



NOMOVOK

Company Presentation

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NOMOVOK

General Introduction



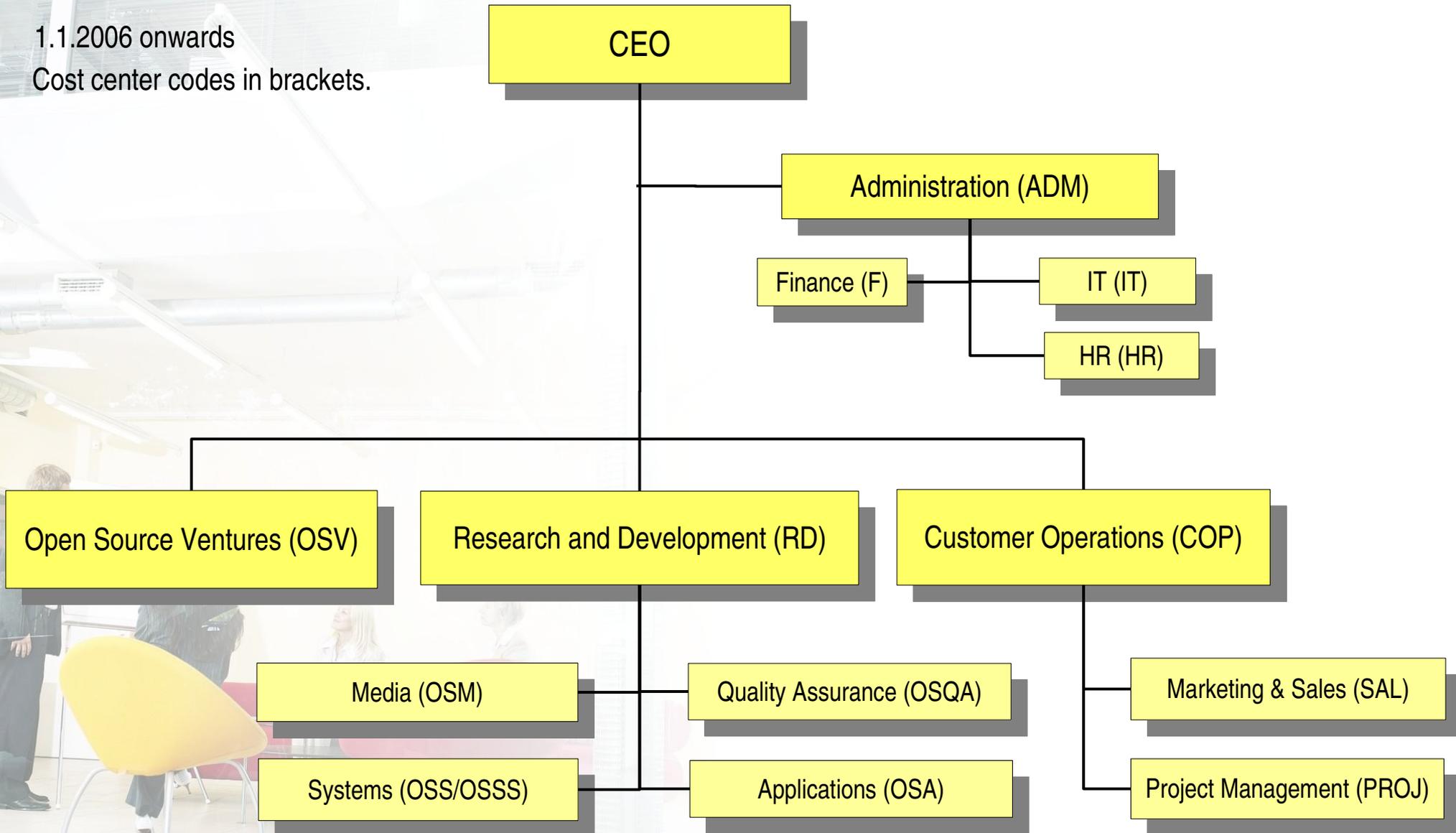
Corporate Basics

- Nomovok is a privately owned Finnish company established in 1988, Open Source business model dating from 2001.
- Headquartered in Espoo, Nomovok employs around 40 people in Finland and close to 20 in Vietnam.
- Nomovok organization is distributed in Finland. Security audited Project Offices enable work in more classified projects. Some personnel also works in customer premises.
- In Vietnam, all personnel works in a security audited office in Hanoi.

Nokia “preferred open source vendor”, only OS company on Nokia Sourcing global TOP40 list

Nomovok Organization

1.1.2006 onwards
Cost center codes in brackets.



