



Femtocells Gateway to the Home



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**2008 3G CDMA Latin America
Regional Conference – May'08**

Overview



Femtocells - miniature cellular base stations that connect via Broadband to provide enhanced 3G signal within the home

Femtocell enabled services will grow to \$900M by 2011 (IDC)

- 2011 ~ 106 Million Subscribers on 36 million Femtocells (ABI Research 2006)**

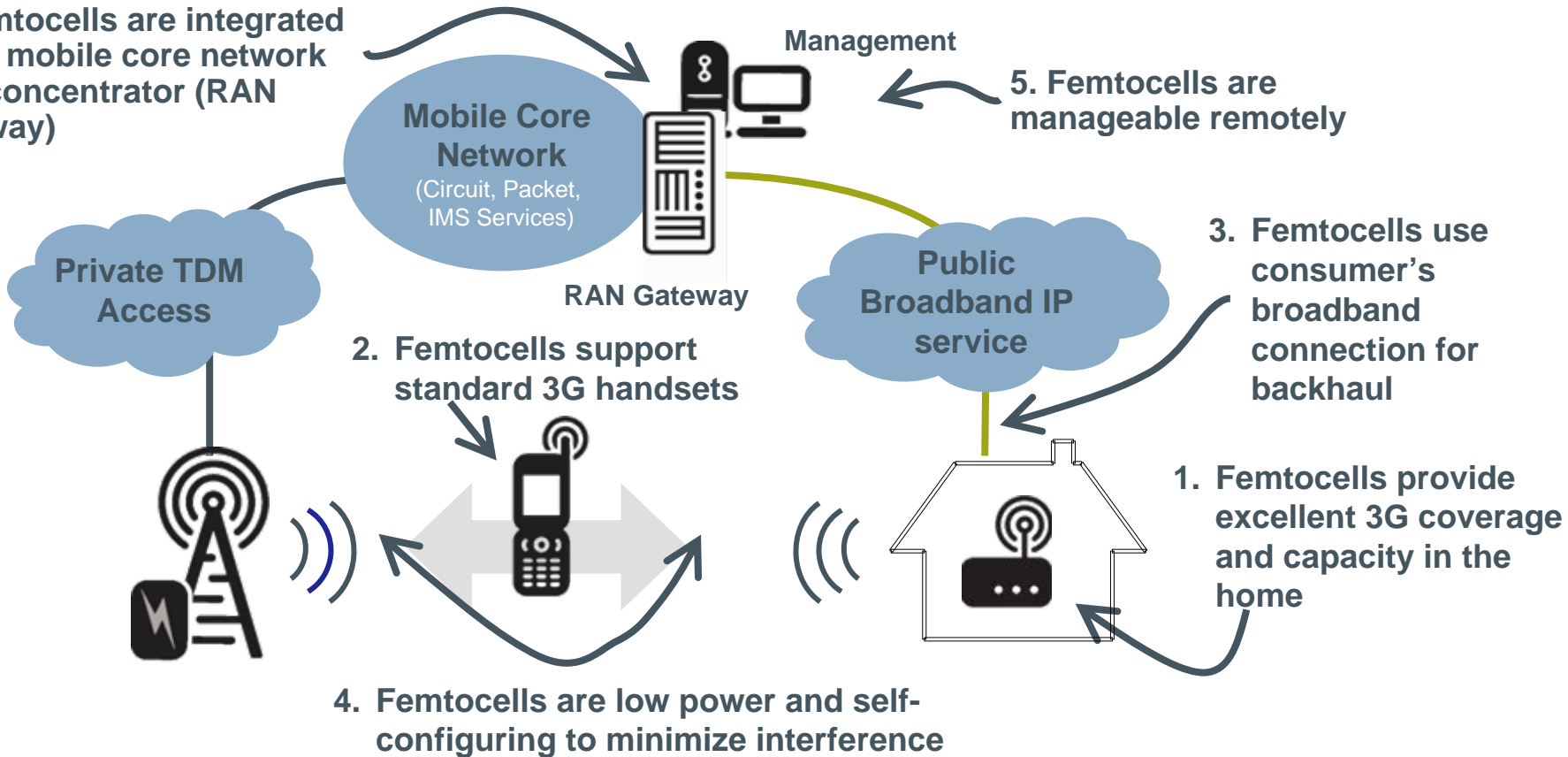
Motorola providing end to end Femtocell solutions:

