

5G... What and when is it?

Confidential

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CTO and Technical Sales Leader
US Major and Regional Accounts
July 2016



NOKIA - A financially strong leader, with massive capacity and deep expertise

Revenue*

R&D spend*

Net cash*

Employees

\$30B

\$5B

\$11B

World leading

(patent families)

106,000 (~20% in US)

R&D professionals

Services professionals

~31K

intellectual property

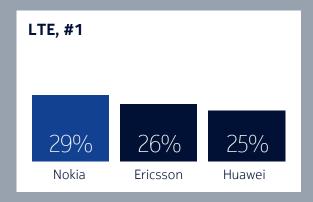
Bell Labs

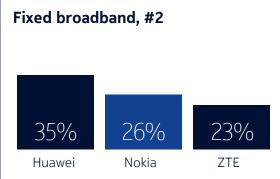
Nokia Technologies

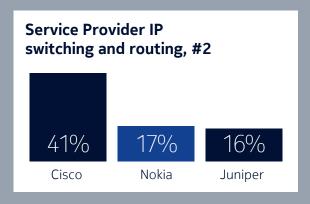
~40K

~40K

A position of strength in key segments







Cloud / Core

- #1 Subscriber management
- #1 Device management
- #1 Voice over LTE
- #1 Customer Experience Management





Services

- #1 Network integration
- #2 Customer care
- #2 Professional services

Nokia – Over 40 Rural/Regional Wireless Deployments

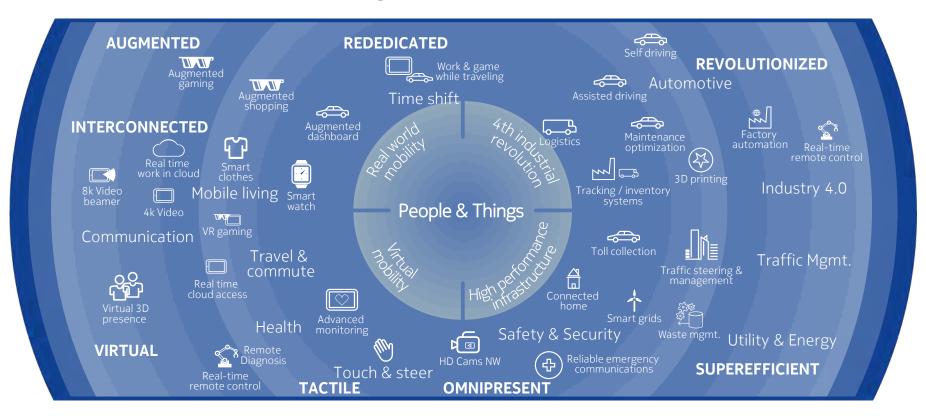


This is in addition to major role in Verizon, AT&T, Sprint and T-Mobile



New applications and innovations drive evolution to 5G

Network scalability from low to high end applications

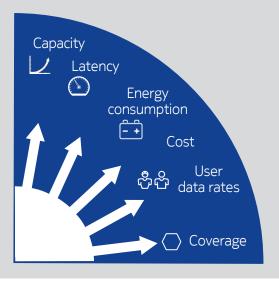


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5G key building blocks

5G



Multi Gbps to narrowband

- High bands, low bands (?)
- 3-6Ghz, mm/cm wave
- Dynamic and wide bands
- Massive MIMO & beamform



Cloud architecture

- Radio in cloud
- Mobile edge computing
- Core in cloud
- Network slicing





5G hot spots -4G integrated

- Initially in high dense areas
- Seamless LTE A interworking
- Multi (RAT) connectivity





