

All Unify Channel Partner, Alliances and Service Partner

Unify Sales Circular No. 01/2016

Product Phase Out OpenScape Office V3 MX/LX (M4)

The phase out process for the product OpenScape Office V3 has been started. All sales activities relating to new sales and expansions for OpenScape Office V3 have to be stopped according to the milestone dates published below. New service contracts should not be signed anymore and existing rental agreements and service contracts should not be extended beyond the dates published below. As part of a promotion 600 OpenScape Office MX systems which are on stock should be sold.

Successor Product/Solution

This phase out has been initiated due to scheduled release of the successor product OpenScape Business V2 in July 2015. It is the goal to increase the forecasted revenue and sales volumes with the new OpenScape Business V2 in all countries.

Information about OpenScape Business V2 can be found in the sales release information which is available under the Portfolio Homepage

Promotion

From now on we add by every order of an

OpenScape Office V3 MX System Box L30250-U600-G292

an

OpenScape Office V3 MX Base License Package 10 Plus L30250-U622-B460

The prices of the OpenScape Office MX Box remain unchanged, the OpenScape Office Base License Package Plus 10 is included as part of this promotion in the prices of the system box. This promotion is valid until the systems in the storage are sold off, no further MX systems will be produced.



Migration / Upgrades

The OpenScape Office V3 licenses can be migrated to OpenScape V2 Business licenses.

OpenScape Business Upgrade OpenScape Office V3 MX / LX L30250-U622-B681

The OpenScape Office MX hardware must be replaced by OpenScape Business Hardware.

Order Stop, end of Central Training

The order stop (M43/1) for OpenScape Office V3 (base license only) is scheduled as followed

Region	OpenScape Office V3
Germany	Februar 2016*
IM (last country)	Februar 2016*
USA	Februar 2016*

*The date can be changed if the OpenScape Office MX systems are sold off earlier.

— Dates for individual countries are available in TopNet.

From this point on only the successor product OpenScape Business V2 can be ordered. Simultaneously the central training will be stopped.

End of Hardware and Software Support

The end of hardware and software support is planned for the 30th of September 2017.

Requirement for the sales organizations

- All customer offers should be based on OpenScape Business V2 once this version is released.
- Existing offers should be changed to OpenScape Business V2.
- Delivery obligations for OpenScape Office V3 due to existing contracts and customer offers have to be verified if those cannot be met or fulfilled product management should be informed immediately.

Overview of Phase-Out Dates

Date	Description
29.02.2016	Order stop for the base license and the end of central training
30.09.2017	End of Hardware and Software Support
30.09.2016	Order Stop for Expansions and customer documentation
30.09.2017	End of Product Activities

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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Annex: none