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All GoForward-, Sales- and Service Partner

Department SEN VA SME

Date October 26, 2012

## SEN VA SME Circular No. 02/2013

### Product Phase-Out HiPath 1100

The HiPath 1100 product family is being discontinued. Launched in July 2004 as successor of the Euroset Line family, the HiPath 1100 was developed to address basic analog telephony requirements. Since its introduction the market has substantially shifted from basic connectivity to value-added communications enabling increased employee productivity. As a result, there has been a significant decline in global sales volumes and we are proactively adapting our strategy to focus and invest in higher value solutions for our customers and partners.

All sales activities related to new sales and expansions for the HiPath 1100 are to be ended according to the milestone dates published below. New service contracts should not be entered into, and existing rental agreements and service contracts should not be prolonged after expiration.

There are no plans for a replacement product at the low end of the market. Our strategic focus is on the high value, high margin business and accordingly we are continuing our investment there. We will not lower the price or offer deeper discounts on HiPath 3000 or OpenScape Office solutions in order to make them attractive to customers at the low end of the market who are looking for basic telephony solutions only.

### Summary of Phase-Out Dates

Date	Description
03/2013	The order entry for HiPath 1100 and expansions will be closed on March 4, 2013
03/2014	The hardware and software support by development will end March 31, 2014
03/2014	The order entry for spare parts will be closed March 31, 2014

**Siemens Enterprise Communications GmbH & Co. KG**  
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General Partner: Siemens Enterprise Communications Management GmbH  
Managing Directors: Alexander Frick, Thomas Heim, Martin Kinne, Vera Meyer; Chairman of the Supervisory Board: Mark Stone;  
Registered offices: Munich; Commercial registry: Munich, HRB 163415

## Overview of the affected ordering positions

LM No.	Description
L30251-F600-A253	Profiset 3030 (mangan)
L30251-F600-A254	Profiset 3030 (arctic)
L30251-F600-A373	High Heels for Profiset 3030
L30251-U600-A152	HiPath 1120 System Software on CD IND
L30251-U600-A452	HiPath 1150/1190 Expansion Board TME1 incl. 75-Ohm Cable
L30251-U600-A520	HiPath 1120 ISDN 2-Port
L30251-U600-A522	HiPath 1120 UPoE 4-Port Kit
L30251-U600-A523	HiPath 1120 UP0/E 2-Port, LAM
L30251-U600-A525	HiPath 1120 Expansion Board 2/4 (2 MSI/4 Analog), IM
L30251-U600-A529	HiPath 1120 Expansion Board 2/0 (2 HKZ/0 Analog), IM
L30251-U600-A533	HiPath 1120 EMOH (Music on Hold), IM
L30251-U600-A536	HiPath 1120 UP0/E CTR, LAM
L30251-U600-A537	HiPath 1100 V.24 Adapter
L30251-U600-A538	HiPath 1100 USB Adapter
L30251-U600-A539	HiPath 1120 Ribbon Cable for UP0
L30251-U600-A540	HiPath 1150/90 Expansion Board 2/10 (2 MSI/10 Analog), IM
L30251-U600-A543	HiPath 1150/90 Expansion Board 2/6 (2 MSI/6 Analog), IM
L30251-U600-A546	HiPath 1150 Expansion Board 2/2 (2 MSI/2 Analog) IM
L30251-U600-A549	HiPath 1150/90 Expansion Board 0/10 (0 MSI/10 Analog), IM
L30251-U600-A551	HiPath 1150/90 Expansion Board 8/0 (8 HKZ/0 Analog), IM
L30251-U600-A554	HiPath 1150/90 Expansion Board 4/0 (4 MSI/0 Analog), IM
L30251-U600-A557	HiPath 1150 Expansion Board 2/0 (2 MSI/0 Analog), IM
L30251-U600-A561	HiPath 1150/90 UP0/E 8-Port
L30251-U600-A561	HiPath 1150/90 UP0/E 8-Port
L30251-U600-A562	HiPath 1150/90 UP0/E 4-Port
L30251-U600-A563	HiPath 1150/1190 UP0/E 2-Port
L30251-U600-A565	HiPath 1150/90 ISDN 5-Port
L30251-U600-A566	HiPath 1150/90 ISDN 2-Port, LAM
L30251-U600-A568	HiPath 1150/90 Expansion Board 0/12 (0 MSI/12 Analog), IM
L30251-U600-A572	HiPath 1190 CPU, IM
L30251-U600-A579	HiPath 1120 Ribbon Cable for EB
L30251-U600-A580	HiPath 1190 CDB 16