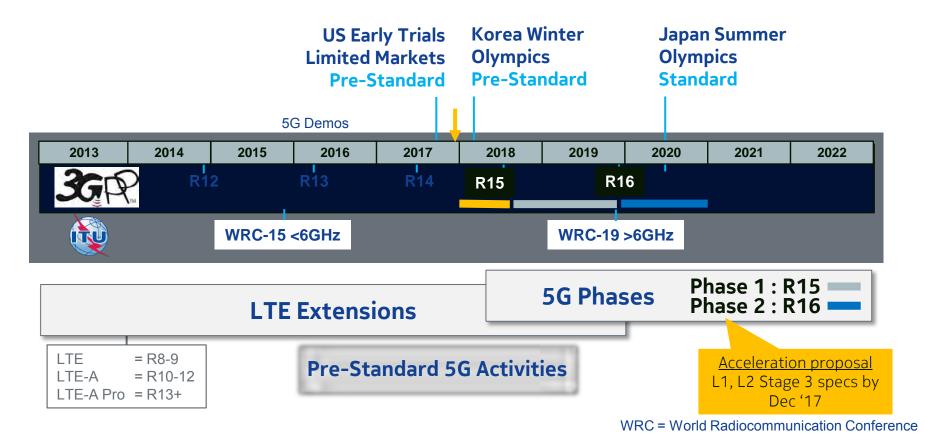
Apps, devices & operations

- Low end to high end apps
- Extreme device scalability
- Easy to deploy & operate





5G Timeline





Recent Announcements

CableLabs seeks STA to test 5G gear from multiple vendors (June 30, 2016)

"test the performance characteristics of 5G network equipment . . . 27.5-28.35 GHz and 71.0-75.0 GHz bands"

Sprint strikes gooooooaaaaaaallllll with 5G demo in Santa Clara (June 6, 2016)

"4K video . . . 73 GHz . . . Beamforming and low latency applications . . . VR headsets . . . Thanks to prototype provider Nokia"

AT&T: 5G mostly about fixed wireless for next two to three years (June 2, 2016)

"5G millimeter wave trial . . . start with 15 GHz in the summer . . . then go to 28 GHz at the end of the year"

AT&T's 5G trials could deliver speeds around 5 Gbps this year (May 25, 2016)

"5G trial with friendly customers by end of year . . . Trials in Austin"

Nokia wants to demonstrate 5G prototype gear at CSpire in July (May 9, 2016)

"helping the industry to adopt rules the rules on 5G deployment . . . Bands above 24 GHz"

Verizon's Shammo: 5G pilot in 2017 is all about fixed wireless (April 21, 2016)

"helping the industry to adopt rules the rules on 5G deployment . . . Bands above 24 GHz"



Nokia Recent Achievements

Nokia 2 Gbps mmWave (70 GHz) high-rise trial w/DoCoMo

September, 2015

SK Telecom and Nokia Networks achieve 19.1Gbps over the air in joint 5G trial October, 2015

Verizon and Nokia conduct <u>live</u> 5G precommercial trial in Dallas-Fort Worth, hits 10-Gig speeds

February, 2016

Sprint and Nokia demo 5G at Copa Soccer Game June, 2016



Indoor testing



Material penetration testing



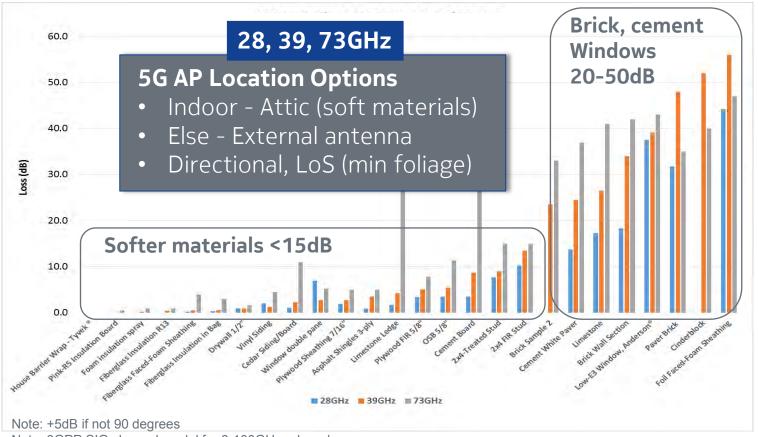
Nokia EVP Ricky Corker stands next to the Nokia base station that was used in Sprint's 5G demo

http://www.fiercewireless. com/tech/story/nokia-5gdemo-copa-soccer-gamejust-beginning/2016-06-05