- Portfolio of Femtocells (standalone and Integrated Gateways) + RAN gateway + Femtocell Management System**
- UMTS solution launched at Mobile World Congress: 3 Trials**
- CDMA solution launched at CTIA: live demos - VoIP and VCast**

Femtocells...Indoor base station for residential and SoHo markets



6. Femtocells are integrated into a mobile core network by a concentrator (RAN Gateway)



Deliver excellent indoor coverage at a low cost

Consumer Benefits of Femtocells



- **Excellent coverage**
- **Cheap voice and data calls**
- **High quality voice calls**
- **Plug and play**
- **One phone, contact book, bill**



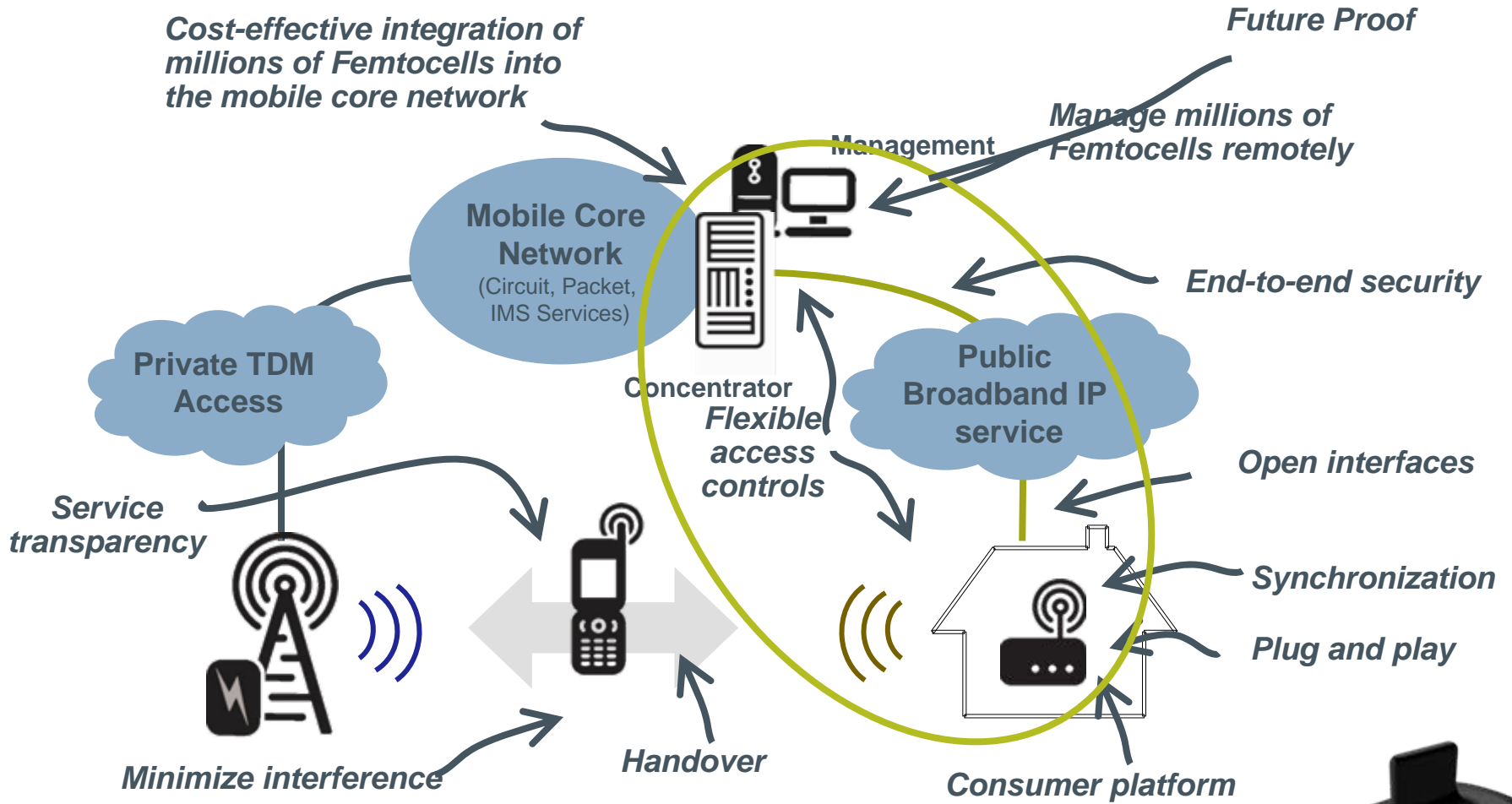
Benefits for Operators



- **Increased market share / reduced churn**
 - Triple/Quad Play Services
 - Voice
 - Mobile Data
- **Network cost reduction**
 - Low cost to implement than macro expansion
 - Targeted coverage



