

Starent Networks Corporation

Next Generation Service Opportunities

CDMA2000: A platform for advanced services in Latin America

May 27, 2004

Starent Networks

Success To Date



- Shipping market leading packet-based platform product
- Only product integrating voice and data services
- Leader in Next Gen CDMA data market
- Highly experienced and innovative team



Evolution of Mobile Communications

Revenue recognition through minutes of use

1999



Voice centric
Voice becoming commodity
Profit pressure

2004



Revenue recognition through value of services

Beyond

Enhanced voice and data services

- Voice Instant Messaging
- Push to Talk
- Video phone
- Interactive gaming
- Video messaging

Increased profits

Service Convergence

Three Layers of Communications



VIDEO

Video Telephony Video Messaging Video Streaming Video Conferencing



Network Gaming



DATA

Messaging SMS VoIP Push to Talk
EMS MMS



Internet WAP Push



VOICE

Telephony Voice Mail PTT Speech Recognition VAD Command & Control TTS



VIDEO
DATA
VOICE

Multimedia service delivery

Group video conferencing

PTT/PoC

Content & search

Push services

Multimedia messaging

Voice conferencing and chat

Interactive gaming

Many others



. . . how to best **increase profitability**?

. . . must **improve ARPU**?

. . . launch more **compelling services**, now!

. . . **billing flexibility** for the services and users?

. . . contain **OPEX** and reduce **CAPEX**?

. . . address **customer satisfaction** and **reduce churn**

. . . Solutions



Deploy a network that can handle a variety of data, voice and video services!



Deploy as few elements as possible in the network!



Create more billing flexibility and options!

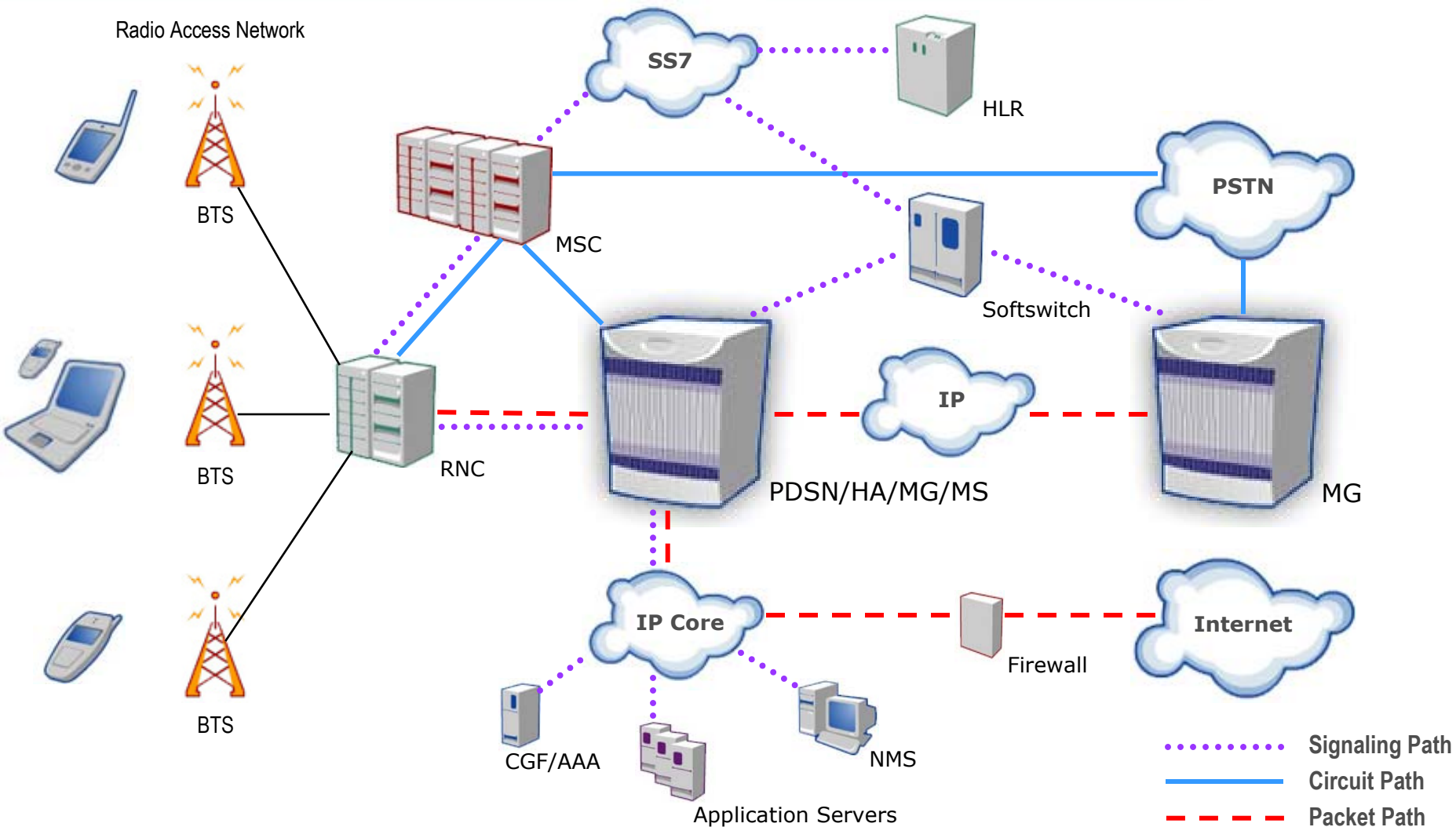


Ensure the best subscriber experience with peak performance!