Vision

Enable **process driven** and **cost efficient**
Open Source based **subcontracting**
with maximal **transparency** to the customer
while maintaining high **flexibility** of the organization.

Key business target is to focus on **embedded**
Open Source market.

Strategy

Utilize business possibilities of the disruptive effect of Open Source.

Strategy – How to Get There?

- Reach the organizational, distributed and operational model of Open Source on new areas.
- Build genuine global organization that delivers as a single unit while being close to the customer.
- Combine extremely goal driven business approach to Open Source type of project execution.
- Create new generation of tools to steer the organization to improve the efficiency.
- Build organization that can fully utilize the development potential of Open Source communities.

Solutions and Services

- Nomovok focuses on utilizing Open Source Solutions in commercial services and products.
- Key technology areas are embedded Open Source systems and server-side solutions on Linux, Symbian, Windows or other operating environments.
- Key services are:

Open Source Integration for Embedded Systems

Open Source Productization for Embedded Systems

Open Source Deployments

Open Source Ventures

Shared Software Services

Open Source Integration for Embedded Systems

- Many embedded systems consist of business critical components together with large sections of less important, but equally complicated codebase.
- Open Source enables companies to concentrate on their core expertise while utilizing existing Open Source Software on other areas
- Integration of commercial, closed-source deliverables to Open Source solutions offers an efficient way to focus on right things and deliver faster and more efficiently.
- Platform can be Linux, Symbian or Windows – Open Source is often platform independent!

Open Source Productization for Embedded Systems

- A great number of Open Source projects has achieved a level of quality and the number of features that challenges the biggest commercial competitors.
- Helping companies to benefit from their ideas and solutions and converting these into competitive products is common practice at Nomovok.

Open Source Deployments

- Wide range of Open Source projects has achieved corporate readiness. Migrating from commercial applications to robust Open Source alternatives is cost-efficient and secure.
- Nomovok can analyse your existing infrastructure and both recommend and deploy Open Source solutions.

Open Source Ventures

- Nomovok's Open Source Ventures organization is established to meet the challenge of the most demanding Open Source activities' risk analyses and business model development.

