

All Unify Channel Partner, Alliances and Service Partner

Unify Sales Circular No. 01/2017

Product Phase-Out OpenStage 15/15G, 40/40G, 60/60G SIP in ice blue and lava

The phase out of the following products has been started for the direct and indirect channels in all countries.

- OpenStage 15 SIP ice blue and lava
- OpenStage 15 G SIP ice blue and lava
- OpenStage 40 SIP ice blue and lava
- OpenStage 40 G SIP ice blue and lava
- OpenStage 60 SIP ice blue and lava
- OpenStage 60 G SIP ice blue and lava

All sales activities relating to new sales for the products listed above are to be ended according to the milestone dates published below. New service contracts should no longer be entered into, and existing rental agreements and service contracts should not be prolonged after expiration.

Successor Product/Solution

Successor products are the Desk Phones CP200, 400 and 600.

The following timeline and procedure have been agreed:

M43 Order Stop

The order stop for the products mentioned above takes effect on 5th of Jun 2017.
Please budget any additional demand beyond this date and place the order early enough.

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M44 Sustaining Stop

The end of hardware and software support by development occurs on June 30th 2020. From this point on no more error correction will take place. Instead, the customer must migrate to the successor products.

M45 Order stop for expansions

The order stop for the products mentioned above for new and expansion business takes effect on 5th of Jun 2017.

Not affected are the available accessories like Key Modules and Wall Mount Kits.

All electronic customer relevant documentation like User Manuals will be available until the end of all product activities.

M5 End of product activities

All product activities under responsibility of headquarter will be terminated on June 30th 2022. Any other regional product activities and their associated liabilities are the responsibility of the respective sales region.

Requirement to Sales

Please start selling Desk Phone CP 200, 400, 600 immediately instead of OpenStage SIP.

Overview of Phase-Out Dates

Milestone	Description	Date
M43	Order Stop for the Phase-Out Product & Expansions, End of Central Training	June 5 th , 2017
M44	End of Hardware and Software Support	June 30 th 2020
M45	Order Stop for Expansions, Order Stop for Customer Documentation	June 5 th , 2017
M5	End of Product Activities	June 30 th 2022

Overview of the effected ordering positions

Product	PST-NR:	L-Number	S-Number
OpenStage 15 SIP ice-blue	CUC176	L30250-F600-C176	S30817-S7401-A501
OpenStage 15 SIP lava	CUC177	L30250-F600-C177	S30817-S7401-A503
OpenStage 15 G SIP ice-blue	CUC190	L30250-F600-C190	S30817-S7401-C501
OpenStage 15 G SIP lava	CUC191	L30250-F600-C191	S30817-S7401-C503
OpenStage 40 SIP ice-blue	CUC108	L30250-F600-C108	S30817-S7402-A101
OpenStage 40 SIP lava	CUC164	L30250-F600-C164	S30817-S7402-A103
OpenStage 40 G SIP ice-blue	CUC116	L30250-F600-C116	S30817-S7402-C101
OpenStage 40 G SIP lava	CUC168	L30250-F600-C168	S30817-S7402-C103
OpenStage 60 SIP ice blue	CUC109	L30250-F600-C109	S30817-S7403-A101
OpenStage 60 lava	CUC163	L30250-F600-C163	S30817-S7403-A103
OpenStage 60 G ice blue	CUC117	L30250-F600-C117	S30817-S7403-C101
OpenStage 60 G lava	CUC167	L30250-F600-C167	S30817-S7403-C103

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Additional information can be found in the Unify Partner Portal:
<http://www.unify.com/us/partners/partner-portal.aspx>

For further information please contact your person in charge, too.

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