Next Generation Network

Integrated Data, Voice and Video Services



Benefits of Next Generation Networks

Service Opportunities



Network Enhancing Service

- Enhanced charging capabilities
 - Time based -- voice, chat sessions, video telephony, etc.
 - Event based – messaging, e-mail, application download, game session, etc.
 - Identify and distinguish transaction type – pre-paid, reverse billing
- Traffic performance optimization
- Traffic steering
- Others

Subscriber services

- 'Broadband' data services
- Multimedia services
 - Voice Instant Messaging, conferencing, chat
 - Video streaming, video conferencing
- Others



Assist the carrier in increasing profitability

- Enable more services across an IP backbone
- Enhanced billing and trend identification
- Capacity and service scalability

Contribute to the overall growth

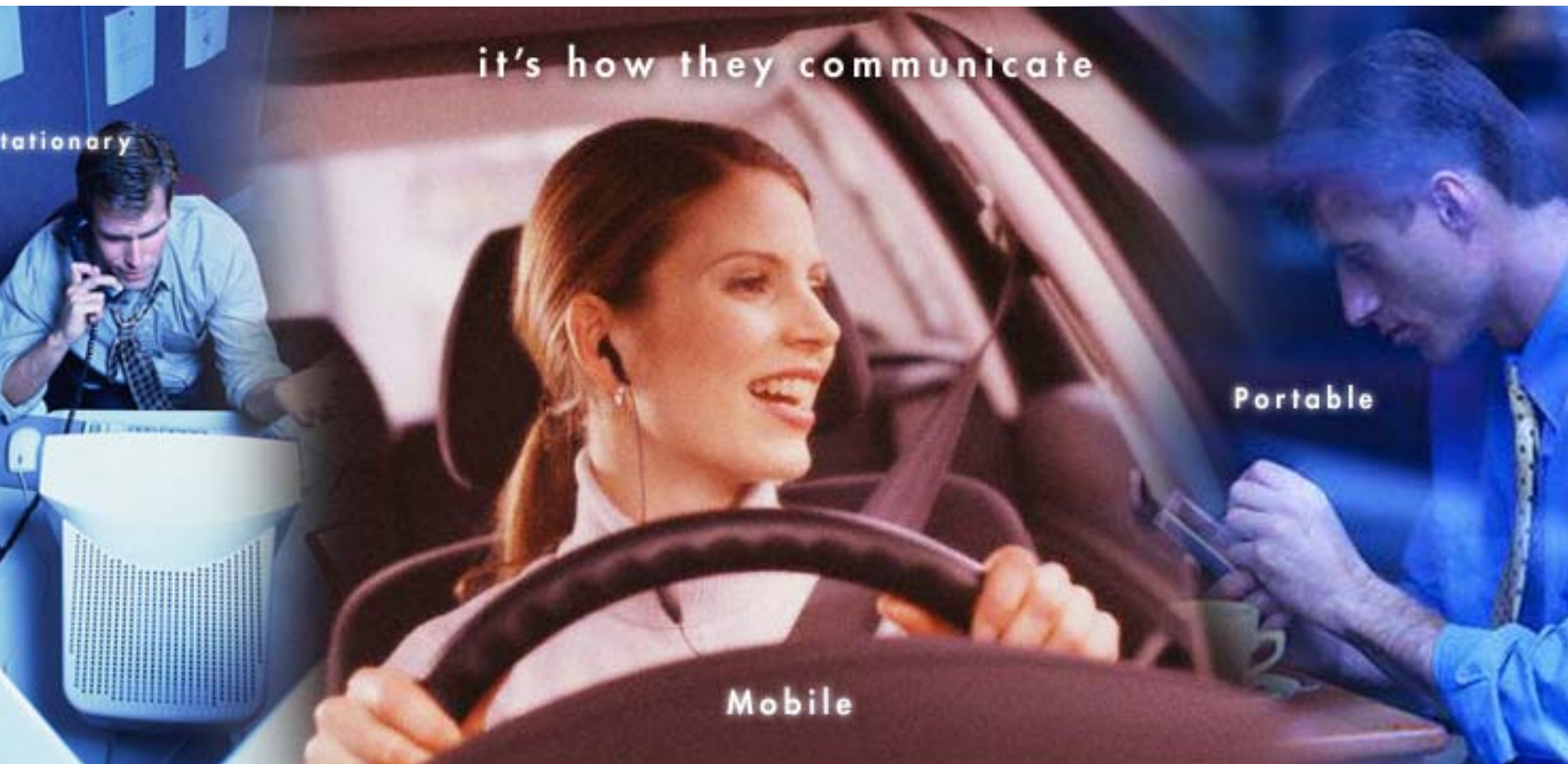
- Develop innovative, unique and compelling services
- Integration of data, voice and video

Focus on the subscribers! How they communicate.



Starent Networks

Market Vision



Thank You . . .

“Starent Networks will enhance service creation for mobile carriers by delivering intelligent infrastructure solutions that provide greater interaction with the user, network and applications based on packet voice, data and media transactions.”