



Revolutionizing Communications for Utilities

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Challenges

- *Skyrocketing demand and community disinterest in more plants*
- *Grid congestion*
- *Aging infrastructure and workforce*
- *Threat of competition*
- *Scarce resources*
- *Environmental concerns*
- *Homeland Security*
- *Shifting political climate*
- *Down economy*

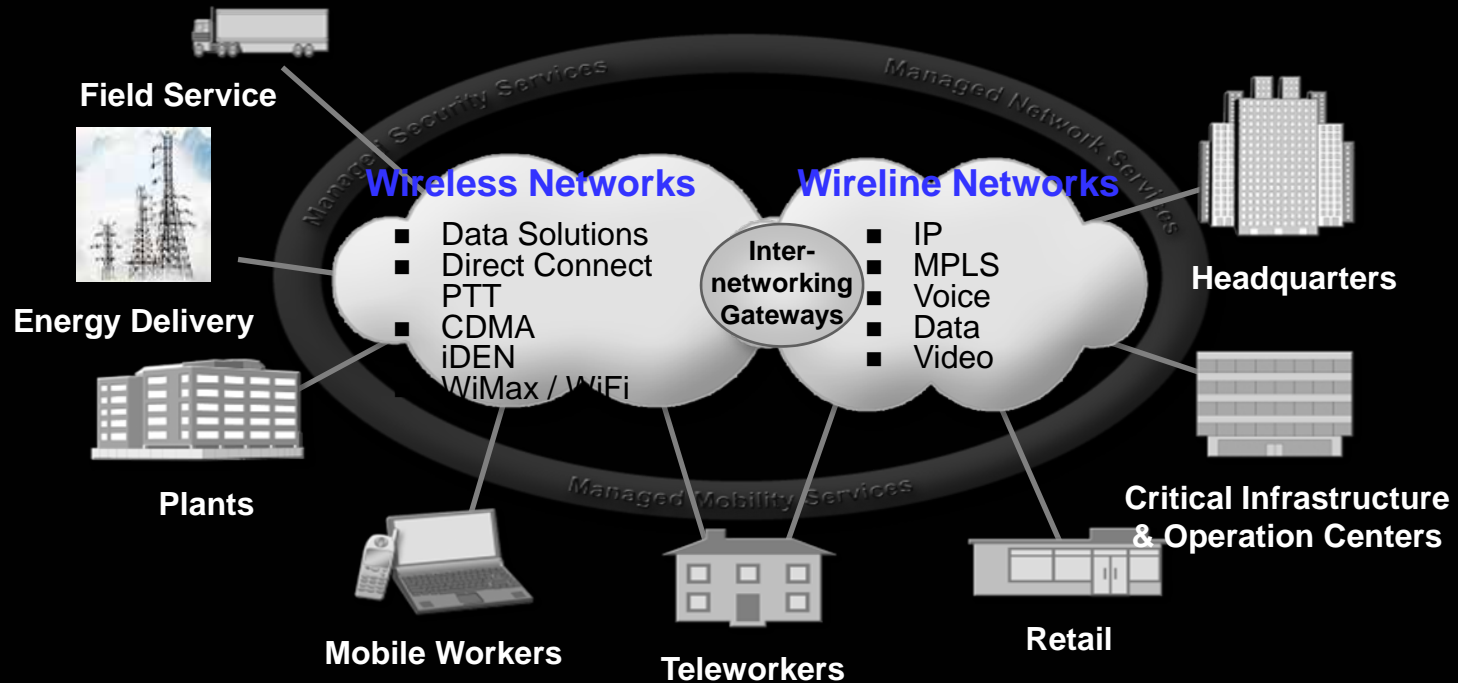
Utilities of the Future

- *Intelligent Grids and Intelligent Utility Enterprises*
- *Partnering with telecom carriers*
 - *Less capex*
 - *Less long-term operating costs*
 - *Less need to keep up with technology*
 - *Less security worries*
 - *Less interoperability issues*



It's all about the Platform

- *Convergence*
- *Integrated solutions*
- *IMS: core of the network architecture*
 - *The key to convergence*
 - *Enables new services quickly and easily*



WIMAX: The Next Generation

- *Faster and more robust Internet over wider areas*
- *Internet delivered to new devices*
- *AMI Enabling*



Revolutionizing Communications for Utilities

- *Nationwide mobile broadband network*
- *Nextel Direct Connect*
- *Global IP backbone to carry converged services*
- *Common IMS-based service architecture*
- *Enterprise mobility*
- *Telemetry*
- *Smart grid applications*
- *A new business model enabled by WiMAX*



Q & A