UN|FY

September 21th, 2015
PH HQ DA 1

All Unify Channel Partners, Alliances and
Service Partners

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Unify PH HQ DA (PM 1) Sales Circular No. 09/2015

Product Phase-Out: OpenScape Desk Phone IP 35G and 55G in white

The phase out of the following products has been started for the direct and indirect channels in the sales regions Germany, IM and USA.

- OpenScape Desk Phone IP 55G HFA icon white
- OpenScape Desk Phone IP 35G HFA icon white

- OpenScape Desk Phone IP 55G SIP icon white

- OpenScape Key Module 55 white

- Pre-cut Key Labels DP IP 35G white
- Clear plastic cover white DP IP 35G

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
This phase out has been initiated due to very low demand. As successor products the black Desk Phone IP 35G (Eco) and 55G are still available.

The following timeline and procedure have been agreed:

Order Stop for the Phase Out Product, End of Central Training (M43)
Order stop M43/1 for all products listed above will be on 2.11.2015.

End of Hardware and Software Support (M44)
The end of hardware and software support by development occurs on November 2017. From this point on no more error correction will take place. Instead, the customer must migrate to the successor products.

End of product activities (M5)
All product activities under responsibility of headquarter will be terminated on November 2020. Any other regional product activities and their associated liabilities are the responsibility of the respective sales region.

Requirement to Sales
- Start selling OpenScape Desk Phone IP 35G (Eco) or 55G in black instead of the white variants. All new offers are to be based on these products
- All outstanding offers are to be modified to reflect this or be issued with a statement indicating the successor product
- Examine existing contracts for delivery obligations of the OpenScape Desk Phone IP 35G or 55G in white that cannot be changed to another product offering, and notify product management of these cases

Overview of Phase-Out Dates

Milestone	Description	Date
M43	Order Stop for the Phase-Out Products	02.11.2015
M44	End of Hardware and Software Support	11/2017
M5	End of Product Activities incl. end of spare parts support	11/2020

Overview of the effected ordering positions

Product	PST-NR:	L-number:	S-number:
OpenScape Desk Phone IP 55G HFA icon white	CUC297	L30250-F600-C297	S30817-S7702-D305
OpenScape Desk Phone IP 35G HFA icon white	CUC294	L30250-F600-C294	S30817-S7701-D305
OpenScape Desk Phone IP 55G SIP icon white	CUC289	L30250-F600-C289	S30817-S7702-A305
OpenScape Key Module 55 white	CUC291	L30250-F600-C291	S30817-S7705-A105
Pre-cut Key Labels DP IP 35G white	CUC929	L30250-F600-C292	S30817-G7701-B107
Clear plastic cover white DP IP 35G	CUC301	L30250-F600-C301	S30817-H7701-B107

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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.

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