



## How about reducing international roaming costs?

Business people travel a lot and access to corporate information is a must during the trips. Along with the inevitable use of data networks comes a BUT. International roaming fees can be tremendously high even during a short trip.

### HOW DATA COMMUNICATION FEES ARE GENERATED?

Typically mobile workers generate expenses by utilising email and calendar applications and browsing web pages with their smart phones.

“Push email” generates data communications without user intervention, which means that mobile phone is always connected to the server even if there weren’t emails coming up. The amount of data traffic depends on the amount of emails, calendar changes and the communication settings of the email client. Another typical application, web browser, is used both in browsing common internet pages and utilising company intranet. Data communication fees are related to the size of the web pages, which can be quite large nowadays.

Merely using these applications could generate hundreds or even thousands of euros roaming fees just for one user in a month!



## EXAMPLES OF DATA ROAMING FEES IN DIFFERENT COUNTRIES

Country	Data roaming fees**	Internet page and size of the first page	Price**
United States Japan China Russia	0,29 € / 50 kb (5,80 € / MB)	www.dn.se, 4,88 MB	28,30 €
		www.yle.fi, 716 kb	4,15 €
		www.cnn.com, 2,36 MB	13,68 €
Sweden Norway Great-Britain Germany	0,12 € / 50 kb (2,40 € / MB)	www.dn.se, 4,88 MB	11,71 €
		www.yle.fi, 716 kb	1,72 €
		www.cnn.com, 2,36 MB	5,66 €

## HOW SAFEMOVE CAN HELP?

SafeMove is an innovative end-to-end mobile VPN solution for connecting mobile devices safely to corporate networks. Moreover, it is capable of switching seamlessly between cellular and WiFi network connections while **automatically** choosing the WiFi network, eg. in multi-national company's own offices. Also utilising public HotSpots (eg. in hotels and airports) is easy and secure with SafeMove.

With SafeMove, the mobile worker can be productive virtually everywhere. The organisation benefits from decreased costs, centralised management, and the truly mobile business operations of the corporate network users. If necessary, SafeMove can be set to disallow utilisation of GPRS-networks abroad completely, which motivates mobile workers to seek WiFi networks and expenses can be restrained. Already 20% increase of utilising WiFi networks instead of GPRS could bring savings worth tens of thousands of euros in a year.

## AN EXAMPLE OF COST-SAVINGS WITH SAFEMOVE IN INTERNATIONAL ROAMING

Number of users	Average data consumption per month per user (MB)	Price per MB data in roaming GPRS (€)*	Roaming costs per year (€)	Automatic WiFi usage enabled by SafeMove (%)	Roaming savings per year enabled by SafeMove (€)
100	20	2,40	57 600	20 %	11 520
100				50%	28 800
500	20	2,40	288 000	20%	57 600
500				50%	144 000
1000	20	2,40	576 000	20%	115 200
1000				50%	288 000

\* Price examples have been taken from Finnish teleoperator Sonera's web site at [http://hypno2.mobile.sonera.net/hinnasto/roaming\\_tariffs.html](http://hypno2.mobile.sonera.net/hinnasto/roaming_tariffs.html) (valid from 1st July 2009). Prices may vary within the same country depending on the operator.

\*\* The calculated price in these examples means opening the internet page without clicking any link on it.