

# Welcome to **Nokia Siemens Networks**

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# Key facts

- Joint venture of Nokia (FI), Siemens (GER)
- Started operations April 1, 2007
- 64,000 employees in 150 countries
- #2 global telecom infra company
- €12.5bn net sales in 2009
- 600+ customers; 75 of top 100 operators



# 600+ Communications Service Provider customers in over 150 countries



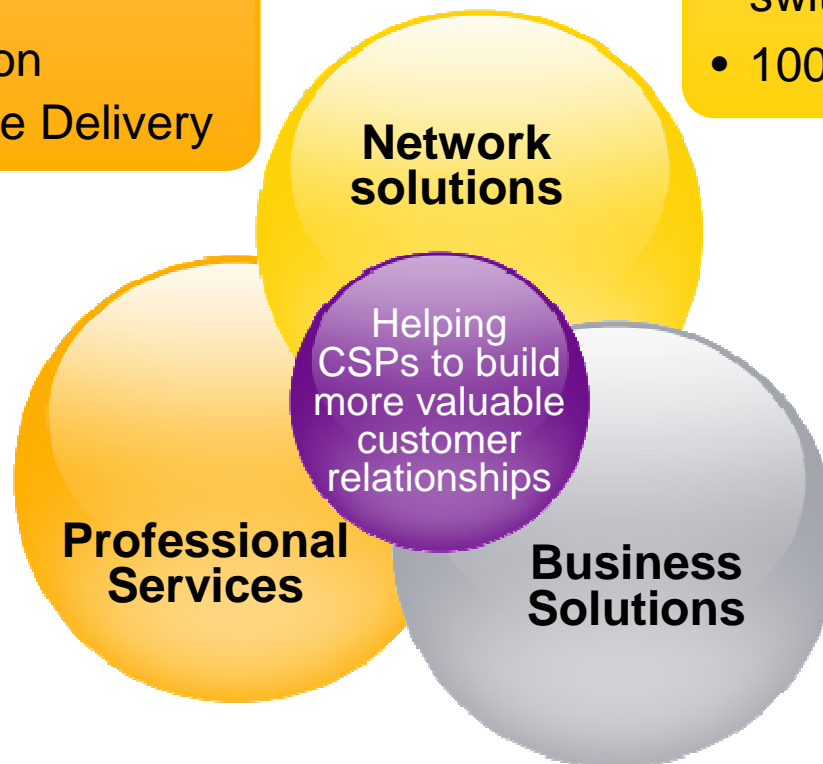
CSP customers:	> 600
Supplier to top-100 CSPs:	~ 75
Connections served:	> 2bn
Countries:	> 150
Service professionals:	> 28,000

# Market leading products and solutions

- Growing faster than competition in Services
- Number 2 in Managed Services
- Joint Number 1 in Network Implementation
- Global Service Delivery

Number 1 in

- Mobile broadband
- Next-generation voice
- 260+ references for mobile soft-switching
- 100+ references for fixed NGN



Number 1 in

- Customer data management solutions
- Prepaid solutions
- 2,400 network management systems for 670 customers

# Nokia Siemens Networks in Poland – ideal employer

- About 2,000 employees in Poland:
  - 500+ in Warsaw (sales and services – Global Care Center)
  - 1,400+ in Development Center Wroclaw
- Operating the largest R&D center in ICT sector in Poland
- Among Poland's top 10 „ideal employers” (2010 survey by Universum Poland)
- No. 1 employer of choice among students of Wroclaw University of Technology

New head office in  
Warsaw



# Development Center in Wrocław

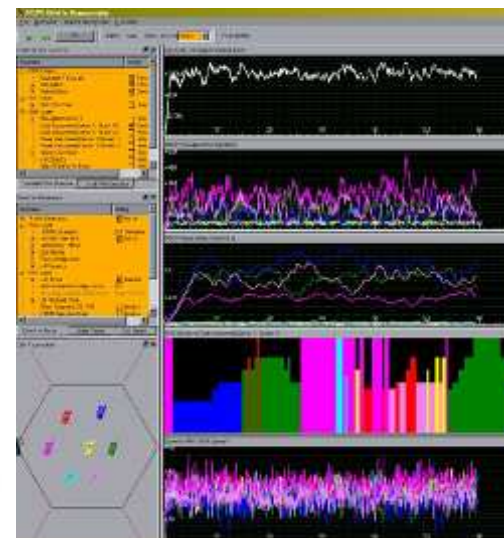
**Wrocław Business Park** (since 2000)  
6.500 m<sup>2</sup> in 7 buildings, 670 seats and 2 test-labs