Femtocells - Unique Challenges



Femtocell Management Is Critical



Remotely adding new services

Remote Firmware Upgrades

Remote Troubleshooting

Access Control Management

Remote Configuration

Location Awareness

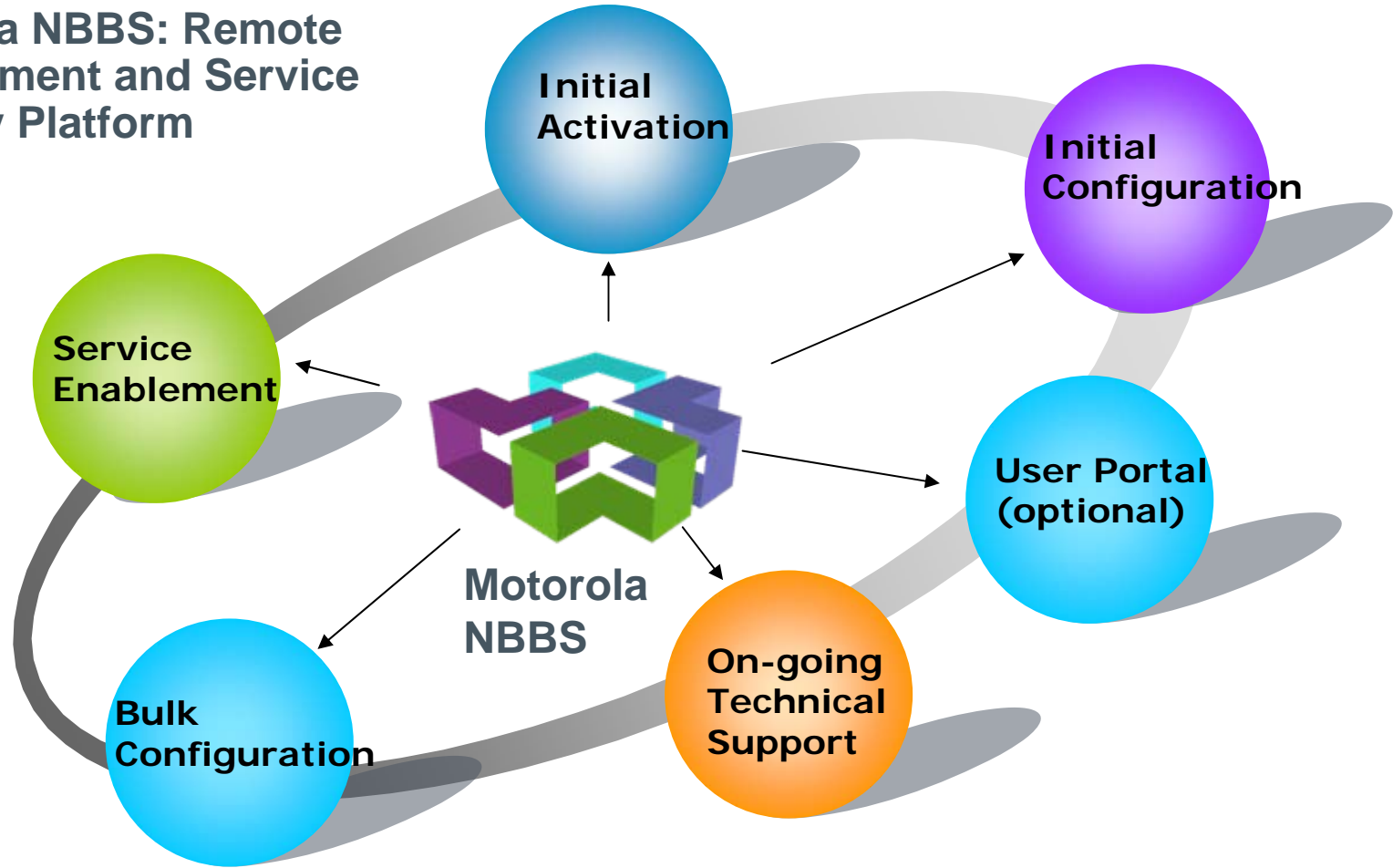
Cost Savings - No Truck-roll

