processes
- Improved cost base and cash flow

Ingredients of a win-win relationship

Working as a team

- Ensure joint goals and high level relationships
- Set up efficient governance to implement joint processes for planning, transition, measurement, escalation, change management etc.
- Display trust – success is delivered together

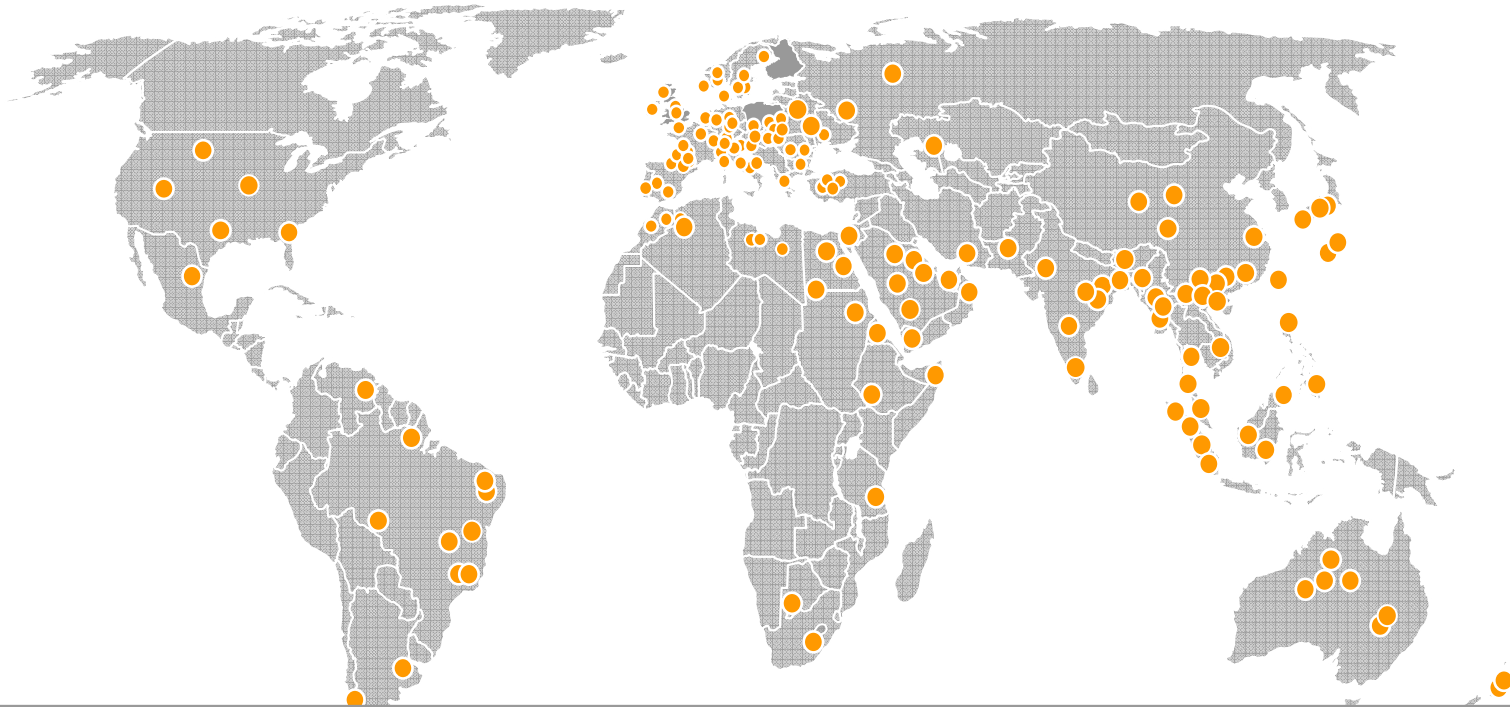
For the operator

- Clear understanding of business scope
- Allow managed service partner to build economies of scale

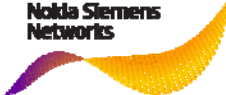
For the outsourcing partner

- Fully integrate outsourced activities and people into company processes
- Build in flexibility to the scope

Managing networks that together serve close to 80 million subscribers worldwide



Our proven track record with jointly more than 160 managed services and outsourcing contracts globally is one of the strongest reference portfolios in the market.



Why choose Nokia Siemens Networks as an outsourcing partner?

Comprehensive and innovative service portfolio realizes the full value of outsourcing to manage change, enhance services and sharpen business focus

20 years of expertise and success in running fixed and mobile networks, plus unrivalled technical, engineering and operational know-how stretching back 150 years

A truly global player:

- Managing networks that altogether serve 80 million subscribers worldwide
- Jointly more than 160 outsourcing contracts globally
- Delivering OSS jointly to over 300 customers worldwide
- Providing solutioneers capable of implementing solutions worldwide



Thank you