

Open skies in wireless- the rise of OSA/Parlay

STOCKHOLM –December 17, 2002- From relative obscurity Northstream predicts a substantial rise for OSA/Parlay products and applications. OSA/Parlay will help network operators, independent software developers and service providers to offer new products and services, which use the functionality of existing networks. Northstream estimates that the market for OSA/Parlay gateways will increase dramatically to more than 300 operators by 2007. Total yearly revenues are expected to exceed \$500 million by that time.

In its new "OSA/Parlay Status Report" leading wireless advisor Northstream gives a realistically optimistic outlook for OSA/Parlay development. The goal of OSA/Parlay is the specification and realisation of an open, technology-independent Application Programming Interface (API) in telecommunication networks. OSA/Parlay will enable network operators, independent software manufacturers and service providers to offer products and services, which use and combine the advanced functionality of the existing and future networks.

-The commercial market success of OSA/Parlay is limited so far. A few operators have purchased gateways and applications servers but the large majority have delayed the decision or are reviewing their options, says Bo Åström Senior Advisor at Northstream.

According to Northstream, existing OSA/Parlay products and applications prove the OSA/Parlay concept. It also shows the integration potential between telecom and datacom, and different enabling systems, which may be used to create exciting end-user services. As a toolbox, it provides the necessary openness and flexibility for fast application development.

OSA/Parlay is characterized by flexibility and allows introduction of additional services, new standardized services but also extensions and operator specific services. Implementations can be centralized via a gateway, distributed over enabling systems or a combination of these. Furthermore, OSA/Parlay provides the necessary security for the core network to be opened-up for 3rd party application providers.

- OSA/Parlay may be the only way for medium and small sized operators to attract 3rd party application providers and content in the future, says Bo Åström. They do not have the same luxury of dictating the interfaces as the multination giants they compete with.

In a market forecast with a medium and high scenario Northstream forecasts a substantial increase in the market for OSA/Parlay:

- Northstream estimates the global number of mobile operators with OSA/Parlay Gateways increase to more than 300 in 2007.
- Total yearly revenues for gateways and application servers are expected to exceed \$500 million by 2007.

The report "OSA/Parlay Status Report" can be ordered at www.northstream.se.

About Northstream

Northstream provides strategic technology and business advice to the global wireless industry. Northstream has assembled a multinational team with some of the world's best experts and analysts on wireless communication business and technology. Northstream works for several of the world's leading operators and system suppliers, e.g. Vodafone, AT&T, NTT DoCoMo, Mitsubishi, Ericsson, Nokia and Siemens. Northstream also works for some of the leading investment banks and financial institutions. Northstream is established in Stockholm (Sweden), Sophia Antipolis (France) and Henley on Thames (UK).

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