**Silver Forum** (since 2007)  
4.000 m<sup>2</sup> in 3 floors, 570 seats

**Bema Plaza** (starting 2009)  
7.500 m<sup>2</sup> in 3 floors, 700 seats



**Future plans:** one single NSN location for everyone under one roof



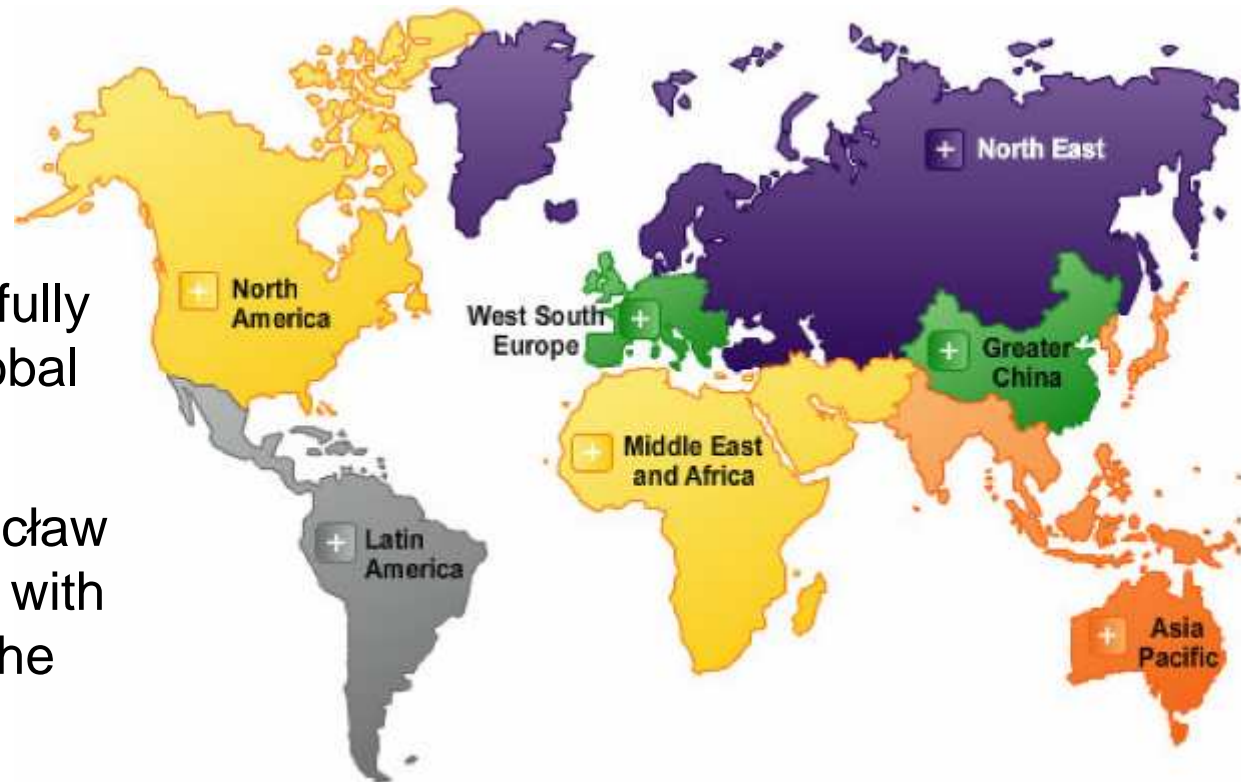
Nokia Siemens  
Networks

# DC Wrocław: Part of Global R&D Network of Nokia Siemens Networks

The DC Wrocław is fully embedded in the global organization

Working for DC Wrocław means daily contact with colleagues all over the world

International projects and intercultural experience is a key of the global set-up



# Project: “2015 – 5 Billion People Connected”

## EU & PL Government Funding

Approved by EU and Polish Government  
ca. EUR 5,2 million

Public funding program covering support for  
“creating new jobs” in Poland.

