

OpenScape Software Assurance

Customer Value Presentation

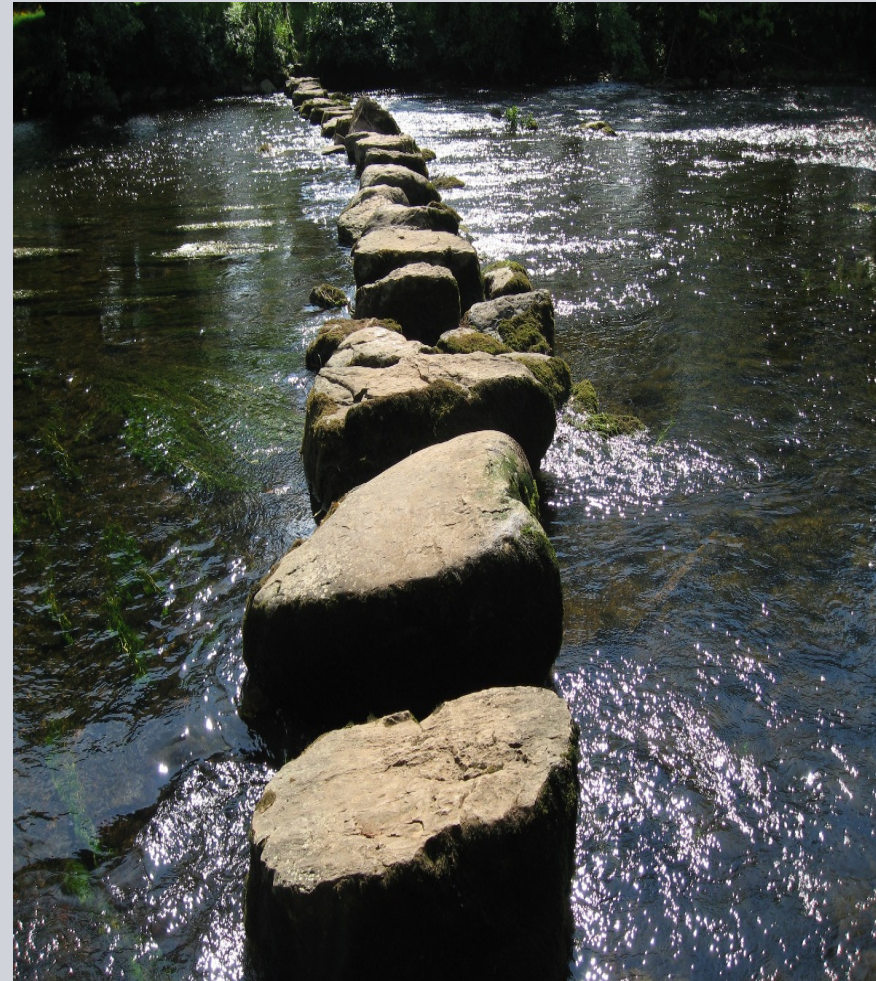
Introducing OpenScape Software Assurance

OpenScape Software Assurance

Siemens is taking the pain out of managing software updates by offering a comprehensive program to ensure you receive software releases at the most attractive prices.



Even better, Software Assurance provides a streamlined, cost-effective evolution path to managing your infrastructure.



Why is OpenScape Software Assurance the right option for you?

Reasons

- Provides a simplified method of managing software version updates through a comprehensive program
- Ensures you receive the latest software releases
- Cost savings on upgrades
- Improves cash-flow and provides for predictable budgeting



OpenScape Software Assurance

Highlights

- **Receive Future Release and Version Upgrades** guaranteeing the highest system stability and most current security features
- **Improved OpenScape UC interfaces** with other products and solutions
- **Streamlined budgeting** realized through a annual subscription charge vs. continuous capital expenditures
- **Savings of up to 30%** in a 3 year period versus CAPEX purchases of upgrades

Awesome!

