



## **Customers and Channel Partners Comment on the benefits of the Mobile Business Solution from Cisco and Nokia**

### **Tifco Hotels**

“For the last couple of years, as a hotel group, we’ve invested quite significantly in a sophisticated IP infrastructure, and the Mobile Business Solution from Cisco and Nokia takes advantage of that existing infrastructure,” stated Gerry Martin, group IT manager, Tifco Hotels. “We’re currently using a mix of Nokia E61i, Nokia E65 and Nokia E51 devices at three of our hotels, together with Cisco CallManager and we’re looking to roll it out at Clontarf Castle in the near future.”

### **The University of Arizona**

“We are a leading public research university producing more than \$530 million in annual research, and we are a diverse community of people who thrive on innovation and collaboration,” said Tom Magrini, assistant director of Network Services, University Information Technology Services (UITs), The University of Arizona (UA), which will offer Nokia Eseries smartphones as a standard voice offering. “The Cisco-Nokia solution allows the UA to take advantage of our campus-wide Cisco Unified Wireless Network to provide single-number reach while saving on cellular costs by routing calls through our Cisco Unified Communications Manager. With over 186 buildings across a 378-acre campus, a dual-mode cellular and WiFi solution allows UITs to deliver voice services to areas where cellular coverage is problematic. The Cisco-Nokia solution is a major component of UA's future Unified Communications strategy and we view Nokia Eseries smartphones as a potential desktop phone replacement to enhance both mobility and productivity.”

### **Dimension Data**

Dimension Data, a leading global Systems Integrator, is deploying Nokia smartphones with their Cisco Unified Communications and Unified Wireless Network infrastructure. “We have seen

improved productivity, reduction in business processes latency and cost savings from this solution and look forward to helping our clients similarly benefit from integrated mobility within a unified communications environment,” said Craig Leveux, group general manager, Converged Communications for Dimension Data.

## **Telindus**

“By joining forces with Nokia and Cisco, Telindus now has the opportunity to extend desktop applications and security out to the mobile device, responding to customer demand,” commented Mark Hutchinson, UK managing director at Telindus. “With unified communications, employees have the ability to be more efficient and increase their productivity whilst 'dead time' and costs are reduced.”

## **Touchbase**

“Touchbase sees the tight development relationship between Cisco and Nokia as hugely exciting for the clients that we work with. The ability to make the mobile device a cohesive part of the corporate network, while achieving sizeable cost and user benefits, is extremely appealing. Our clients are increasingly becoming distributed in various locations and mobile, so Touchbase’s relationship with Cisco and Nokia in bringing this solution to them will make a major difference to their operations,” said Riordan Maynard, chief executive officer, Touchbase.

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