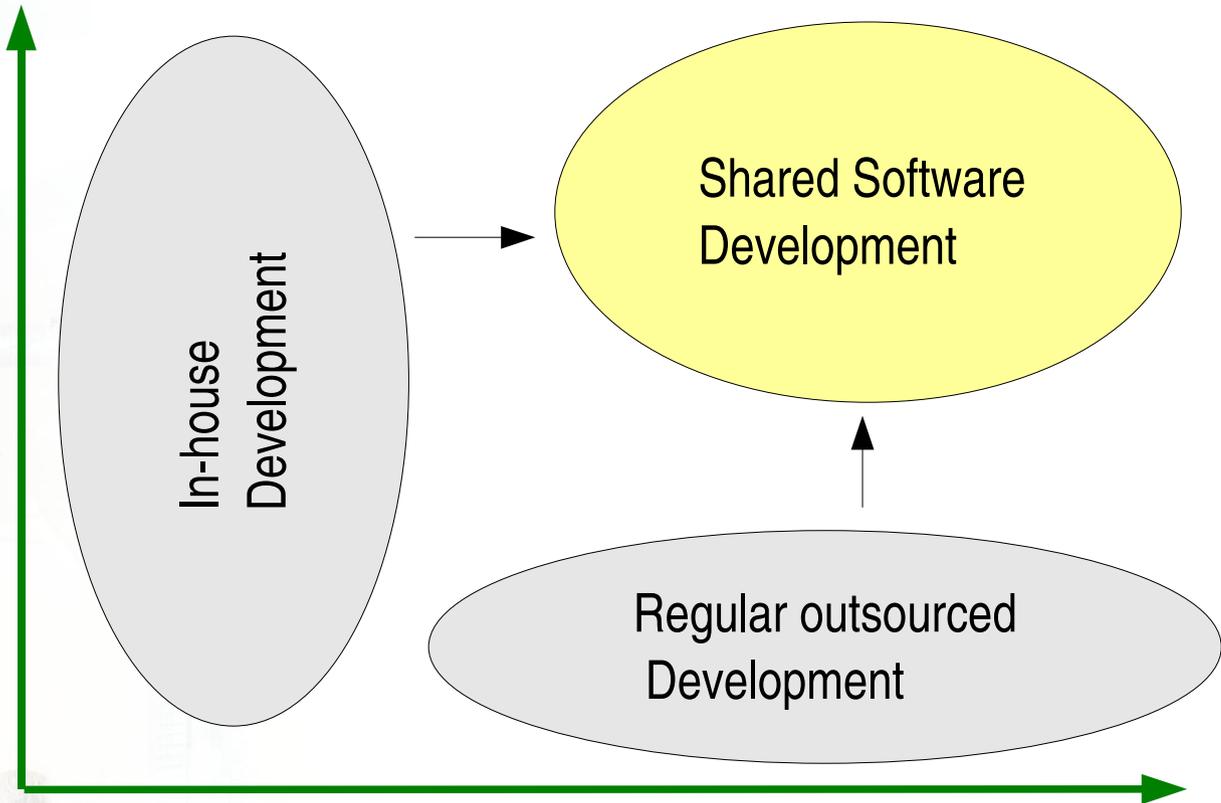
Shared Software Services

- Shared software services gives more than normal software subcontracting. It aims to deliver the benefits of in-house development, such as good communication and transparency, together with the flexibility of external subcontracting.
- Nomovok's proven project portfolio management system puts the product creation process into real action with exact project metrics and outstanding visibility to all data and functions.
- This makes software subcontracting easier, flexible and more effective than ever.

Shared Software Services - The Difference

In-house development can have good visibility, but is less efficient in terms of flexibility, often leading into longer response times and higher costs.

TRANSPARENCY



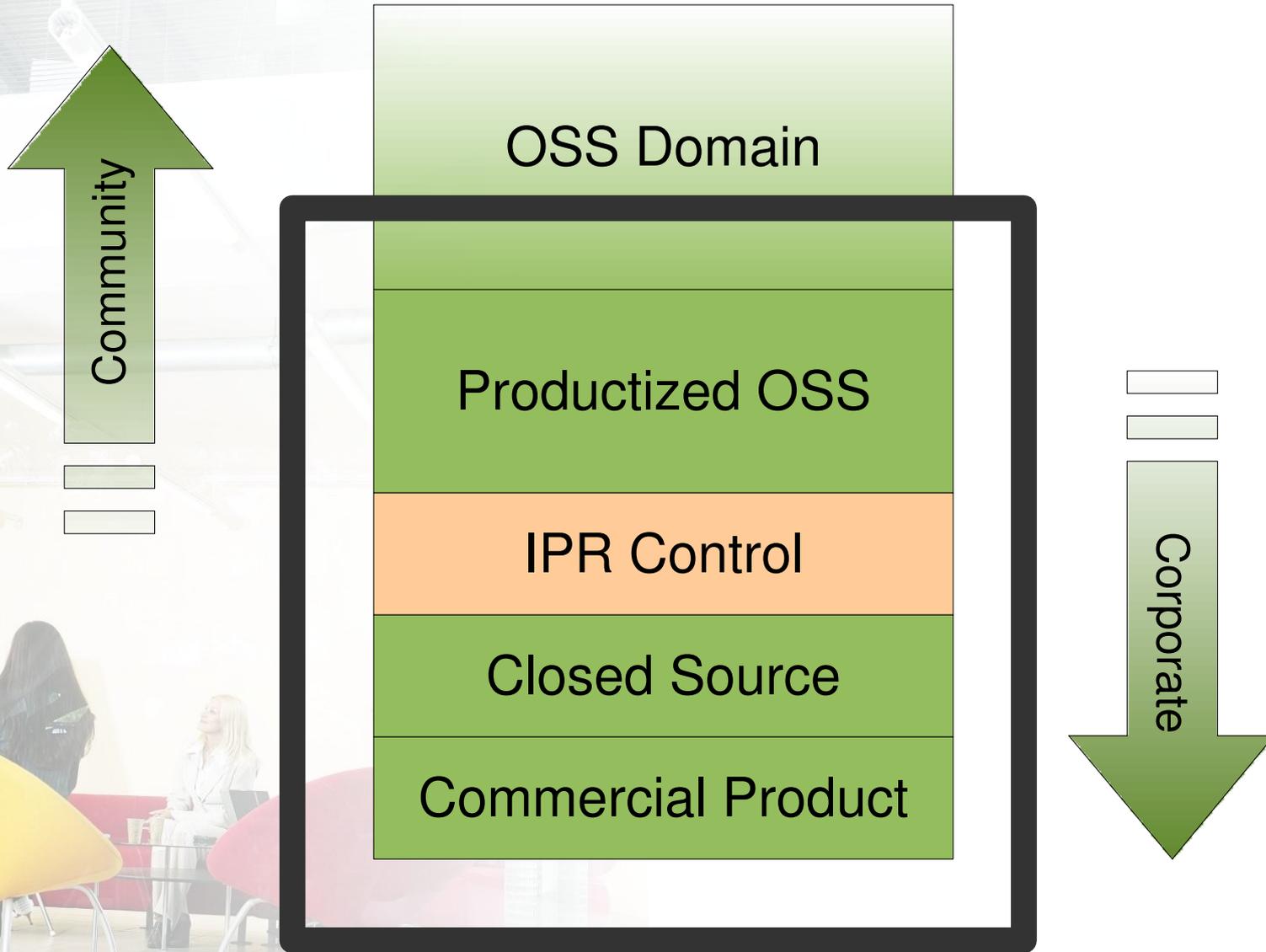
FLEXIBILITY

Regular outsourced development can have good flexibility, enabling faster changes, but often customer has limited visibility