Offerings included in the Software Assurance portfolio

- OpenScape Voice
- OpenScape Voice Bundle
- OpenScape Applications –
 - Personal Edition
 - Enterprise Edition
- HiPath 4000
- HiPath 4000 Manager
- OpenScape Xpressions Voice
- OpenScape UC Xpressions Bundle
- OpenScape Xpressions UM
- OpenScape Xpressions CTI
- OpenScape ComAssistant
- OpenScape Contact Center Agile
- OpenScape Contact Center Enterprise
- HiPath Fault Management
- HiPath Quality of Service Management
- HiPath User Management
- HiPath Accounting Management
- OpenScape Fusion
- OpenScape MobileConnect
- OpenScape Office

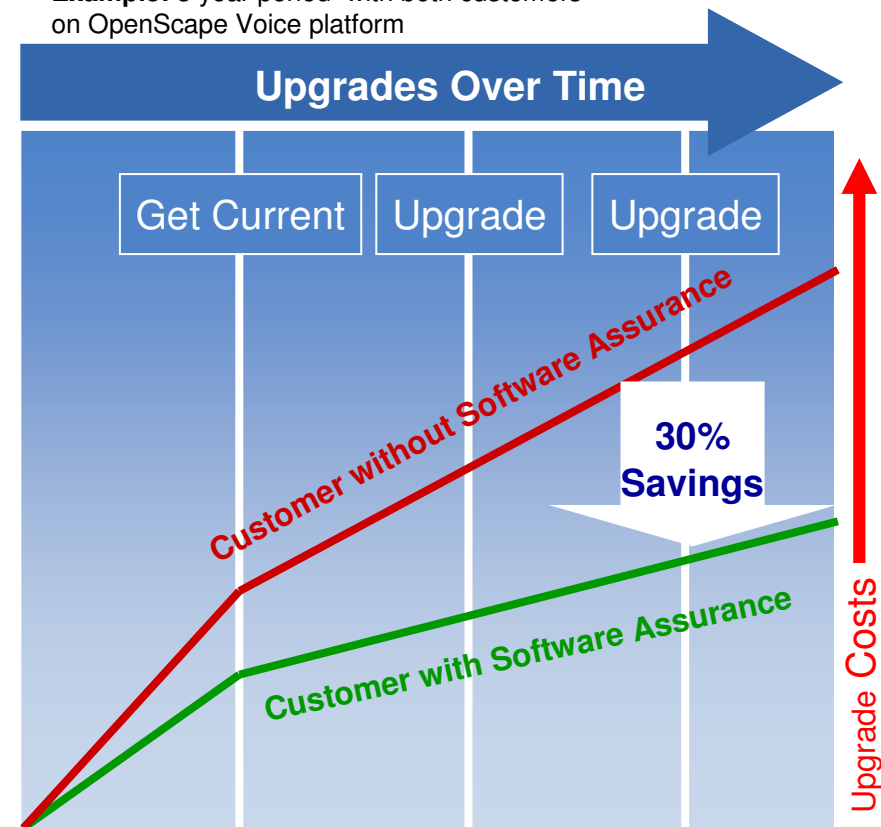
OpenScape Software Assurance Details

Details

- Minimum contractual runtime of 24 months
- Payment up front on an annual recurring basis
- Customers must be at the most current software version release. †
- Customers with OpenScape Software Assurance will receive all future software versions at no additional costs.
- The following services are **not** part of the OpenScape Software Assurance program:
 - The efforts and costs for the installation and/or custom integration into the customer's existing servers / IT environment.
 - Hardware and infrastructure upgrades that are caused by the software upgrade.

Value

Example: 3 year period with both customers on OpenScape Voice platform



OpenScape Software Assurance Benefits

Benefits

- **Cost Control** – conveniently billed on a annual basis vs. capital expenditures
- **Savings** – up to 30% savings on software upgrades over a 3 year period
- **Investment Protection** – receive the latest software enhancements and be notified when they are available
- **Installation Flexibility** – ability to schedule software upgrades at your convenience after general availability of latest release

Our Recommendation

Move to the ‘Software World’ of VoIP by purchasing the Siemens Software Assurance



And Minimize Expenditures While Optimizing your Software Infrastructure

OpenScape Software Assurance

Customer Value Presentation