

## Enables integration of commercially-proven, standards-compliant, full-featured wireless clients



### PROGRAM DESCRIPTION:

Kodiak Networks has established the Kodiak Open Development Environment (KODE) program to assist the integration efforts of handset partners. The KODE program minimizes handset partner development risk, maximizes return on handset developer investment, and heavily capitalizes upon the combined client implementation expertise of Kodiak and the handset partner.

As part of the KODE scope, Kodiak has developed the Handset Client Development Program for manufacturers who are integrating Kodiak PTT Clients™. This program supports the porting of the low-footprint, rich features of the Kodiak PTT Clients into any CDMA, GSM, or UMTS handset. The program encompasses the entire life cycle of client integration and support, including design, porting, testing, commercialization, maintenance, and upgrade. The level of scheduled, unscheduled, tools, testing and documentation support depends on the selection of one of the following development path options:



### DEVELOPMENT SUPPORT

- Set number of scheduled support days to be allocated by partner
- Unlimited unscheduled support by phone, email, and instant messaging
- Program management team subject matter expertise and regular status meetings
- Full documentation set, including test reports
- Test tools and test lab included



### PAY AS YOU GO

- Scheduled, unscheduled, or program management support purchased as needed at pre-determined fee schedules
- Integration documentation set, not including test reports (test reports must be purchased separately)
- Test tools and test lab access available for a fee



### SELF-SUPPORT

- Integration documentation set, not including test reports (test reports must be purchased separately)
- No scheduled, unscheduled, or program management support available

## Program Overview

### FEATURES

**Structured Engagement Process** – Includes parallel business and technical tracks with clearly outlined milestones for documentation delivery, workshops, testing activities, and regular status meetings. Kodiak also provides a program manager to each handset partner for the duration of the integration effort.

**Clear Responsibilities for Kodiak and Handset Partner** – Allows partners to focus on customer requirements for hardware mechanical design, user interface, and service enhancements. Kodiak provides the core technology optimized for specific applications and networks as well as subject matter expertise on the software.

**Fixed Fee Pricing Structure per Platform (No Royalty Based Payments)** – Allows handset partner to produce as many handsets as desired from a given platform without incurring additional fees for support or royalty

**Extensive Resources: Documentation, Test Plans, and Tools** – Includes a broad array of development and support tools, such as comprehensive architecture documentation, reference handset platforms, live test beds, test report templates, user manual sample, and simulation packages to ensure a successful and timely porting experience.

**Choice of Development Path Options** – Offers a variety of program paths to accommodate both handset partner and operator requirements related to schedule, documentation, testing, and financial constraints. Handset partners may choose from comprehensive development support to independent self-support, with an additional option to schedule support as needed throughout the integration process.

**Comprehensive Scheduled Support Services Available** – Includes scheduled development, integration and testing support for all client types and networks to meet aggressive operator deployment schedules and feature requirements.

**Choice of Client Options** – Includes the proprietary Kodiak PTT Clients: Kodiak PTT Client, Kodiak PTT Client for BREW™, Kodiak PTT Client for Symbian™, and Kodiak PTT Client for Windows Mobile™.

**Major Infrastructure Relationships for Interoperability Testing** – Utilizes the substantial Kodiak Networks partner portfolio to provide the opportunity to test interoperability live.

### BENEFITS

**Consistent Outcomes and Proven Deployments** – Enables accelerated, commercial integrations of the Kodiak client and necessary interfaces between the target handset and the Kodiak RTX System-powered operator.

**Experienced Project Management Teams** – Leads handset partner through development using proven processes.

**Focused Skills and Resources** – Permits handset partners to focus on their core competencies and Kodiak to focus on project management and product commercialization.

**No Hidden Costs** – Provides comprehensive program coverage with detailed fee structure.

**Easy To Calculate ROI** – Allows partner to produce more handsets without incurring additional fees, so the one-time integration effort can be used to maximize market supply by reusing the same work and initial investment for additional handset models.

**Rapid Learning Curve** – Enables the handset partner to have access to all documented information and tools needed for a successful deployment

**Flexibility** – Offers flexible program options for partners in order to meet financial, time and resource requirements.

**Upfront Knowledge of Process and Resources** – Provides a detailed outline of integration program milestones and available support so partners can appropriately plan their time and resource allocations.

**Flexibility**– Meets diverse operator requirements. Kodiak can be the single software supplier to handset partners for push-to-talk and mobile services functionality.

**Broader Reach** – Expands the potential operator base since handsets with various operating systems can satisfy a wide range of operator customers' requirements.

**Smooth Interoperability** – Eases the client commercialization process by providing access to interoperability testing with major next-generation infrastructure providers.

## SUPPORTED CLIENT TYPES:

- Proprietary/native
- Binary Runtime Environment for Wireless (BREW) V3.1
- Symbian 2nd Edition and 3rd Edition
- Windows Mobile
- IP Multi-Media Subsystem (IMS) for UMTS 3G networks

## SUPPORTED NETWORKS/AIR INTERFACES:

- CDMA
- CDMA EV-DO
- CDMA 450mhz
- GSM
- UMTS
- UMTS HSDPA

## CLIENT INTEGRATION ENGAGEMENT PROCESS (dependent on development path option)



## KODE POINTS OF CONTACT

### Handset Program Management:

Carrier and handset partner technical interface for client integration program

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### Strategic Alliances:

Handset partner relationship management for contractual and business issues

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## BECOME A KODIAK NETWORKS PARTNER

To learn more about the KODE program or becoming a Kodiak Networks partner, please contact [partners@kodiaknetworks.com](mailto:partners@kodiaknetworks.com)