Nomovok Grid

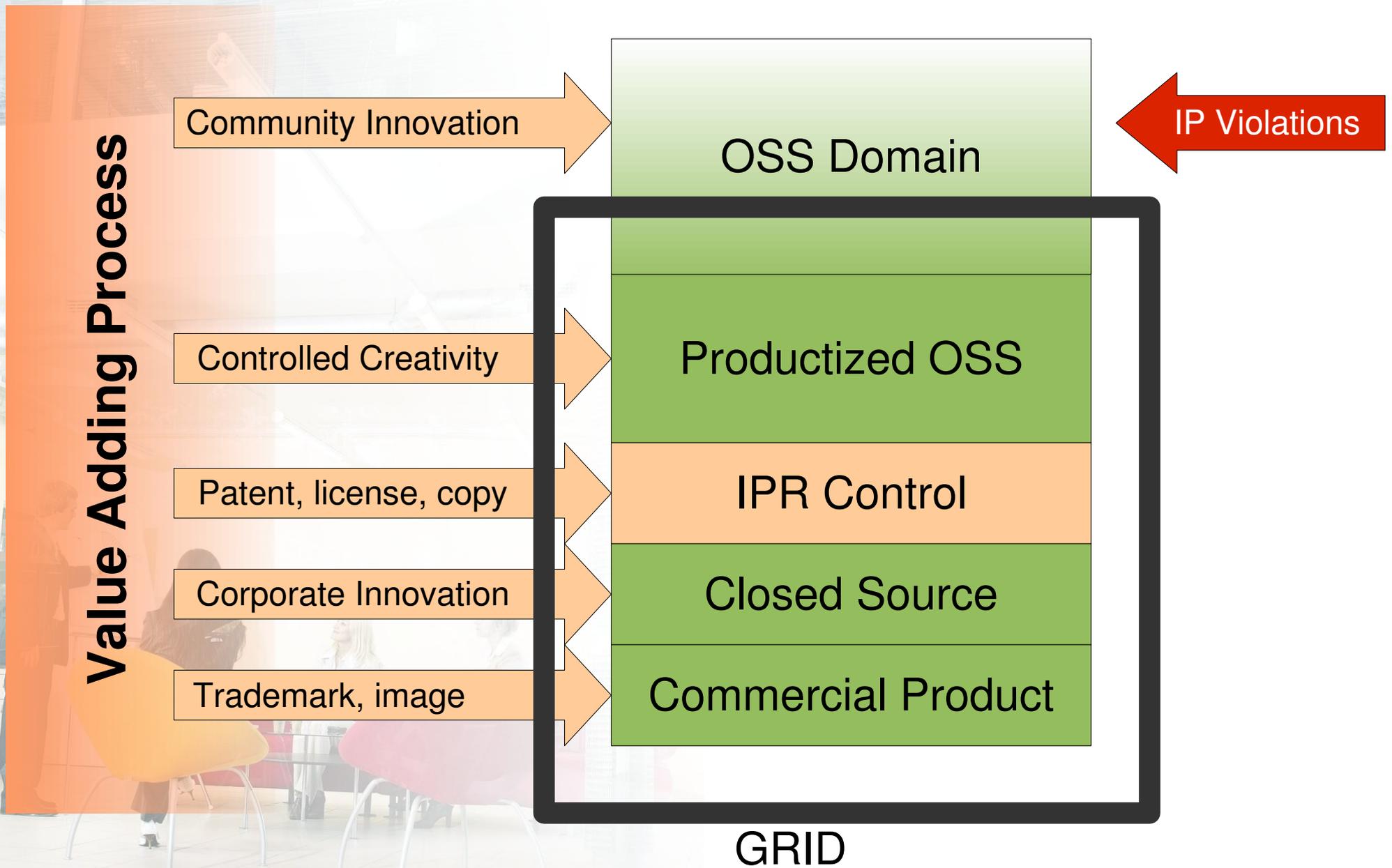
- Nomovok Grid is a Project and IP Portfolio Management tool.
- Grid is also a virtualization of the entire company, enabling all internal corporate functions.
- Grid is completely Nomovok IPR, developed since 2001 to offer customers the flexibility and ease of use of Shared Software Services.
- Grid is used with a normal web browser, utilizing a secure connection and IP authentication.
- Grid is used by all Nomovok employees and customers are granted access whenever they so require.