Zero-touch Installation - Plug 'n Play



Femtocell Remote Management System

Motorola NBBS: Remote Management and Service Delivery Platform



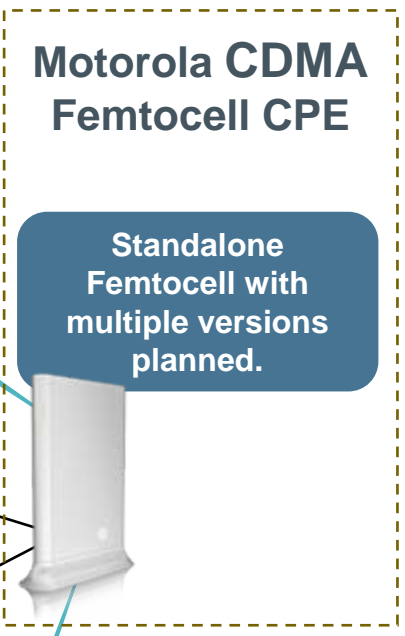
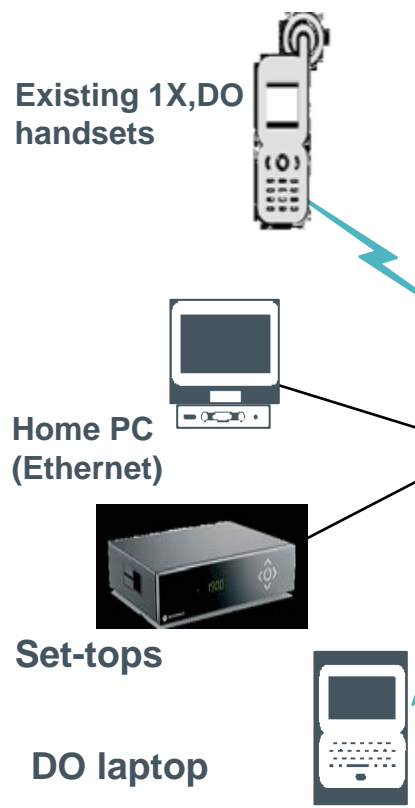
Femtocell management uses same DSL management system
~ 4M Broadband subscribers and growing

