

A photograph of two individuals, a man and a woman, wearing light blue jackets and sunglasses, looking intently at a laptop screen. The man is on the left, wearing a black cap. The woman is on the right. The background is a bright, overcast sky. The text is overlaid on the image.

# Fixed Mobile Convergence (FMC)


## FMC Inventory – Present FMC products

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# Fixed Mobile Convergence.

## What is FMC / FMC – Introduction.

Common Misconception		
Convergence is about convergence of communications industries.	FMC is about integration of fixed and mobile technologies.	FMC is nearly the same as FMS (Fixed Mobile Substitution).
▼ ▼ ▼		
The Meaning		
Convergence, today, means convergence of almost every major industry including IT, Telecommunications, Electronics, Media and Information, Retail, Travel, Banking, Insurance, Legal, Gaming, and more...	FMC means convergence of services, networks, and devices (also) with merger of content.	FMC means combining the two worlds. FMS means substitution of fixed access (lines, contracts, revenues) through mobile access (lines, contracts, revenues).

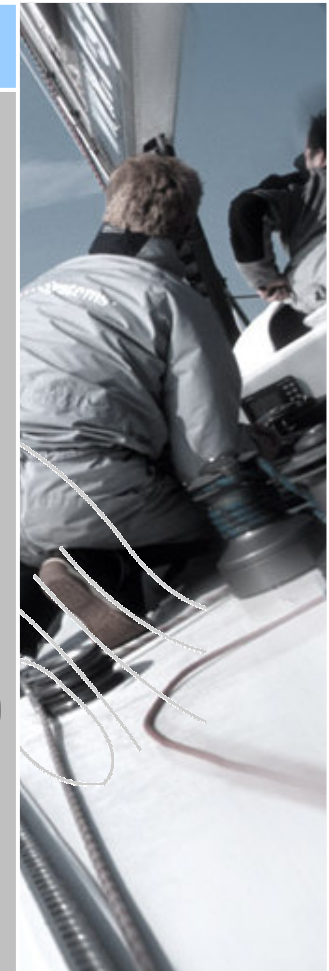
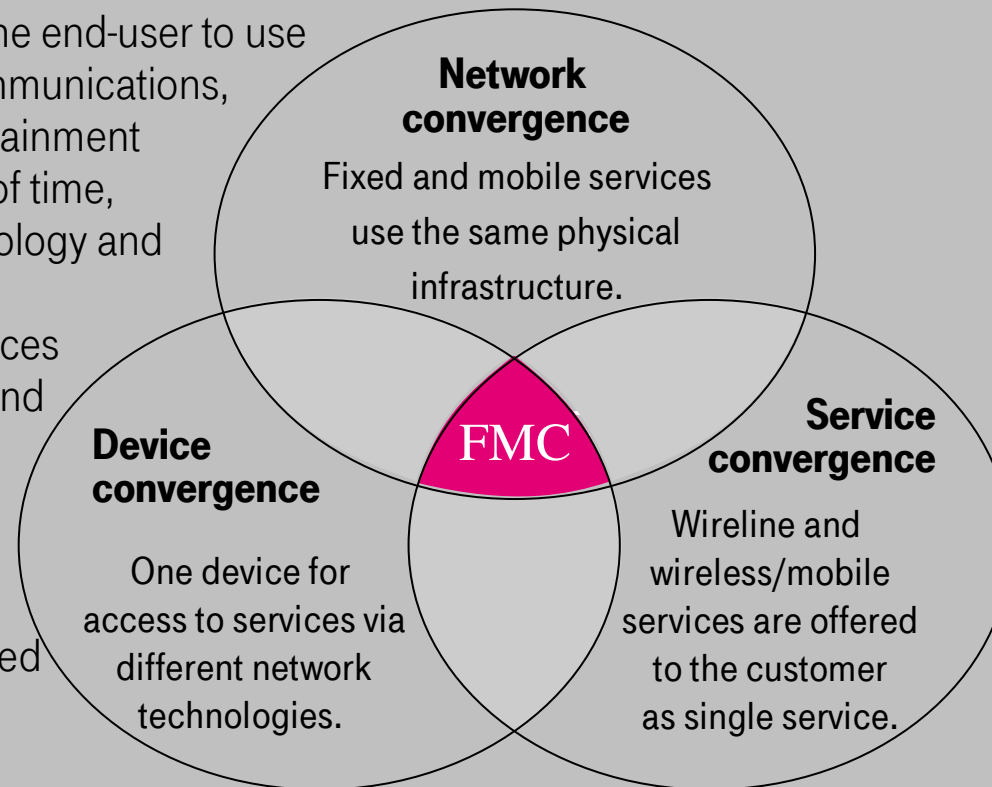