Value Layers – from Open Source to Commercial Product

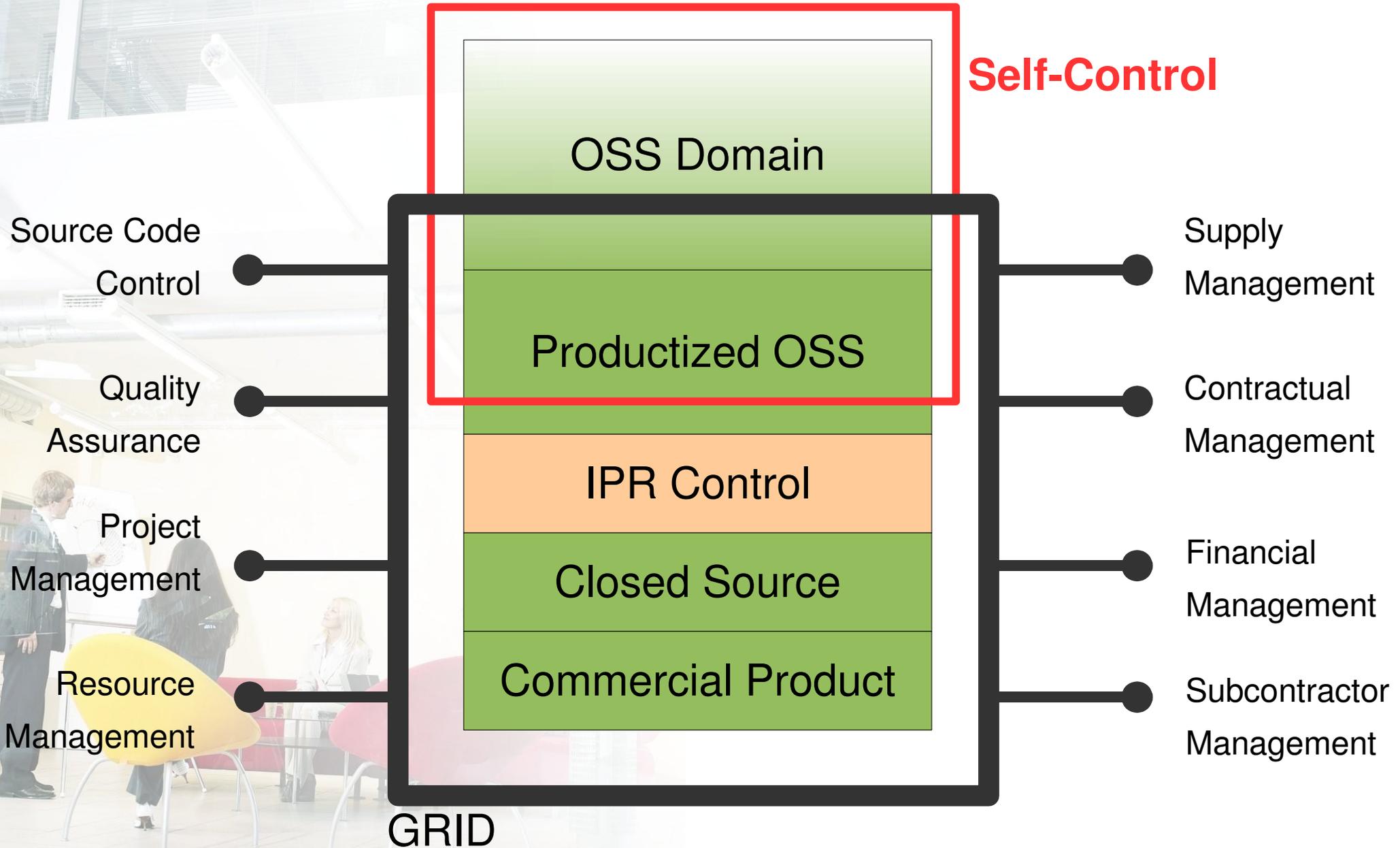


GRID

IP and Value Adding Process



Controlling IP Process



Modus Operandi



GLOBAL QUALITY ASSURANCE

- Quality Assurance services for all projects
- Ordinary premises in a single site
- in Vietnam



PROJECT OFFICES

- Always close to customer
- Available when needed, as needed
- Local presence anywhere globally
- Capability to utilize distributed organizations

