



PUERTO RICO
TELECOM
CONFERENCE 2011
THE NEW FUTURE

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Mobility...Changing the Operation of a Company

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What's Driving Business Demand?

The need to ...



Go Global



Go Virtual



Go Mobile

Leveraging Technology

To Drive Performance.....

“What benefits has your firm experienced as a result of deploying mobile applications?”

Top Two Benefits	
Increased worker productivity.....	75%
Increased employee responsiveness and decision-making speed.....	65%

Source: Forrester Enterprise And SMB Networks And Telecommunications Survey

.....and Reduce Time/Costs

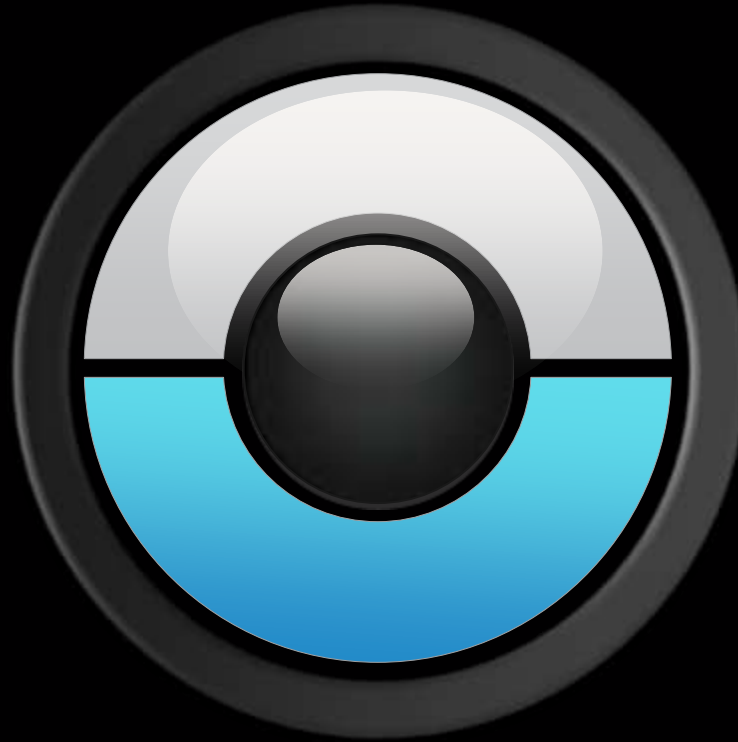
Contrasting Cloud based delivery models to Traditional delivery model metrics

Type of Service	% Change
Testing cycle time	↓ ~70% (11 days to 3 days)
Deployment of client /server ERP system onto a cloud delivery system	↓ ~90% (42 days to 4 days)
Deployment of sales force automation	↓ ~90% (\$3M to \$250K)
Server consolidation via virtualization	↓ ~85% (~1.1K to 150 servers)

Source: IDC Industry Development and Models Dec. 2010

What does this really mean?

A world of **possibilities** for businesses



Mobilize Everything



People



Priority to **support Mobile Apps** for Out-of-office workers up from 35% in 2009 to **46%** in 2010

Forrester: Ent. & SMB Netw. And Telco Survey, 2010

Process



19% plan to adopt **mobile process applications** (logistics, inventory management, supply chain)

Assets



Worldwide M2M Shipments growing from 33M in 2010 to **106M** in 2015

ABI Research: M2M Market Data

Enabling Real Time Event Driven Interactions

Sense 

Analyze 

Respond

Mobility Advantages

- Mobile Fleet Management
- Wireless Forms
- Sales Force Automation
- Telemetry
- Secure Video Streaming

If it's not nailed down, it's mobile, and if it's mobile someone probably needs to know where it is™



Facing Clear Technology Shifts and Challenges

56% of Enterprises supporting **BYOD**

Source: Forrester Enterprise & SMB Network And Telco Survey, 2010;
"Managing Mobile Complexity" Forrester Research Inc., October
28, 2010

8,000% mobile data increase over last
four years (AT&T)

Application downloads will exceed **17**
billion in 2011

Gartner January 26, 2011 Release

Enterprise **smartphone penetration** increased
59% to 73% ('09-'10)

1000+ Employees, TNS Business Wave Program 2010

43% rate smartphone security
as "high" concern

Forrester Mgd Mobile Computing Complexity 2010

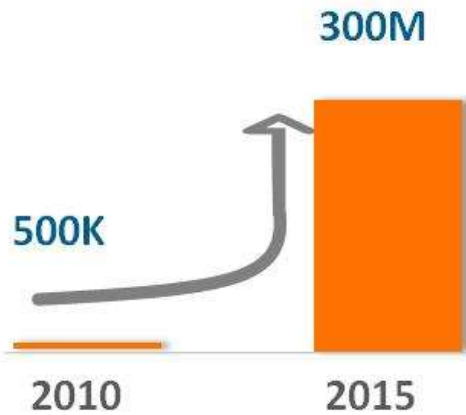
45% cite managing or implementing
mobile enterprise **apps** as top **2011 priority**

Sybase survey 1/12/11

Opening the Door for New Applications



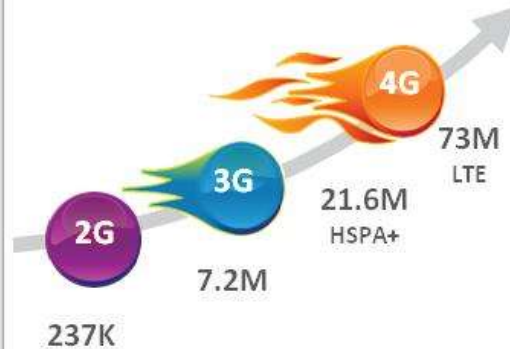
Worldwide LTE Subscriber Growth



90% from North America, Western Europe, and Far East/China

Source: Juniper Research

Increasing Speeds



Representative speeds only, actual speeds vary

Enabling Data Intensive Applications and Multi-media experiences

- Highly secure mobile endpoint to your MPLS VPN
- Differentiated QoS
- Mobile access to Hosted/Cloud based virtual desktop applications
- “Mobilization” of Unified Communications
- Mobilizing video & high bandwidth solutions

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THANK YOU!