Nokia Siemens Networks applied for funding to  
support ongoing recruitment at DC Wroclaw



# Development Center in Wroclaw



## Facts and figures

- We offer state-of-the-art work environment and jobs dealing with latest technological innovations
- Our employees have an opportunity to obtain professional experience in various fields of research and development activities
- Growth DC, frequently taking on new tasks for new technologies e.g. LTE
- Skills: brilliant, experienced and agile software developers, system architects and researchers
- Focus area: LTE and LTE.advanced in general

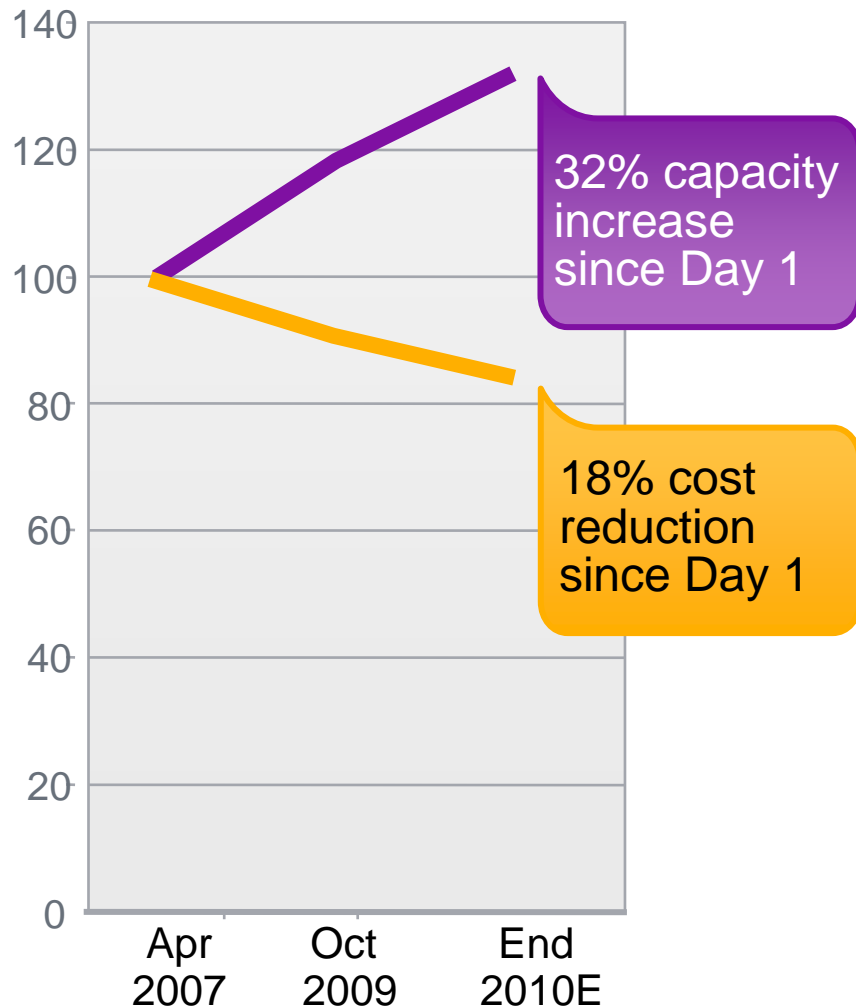
- Spirit of “we can do it” amongst staff, innovative and pro-active manner
- Executing many innovative and state-of-the-art projects in conjunction with our world-wide DC “community”
- Building up unmatched local skills and technology know-how amongst our employees
- Creating numerous IPR’s, driving future standards on international bodies
- “University Program” established, giving lectures for 4<sup>th</sup> grade students, internship program, “master of thesis” support, Ph.D. degree program, joint scientific projects planned

**Flagship product: substantial contribution to the software of our Flexi-BTS which is deployed with literally all of our 600+ customers in 180 countries world wide, connecting abt. 1,5 billion people**

# Our Trend: cutting cost, improving efficiency& quality

R&D hours and cost in NSN Radio Access


Scale: Day 1 = 100



- R&D refocused on key areas
- Significant internal R&D ramp-up
- Focus on best skill / cost balance
- Reduction in collaborator input
- Resources shifted to focus products
- Proximity to key customers
- Highly competitive roadmap



# **The Success Story: Nokia Siemens Networks Development Center Wroclaw**



- Skilled engineers, graduates of Polish universities**
- Dedicated and enthusiastic staff with high morale**
- Competitive headcount cost**
- Close to important markets and customers**
- Among top 3 R&D growth sites at Nokia Siemens Networks**

**Nokia Siemens  
Networks**





**Thank you!**