EXTENDED ORGANIZATION

- Possibility to add any companies and individuals from all over the world
- Designed to meet requirements of demanding Open Source projects that require rare expertise

NOMOVOK GRID Project and IP Portfolio Management

CUSTOMER ORGANIZATION

- Customers are given the same access to Grid than Nomovok staff
- All internal project information is 24/7 available to customer management and other personnel

DEVELOPMENT ORGANIZATION

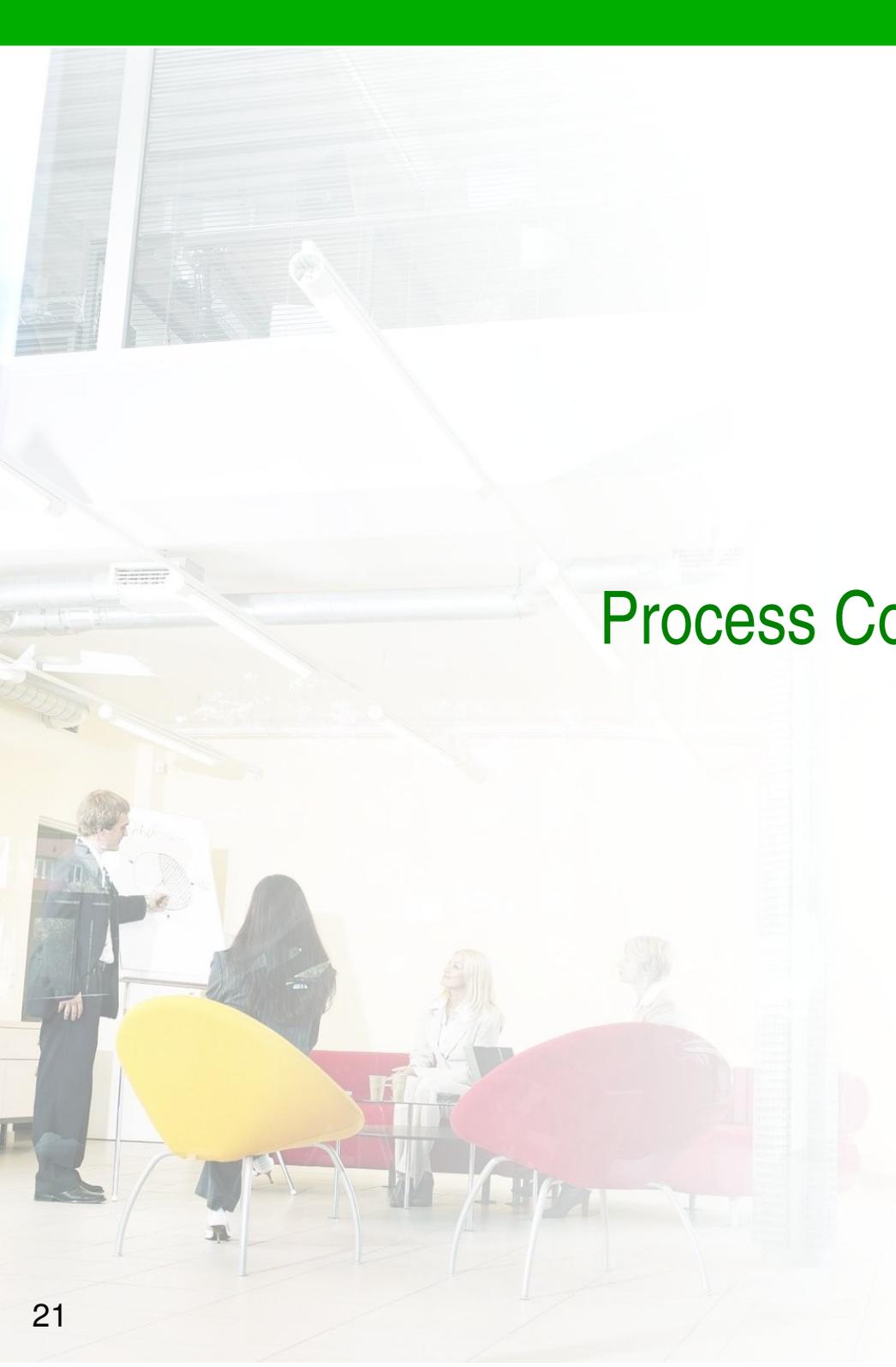
- Decentralized within Finland
- Extremely flexible organization
- Execution and maintenance
- Base capacity build-up unit
- Build for minimizing risks