Motorola's CDMA Femtocell Solution



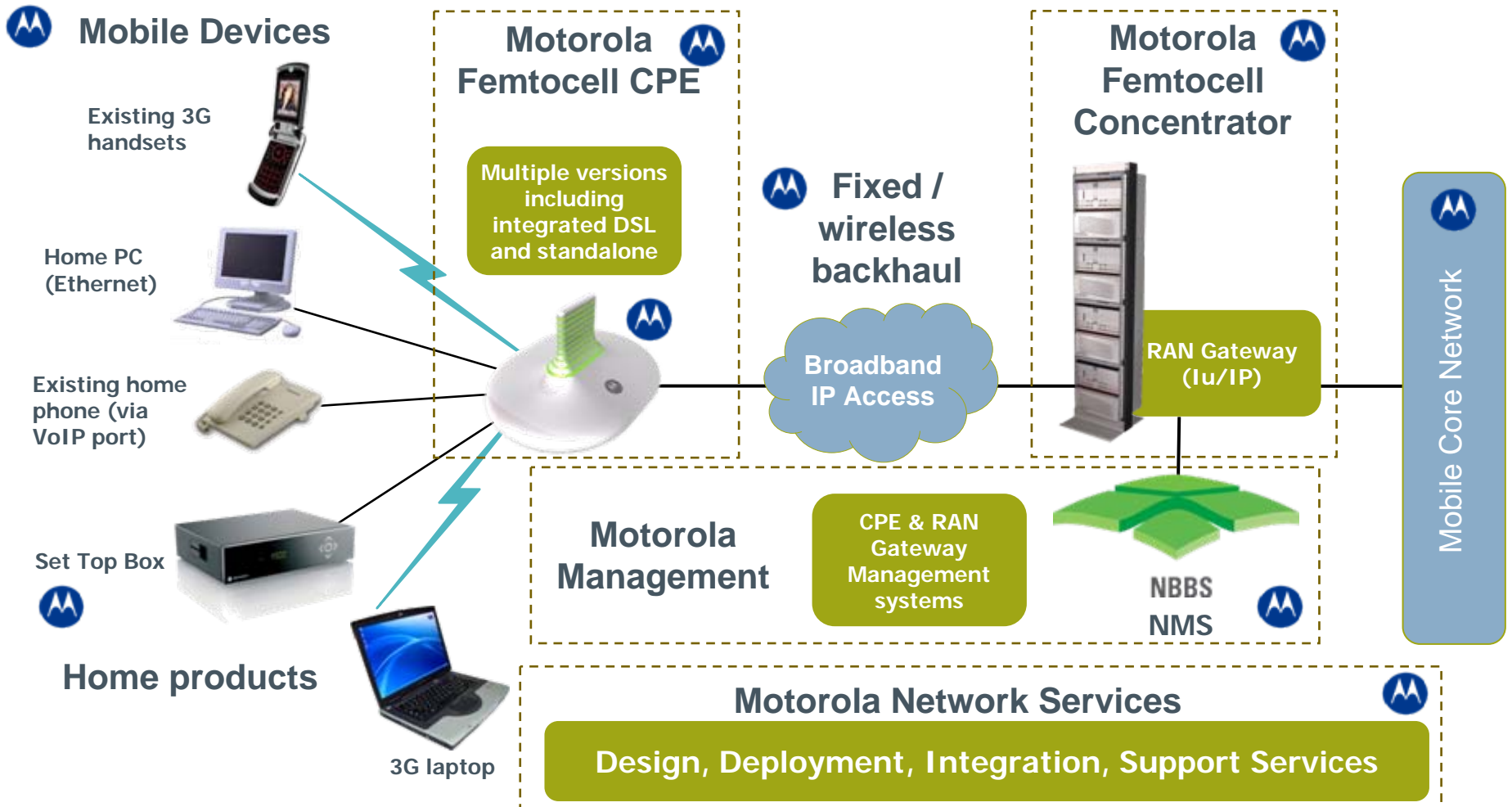
End-to-end proven technology

Mobile Devices

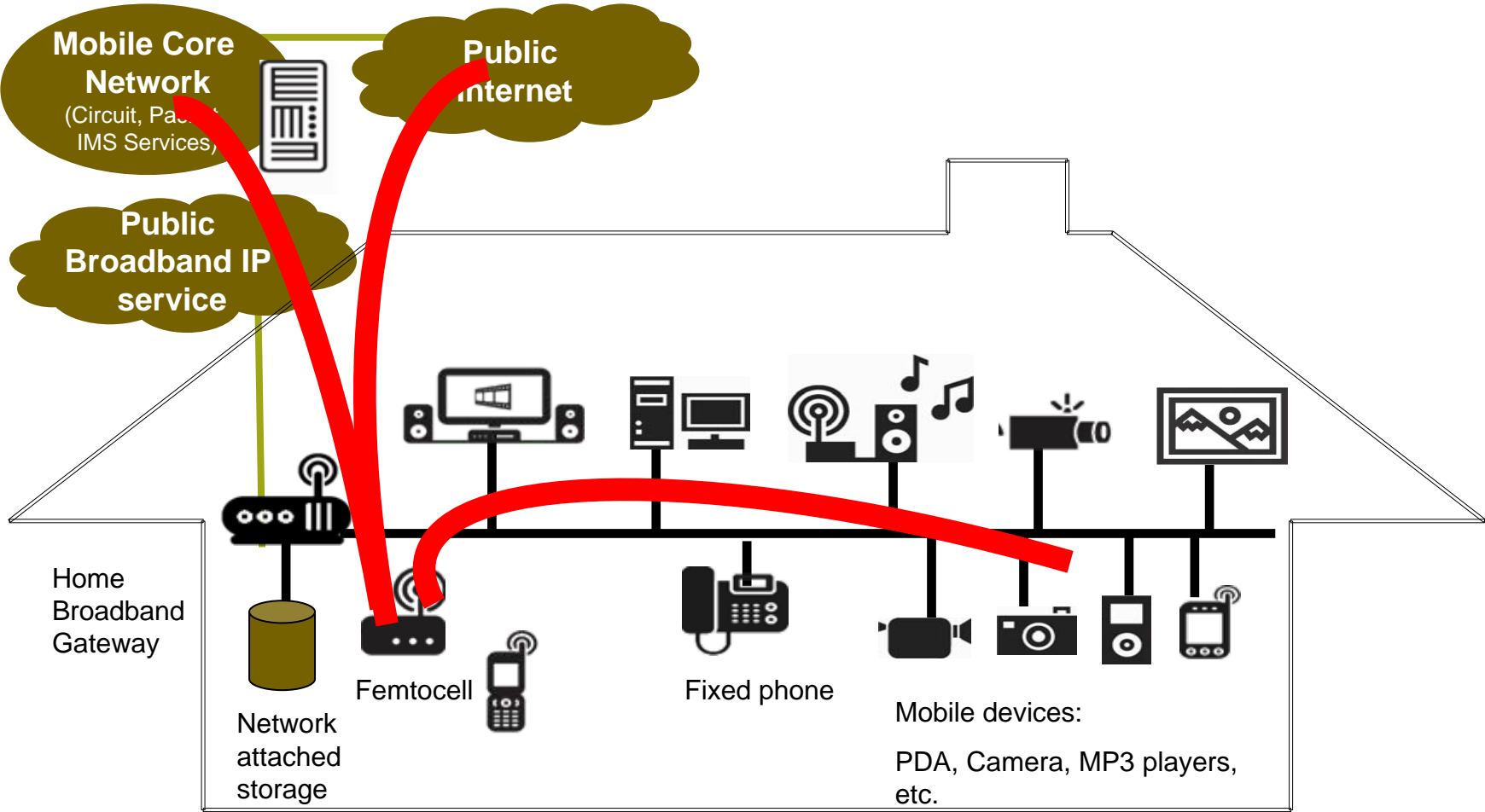


Home Products

Motorola's UMTS Femtocell Solution



Femtocells: Home Services Platform



Integration with Fixed Phone Services: Dual phone ringing
Media Sharing: Ability to move media between mobile, PC, IPTV
Data off-load: Within the Home Network; To the Internet; To the Mobile

Summary



Femtocell enabled applications enhance end-user experiences thereby limiting churn and increasing ARPU thru better home coverage and new multimedia applications

Femtocells are gateways to an operator's network and strengthen operator's position in the home market

Motorola is a global leader in delivering high-volume CPEs and deploying mobile and fixed networks

Motorola's Femtocell solutions leverage our deep expertise in home networking to enable the future of the digital home



Thank You!

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