IMS rollout challenges

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21% Revenue Growth, accelerating quarter on quarter

47% Smartphone revenue growth

1H to 2H 2020

ASP Growth

6 quarters of Positive EBIT*

2021 Market growth

+29% YoY growth in Smartphone unit volume

#2 in South Africa /w +152% YoY growth in unit volume

Top 3 in UK /w +56% YoY growth in market value share

+91% growth in USA Smartphone market value

* non audited under Finnish accounting standards

* Source IDC Mobile Phone Tracker 2021
Challenges

• **Low in-country support of SOC vendors** for issue management
  • Majority of the SOC vendors cut the field force and expect ODMs to manage the field work

• **Complex interaction** between Field Force, R&D, SOC SW developers and operator labs

• **Fragmented IMS network** configuration even within the same operator family
  • First time roll out takes 3–4 weeks intense testing and trial
  • Even receiving the configuration details from MNO and MVNO does not match to underlying SW configuration of SOC
    • Major challenges to maintain the settings for different SOC SW architecture
  • Many test cases cannot be performed in live network
  • Root cause of many issues are related to times and interaction of mobile device and backend

• **Switching off 2G or 3G** networks in some countries/channels has major impact to consumer experience
  • In extreme case the user will not even have call service
What is needed

Find ways to **accelerate the roll out** for new services
- We started 5G roll out in many countries and still struggling with 4G IMS roll out

**Simplify the interoperability** of mobile unit and network
- A standardized test platform for interoperability of mobile devices vs. network would be the best approach

Jointly ask SOCs to improve their **SW architecture** and test their products against the same platform

Keep the network **configuration setting stable** (as far as possible)