LM No.	Description
L30251-U600-A581	HiPath 1150/1190 Expansion Board TME1 incl. 120-Ohm Cable
L30251-U600-A583	HiPath 1120 ADSL with Modem
L30251-U600-A584	HiPath 1150/90 ADSL Option without Modem
L30251-U600-A585	HiPath 1150/90 ADSL Option with Modem
L30251-U600-A587	HiPath 1150 PSU - BBU Upgrade Kit
L30251-U600-A590	HiPath 1190 Expansion Kit with BBU
L30251-U600-A617	HiPath 1150/90 Power Line Kit for BBU
L30251-U600-A679	PSU for HiPath 1100 (IM)
L30251-U600-A724	HiPath 1120 Expansion Board 2/4 (2 MSI/4 Analog), IM
L30251-U600-A725	HiPath 1120 Expansion Board 2/0 (2 MSI/0 Analog), IM
L30251-U600-A726	HiPath 1120 ISDN 2-Port
L30251-U600-A727	HiPath 1120 UPoE 4-Port
L30251-U600-A733	HiPath 1120 Adapter
L30251-U600-A734	HiPath 1120 ADSL Option without Modem
L30251-U600-A735	HiPath 1120 ADSL Option with Modem
L30251-U600-A736	HiPath 1150/90 ADSL Option without Modem
L30251-U600-A737	HiPath 1150/90 ADSL Option with Modem
L30251-U600-A784	GWl Power supply 220V (IM)
L30251-U600-A785	GWl Power supply 220V (RSA)
L30251-U600-G399	HiPath 1120 V7 EU Package (BRD) with 220V PSU Basic System: 2xHKZ, 8xa/b, 4xc/d, and 4xUP0/E / 2xS0
L30251-U600-G400	HiPath 1120 V7 Box with 220V PSU, IM Basic System: 2xHKZ, 8xa/b, and 4xc/d
L30251-U600-G401	HiPath 1120 V7 Box with 110V PSU, IM Basic System: 2xHKZ, 8xa/b, and 4xc/d
L30251-U600-G402	HiPath 1120 V7 Box with 220V PSU, ARG Basic System: 2xHKZ, 8xa/b, and 4xc/d
L30251-U600-G405	HiPath 1120 V7 Box with 220V PSU, IND Basic System: 2xHKZ, 8xa/b, and 4xc/d
L30251-U600-G409	HiPath 1120 V7 EU Package (NDL) with 220V PSU Basic System: 2xHKZ, 8xa/b, 4xc/d, and 2xS0
L30251-U600-G437	HiPath 1150 V7 Box with BBU, IM Basic System: 2xHKZ and 10xa/b (2 a/b + 8 a/b/c/d)
L30251-U600-G438	HiPath 1150 V7 Box with BBU, IND Basic System: 2xHKZ and 10xa/b (2 a/b + 8 a/b/c/d)
L30251-U600-G443	HiPath 1190 V7 Basic System 0/0/8 c/d Medium (1 Box) with BBU, IM
L30251-U600-G444	HiPath 1190 V7 Basic System 0/0/8 c/d Medium (1 Box) with BBU, IND
L30251-U600-G446	HiPath 1190 V7.0 Basic System 0/0/8 c/d Full (2 Boxes) 19-Inch with Battery Backup, LAM