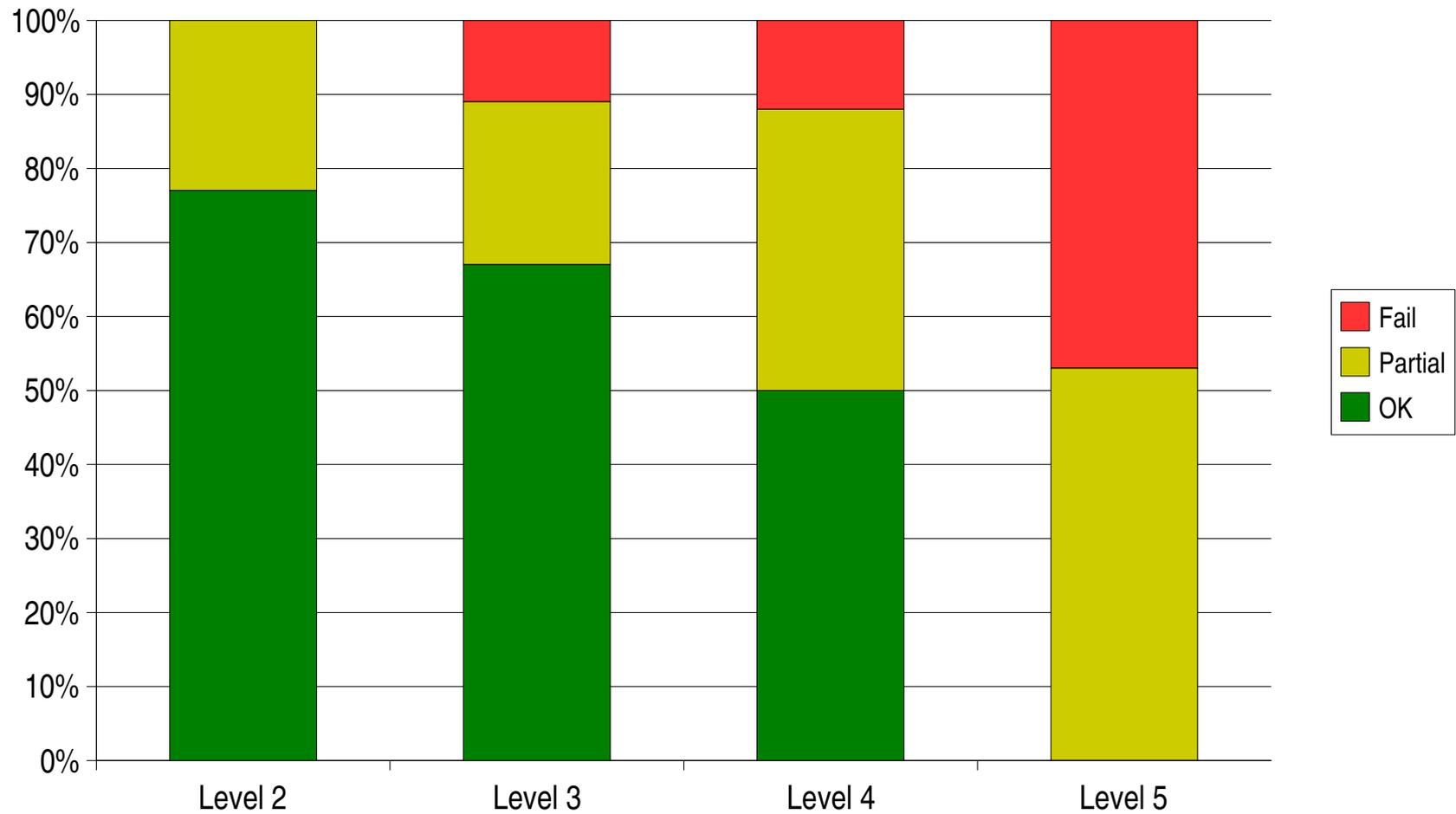
Project Models

- Nomovok prefers fixed pricing in all of the projects. Cost is estimated at the beginning, and work is projectized accordingly. Nomovok commits to deliver in schedule and in budget. This makes it very easy to the customer to estimate their costs.
- Fixed-priced projects are usually done in black-box mode. However, a technical contact on-site acting as a customer interface is usually present.
- As required, projects may also be partly or even fully on-site. Some demanding development activities are impossible to be taken to external premises, and this is well understood at Nomovok.
- Nomovok is also ready to work off-site using a purely hour-based project model. Sometimes this is useful, when requirements are unclear, but the project does not demand on-site presence.