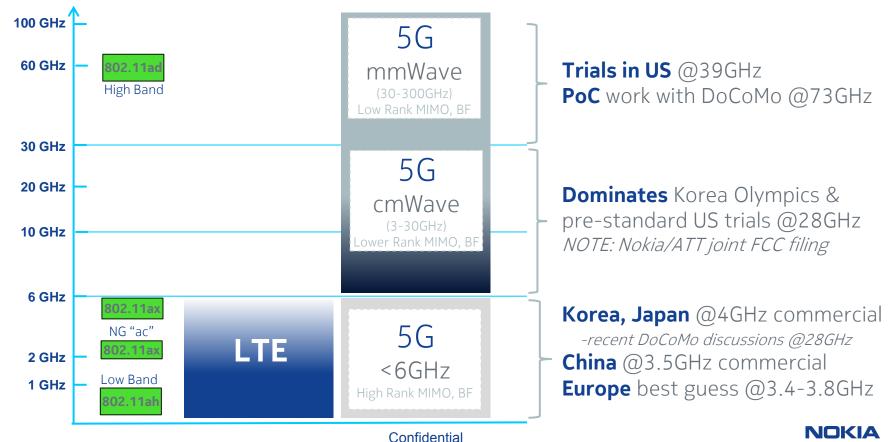
cmWave & mmWave : Penetration Loss



Note: 3GPP SIG channel model for 6-100GHz urban done



Spectrum



US Spectrum – Candidates for Wireless

From FCC TAC

US Band MHz Use **Current discussions** 600 120 TV in US (not closed) 3550 150 DoD 3700 500 Satellite <6GHz <6GHz >6GHz 4200 Altimeters 40 600 3.5/3.7 195 Fed/ITS 5.x 28, 39 AWS3 28 1300 **LMDS** Radio astronomy 37/42 2100 39 1400 LMDS Large blocks: 28GHz-100GHz >6GHz 57 Unlicensed 7000 (You'll only get 10Gbps from these!) Inter-Satellite (ISS) 64 7000 70/80 10000 P₂P 100+ 12000 Confidential

First Use Case: Extreme Broadband

The last 200m



Business Proposal

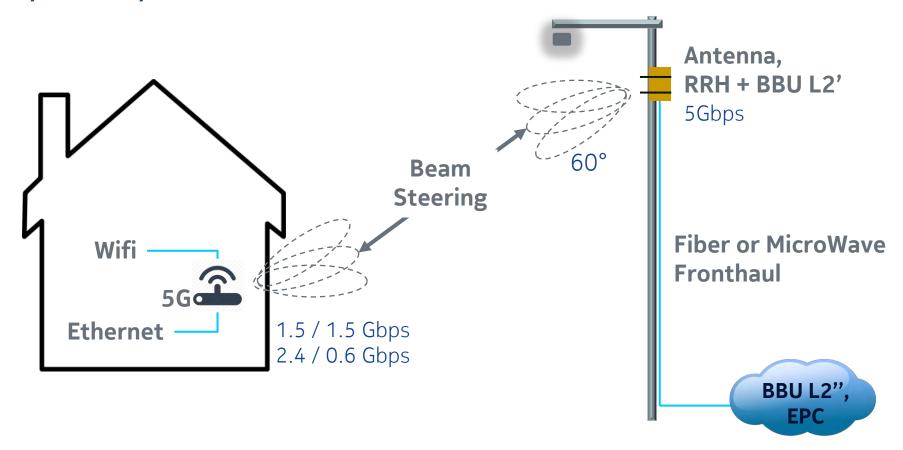
Alternative to FTTH

Technical Solution

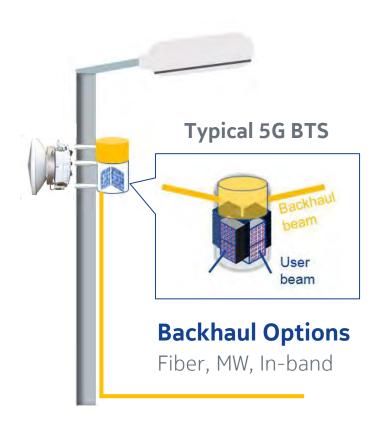
- 1.5Gbps cell edge
- 28GHz, 800MHz, 2x2
- Fixed, indoor CPE
- Fiber or wireless backhaul
- OTSA spec
- I TF core network

Commercial 2017

Physical Layout



Small Cells



*Cell Size (Radius)

DL 4x4	Typical
28GHz	~200M
60 GHz	119 m
75 GHz	109 m
95 GHz	103 m

Significant Variations

- Blockage, e.g., foliage
- Building materials
- Line of Sight

5G is small cells on steroids!