# Fixed Mobile Convergence

## What is FMC / FMC – Introduction

### The Definition

FMC services enable the end-user to use unlimited range of communications, information, and entertainment services independent of time, location, access technology and devices. The end-user demanding these services can roam seamlessly and with the same quality between locations, access technologies and devices and will receive one consolidated bill.



## Fixed Mobile Convergence.

Beside the obviously FMC offerings of Service Providers' Dual phones, there are manufacturers and other FMC products.

- Vendors offer dual phones with the general possibility of using different access technologies (GSM, BT or WLAN).
  - HTC (MDA, VPA, XDA), Nokia (N80, E50, E60, E61, E70) and other
- Providers offer – beside dual phones like the Cisco solution – products for mobile business customers with e.g. one authentication mechanism or products supporting multiple access technologies.
  - France Telecom (Business Everywhere) and other

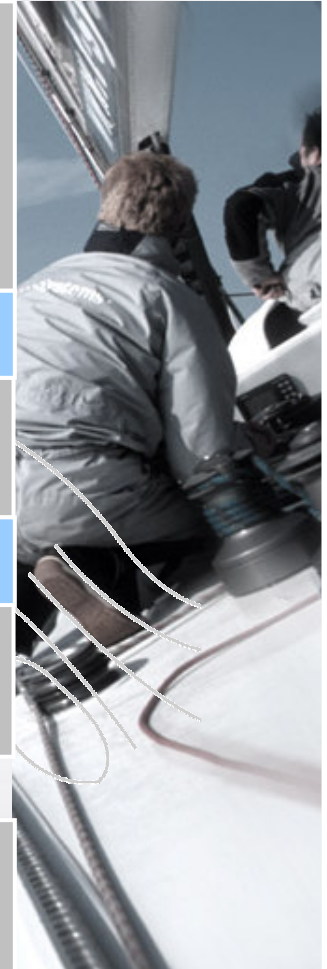
### But...

- A provider has to support the possibilities of the equipment.
- FMC is more than just having the possibility to switch between different access technologies, even if there are seamless for data-services.

### The real challenge...

- Is to support FMC with different access technologies with a seamless handover (real-time, at least from a customer/service point of view) and with a maximum bandwidth for the specific service.

**Currently deployed dual phones are the very first step on this roadmap. They support different access technologies, but no seamless handover and only for voice and less bandwidth consuming services.**



## Fixed Mobile Convergence.

Operator offerings for dual phone devices in the consumer market.

non exhaustive

Company	Product	Launch	@home	@move		Remarks
				mobile	nomadic	
Arcor	Twintel	10/2006	WLAN with DSL	GSM (via Vodaphone)	Only private or open HotSpots	
British Telecom	BT Fusion	06/2005	Bluetooth (WLAN VoIP support in future)	GSM (via MVNO BT mobile)	-	First in Europe
Deutsche Telekom	T-One	08/2006	WLAN with DSL or PSTN	GSM	T-HotSpots, also private and open ones	First in Germany; One mailbox
Korea Telecom	One-Phone	06/2004	Bluetooth	CDMA	-	First in the world; 118.000 users in the first year
NTT DoCoMo	Passage Duple	11/2004	WLAN (in office environment)	3G	-	Enterprise customers; + Office services



## Conclusion.

If there is only voice in focus there are cheaper deployment options than to build up real FMC services.