Process Considerations



CMMI/SW Self-Assessment 2005



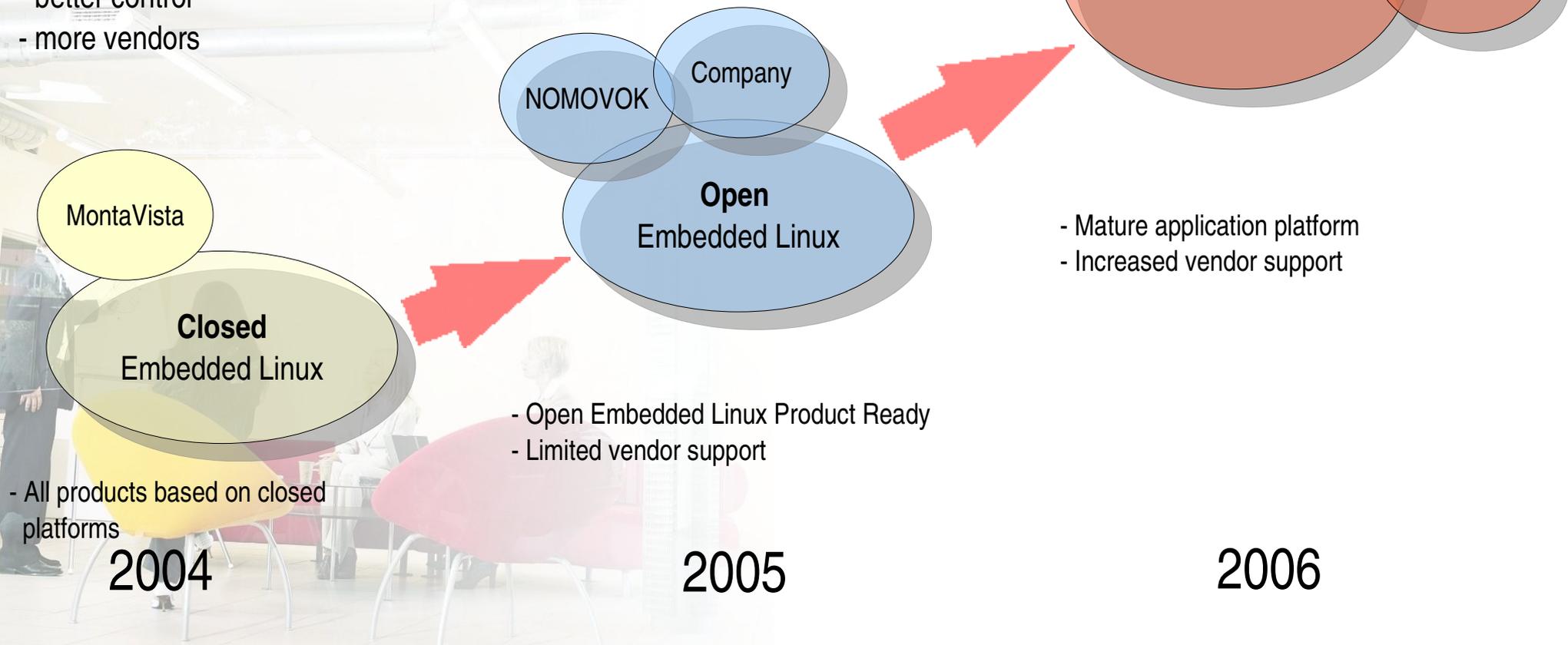
Nomovok and Embedded Linux

Embedded Linux in Transition

Device manufacturers moving from closed embedded Linux to Open embedded Linux. Closed embedded Linux is considered good for concepting.

Open platform benefits:

- cost efficient (no vendor locks)
- faster release cycles & faster product development
- better control
- more vendors



Open Embedded Linux

- Open for full commercial use
- Royalty free, open source, BSD / LGPL / GPLv2 licensed
- Commercially viable option to Montavista + Qtopia
- Based on standard Debian Linux architecture/tools
- Same technology selection as
Nokia 770 / Maemo.org (legal check investment done)

GNOME Mobile and Embedded Initiative

Mission

- Increase community and commercial visibility of GNOME Mobile and Embedded technology and participating companies
- Co-ordinate investment in the GTK+ and GNOME platform, documentation and developer tools
- Increase development focus on the "mobile experience", particularly the integration of GNOME desktop and GMAE technology
- Facilitate healthy development collaboration between participating companies, the GNOME community and related organizations; and between GNOME desktop and GMAE developers
- Pursue standardization opportunities at the platform and potentially user interface levels
- To ensure that Software Freedom is a reality beyond the desktop, and is in the hands of users around the world



Leading products based on TRUE open solutions

Maximize benefits of Open Source Software

Handle successfully IPR issues

Convert Open Source projects into a product

See more, opening 26-Aug-2006 <http://www.mdeb.org/>