EVOLUTION TOWARDS ALL-IP IN CORE AND BACKHAUL NETWORKS

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KEY MESSAGES

› IP Networking – a set of major markets shifts
  – Device and Application triggered
  – Implications on required network performance

› A focused portfolio of enabling solutions
  – Mobile Backhaul – High capacity aggregation
  – Service aware Charging & Control – New Business models
  – Converged Packet Gateways – Leading the way at the edge
  – Mobile Packet Backbone – Pre-integrated for global leverage
  – Deep Fiber Access – Fixed Broadband with HD capabilities

› A set of successful operator implementations
  – IP, Backhaul & Packet Core
  – Access & Optical
A NEW ERA OF UNPRECEDENTED SCALE...
IP & BROADBAND - PERFORMANCE SHIFT

- **Broadband Access**
  - Provide complete portfolio for fixed & mobile broadband access platforms

- **Packet Transport**
  - Provide converged packet transport solutions for mobile backhaul & metro Ethernet

- **IP Edge/Packet Core**
  - Provide industry-leading Packet Core/Evolved Packet Core & converged IP Edge solutions
MOBILE BACKHAUL

Upgrade ready  Cost efficient capacity scaling  Verified e2e
SERVICE AWARE CHARGING & CONTROL

› Fair usage policies to free up capacity

› Address new revenue sources; Premium services

› Bill shock prevention
Converged Packet Gateway

- Converged or mobile networks
- LTE and non-3GPP (w/PMIP)
- GSM/WCDMA Interworking
- CDMA Interworking

Fixed Edge
- Industry-leading multi-service edge software

Mobile Edge
- Industry-leading 3GPP mobile edge software
MOBILE PACKET BACKBONE

UP TO 50% COST SAVINGS

Testing Cost
Installation Cost
Design Cost
Vendor Management
Equipment Cost

Piecemeal Systems Integration
MPBN

Up to 50% cost savings
DEEP FIBER ACCESS SOLUTION

IPTV NETWORK INFRASTRUCTURE

MOBILE BACKHAUL

ENTERPRISE COMMUNICATION

GPON, POINT-TO-POINT VDSL2

PASSIVE EQUIPMENT

PROFESSIONAL SERVICES

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REFERENCES: IP, BACKHAUL & PACKET CORE

IP, BACKHAUL, PACKET CORE

CHINA

All 3 major Chinese Operators
IP/MPLS Routing: BRAS, MSER, MPBN site router applications
Products: SmartEdge
Proof Point: 50% year over year growth across mobile & fixed applications

TURKEY

Avea
Mobile Backhaul: Optical Microwave backhaul for HSPA mobile broadband
Products: OMS 1410 & MINI-LINK
Proof Point: Provide high capacity mobile backhaul for 12 million subscribers across Turkey

AUSTRIA

Telekom Austria
IP Transport: IP-based optical & microwave backhaul
Products: MINI-LINK and Optical products
Proof Point: IP-transport for 8 country upgrade to high speed mobile broadband service

SWEDEN, NORDIC, BALTICS

TeliaSonera
LTE/EPC: Evolved Packet Core
Products: Converged Packet Gateway
Proof Point: Exclusive contract to provide EPC in the LTE rollout in 7 countries
REFERENCES: ACCESS & OPTICAL

UNITED STATES
AT&T
FTTx: Home, Curb, Node
Products: GPON, VDSL2, OSP
Proof Point: named Wireline Access Domain Vendor

CHINA
China Mobile
FTTx: Fiber access for residential, business can cell site applications
Products: GPON
Proof Point: Mobile backhaul with GPON & economical MDU solutions offering voice and HSIA services

AUSTRALIA
Telstra
WDM: 10G & 40G DWDM
Products: MHL 3000
Proof Point: 3500 optical nodes across Australia; 10G, 40G & 100G in service

SPAIN
Telefonica
WDM for IPTV: DWDM
Products: MHL 3000
Proof Point: DWDM metro rings to distribute IPTV signals across nation-wide IP infrastructure
SUMMARY
LEADING THE WAY TO ALL-IP

Ericsson is leading the next generation of Converged IP networking, building on our existing mobile strengths.

The Mobile Broadband Internet will unify policy control, management & fixed & mobile services.

Ericsson’s has unique differentiation in its end-to-end Converged IP & Broadband Solutions.

Ericsson has proven experience implementing effective network transformation to all-IP.