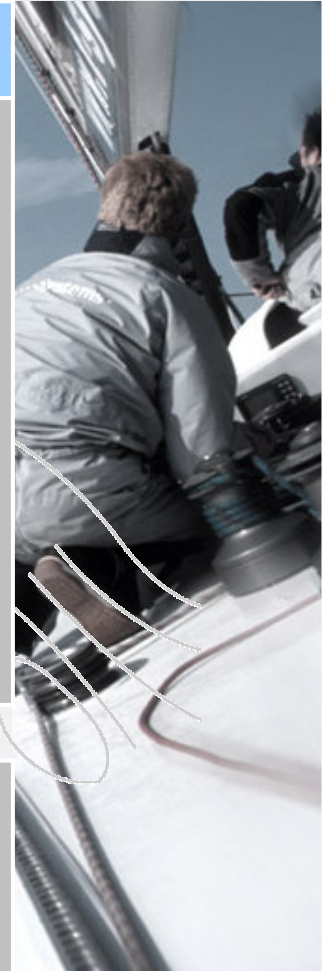
### Competing Products

There are products on the market which behaves like the FMC product “Dual phone”, but are more or less special billing models. So far the consumer has no further benefits beside one phone, reachability, voice call continuity, one bill, one contract and one contact to the provider the billing models are much more cheaper to “deploy”.

Examples are:

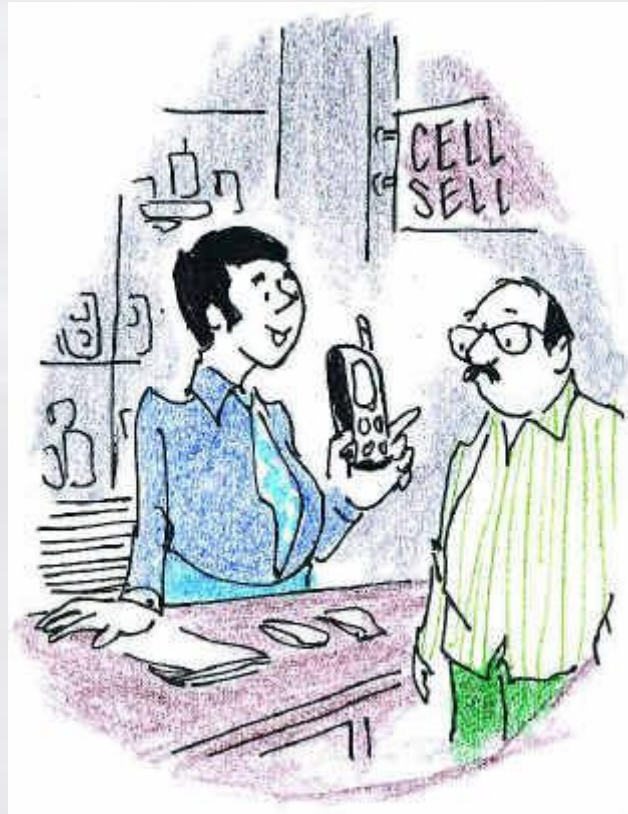
- O2: Genion, launched 07/1999
- T-Mobile: T-Mobile@home, launched 01/2006, incl. geographic number
- Vodaphone: Vodaphone zuHause, launched 06/2005, incl. UMTS-Router

We will see a significant increase in usage of FMC-products, if there are needs of the customer like having always a fast-as-possible broadband access, resulting of dedicated and demanded services.



# Fixed Mobile Convergence.

After the convergence hype...



„It's slightly on the heavier side, yes.  
But post-convergence, you can use it as a paperweight, too!"