Requires cautious network planning

- e.g. old windows 7dB loss, low-E 38dB
- e.g. rain fading increases antenna gain 2x



Second Use Case: Mobility

Real-Time Video



Business Proposal

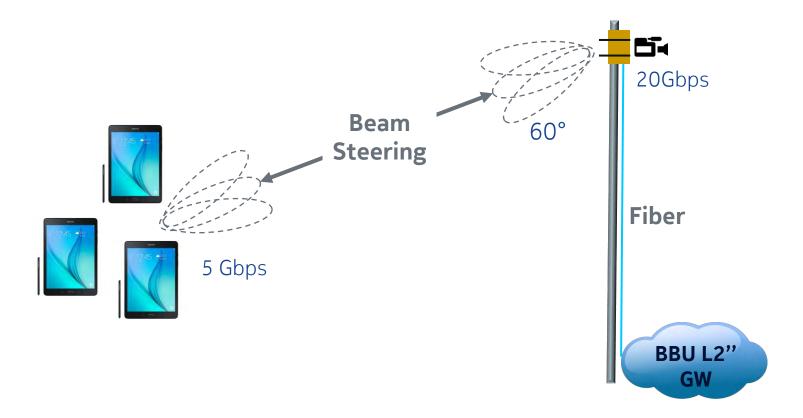
New real-time services

Technical Solution

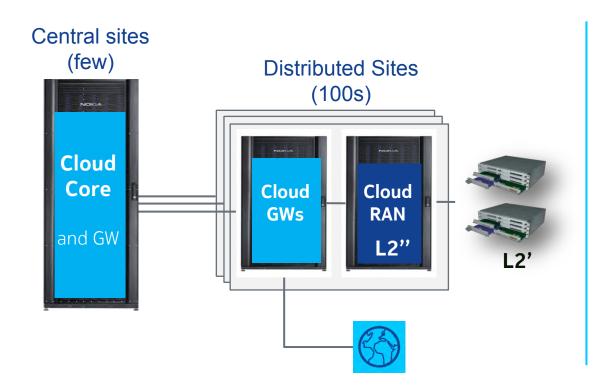
- 5Gbps cell edge
- 28GHz, 800MHz, 2x2 / 4x4
- Mobile CPE
- Fiber backhaul
- OTSA spec
- I TF core network

Commercial 2018

Physical Layout



Distributed Core



Drivers

- Meeting latency targets
- Offloading to PDN faster

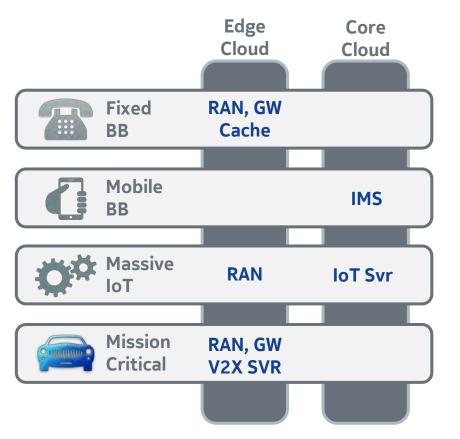
Some Characteristics

- Distributed virtual RAN
- Optional co-located GW
- Slicing for IoT (multiple GW)

Real Example

5 types of distributed sites

Network Slicing



5G Network Slicing

- Per service treatment
- Enables alignment of network cost with sales value
- Improvement over 4G

Implementation

 Devices provide indicator directing it to service MME



Building bridge between 4G and 5G Key 5G building blocks implemented already in LTE A networks

MIMO 4x4 CA 3CC NB IoT, LTE M Public safety MU-MIMO 5-7 x CC Cell edge >Gbps



















NOKIA