

Bringing scale and efficiency

Following their acquisition of Alcatel-Lucent, Nokia now markets the industry-leading 7950 XRS core routing platform. The technology delivers the scale, efficiency and versatility required so that operators can address the full range of today and tomorrow's core networking requirements. It is based on a highly programmable Network Processor (NP) architecture that also provides the capacity and capabilities needed as cloud service requirements evolve. Arnold Jansen, Nokia's Marketing Lead for the 7950 XRS, emphasises that the technology is the most proven technology of its kind in the market. The XRS is deployed by over 62 network operators including 8 out of the top 10 in revenue.

The 7950 XRS was first announced in 2012 as Alcatel-Lucent's entry into the core routing market. Alcatel-Lucent was acquired by Nokia at the start of this year, so the 7950 XRS is now

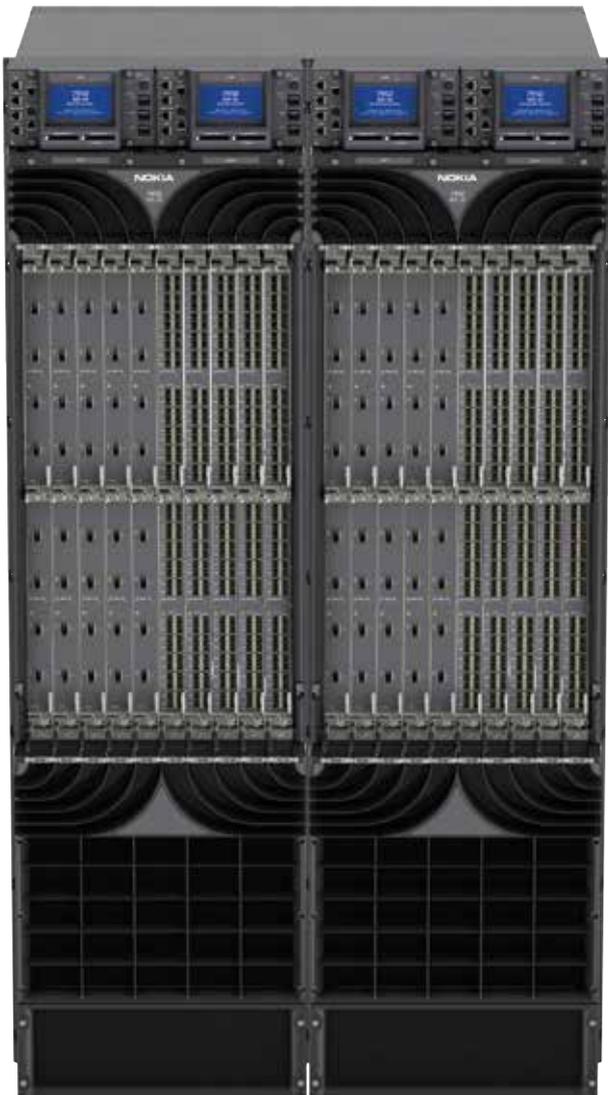
branded as a Nokia Networks product. Mr. Jansen points out that it is a major product for the Finland-based multinational: the addressable market value for the XRS runs in the billions as traffic demands continue to evolve, on both the enterprise and consumer side. "Streaming services such as Netflix but also the growing uptake of cloud-based storage and computing place ever heavier demands on the speed and capacity of networks. Our router technology sits at the heart of it all, carrying ever increasing traffic."

The XRS also supports the move to IPv6, which currently is one of the big things that carriers continue to deal with in 2016, especially in Asia, where IPv4 address space has already been exhausted.

Asia in general and China in particular is a highly relevant market for Nokia's 7950 XRS. In 2013, China launched its Broadband China initiative to invest \$182 billion to boost the speed and quality of Internet services across the country. The aim is to reduce the digital divide by providing businesses and urban and rural citizens with national broadband coverage by 2020. In keeping with this initiative, Chinese operators continue to improve the scale and capacity of their networks with Nokia technology. Among them,

China Unicom has deployed the 7950 XRS into metro networks in six provinces - Beijing, Shandong, Jiangsu, Jiangxi, Inner Mongolia and Qinghai - and this year plans to scale out to an additional four including Heilongjiang, Henan, Zhejiang and Hunan to improve speed and response times for the fixed and mobile broadband subscribers. With Nokia's 7950 XRS platform, China Unicom can address the full range of core networking requirements with room to also meet capacity demands well into the future.

Mr. Jansen expects that the China Unicom deployment will have a trickle-down effect in the region. "Operators generally want a technology to be proven in the field before they invest in it. That's what places our XRS family in a good position. It has more deployments than any other technology of its kind and is considered extremely stable and efficient."



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