LM No.	Description
L30251-U600-G490	HiPath 1120 V7 Box with 220V PSU, BRA
L30251-U600-G494	HiPath 1120 V7 Basic System with 110V PSU, BRA
L30251-U600-G510	HiPath 1120 digital Bundle (ice blue), IM Basic System: 2xHKZ, 8xa/b, 4xc/d, and 4xUP0/E
L30251-U600-G511	HiPath 1120 digital Bundle (lava), IM Basic System: 2xHKZ, 8xa/b, 4xc/d, and 4xUP0/E
L30251-U600-G512	HiPath 1120 digital Bundle (ice blue), IND Basic System: 2xHKZ, 8xa/b, 4xc/d, and 4xUP0/E
L30251-U600-G513	HiPath 1120 digital Bundle (lava), IND Basic System: 2xHKZ, 8xa/b, 4xc/d, and 4xUP0/E
L30251-U600-G516	HiPath 1120 digital Bundle 110V (ice blue), IM Basic System: 2xHKZ, 8xa/b, 4xc/d, and 4xUP0/E
L30251-U600-G517	HiPath 1120 digital Bundle 110V (lava), IM Basic System: 2xHKZ, 8xa/b, 4xc/d, and 4xUP0/E
L30251-U600-G518	HiPath 1150 Digital Bundle (ice blue), IM Basic System: 2xHKZ, 10xa/b (2 a/b + 8 a/b/c/d) and 4xUP0/E
L30251-U600-G519	HiPath 1150 Digital Bundle (lava), IM Basic System: 2xHKZ, 10xa/b (2 a/b + 8 a/b/c/d) and 4 Up0/E
L30251-U600-G520	HiPath 1150 Digital Bundle (ice blue), IND Basic System: 2xHKZ, 10xa/b (2 a/b + 8 a/b/c/d) and 4xUP0/E
L30251-U600-G521	HiPath 1150 Digital Bundle (lava), IND Basic System: 2xHKZ, 10xa/b (2 a/b + 8 a/b/c/d) and 4 Up0/E
L30251-U600-G526	HiPath 1120 V7 Box with 220V PSU, IM Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d)
L30251-U600-G528	HiPath 1120 V7 Box with 220V PSU, IND Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d)
L30251-U600-G529	HiPath 1120 V7 Box with 110V / 127V PSU, IM Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d)
L30251-U600-G530	HiPath 1120 V7 Box without PSU Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d)
L30251-U600-G533	HiPath 1120 V7 EU Package (BRD) Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d), 4 UP0/E, 2 S0
L30251-U600-G534	HiPath 1120 V7 EU Package (NDL) Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d), 2 S0
L30251-U600-G535	HiPath 1120 Digital Bundle (ice blue), IM Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G536	HiPath 1120 Digital Bundle (lava), IM Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G537	HiPath 1120 Digital Bundle (ice blue), IND Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G538	HiPath 1120 Digital Bundle 110V (lava), IND Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G539	HiPath 1120 Digital Bundle without PSU (ice blue), RSA/CHN Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G540	HiPath 1120 Digital Bundle without PSU (lava), RSA/CHN Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G541	HiPath 1120 Digital Bundle 110V (ice blue), IM Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G542	HiPath 1120 Digital Bundle 110V (lava), IM Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E

LM No.	Description
L30251-U600-G596	HiPath 1120 V7 Box with PSU 220V (BRA) Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d)
L30251-U600-G597	HiPath 1120 V7 Box with PSU 110V (BRA) Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d)
L30251-U600-G598	HiPath 1120 Digital Bundle 220V (ice blue), BRA Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G599	HiPath 1120 Digital Bundle 220V (lava), BRA Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G600	HiPath 1120 Digital Bundle 110V (ice blue), BRA Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G601	HiPath 1120 Digital Bundle 110V (lava), BRA Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G602	HiPath 1120 V7 Box with PSU 220V (ARG) Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d)
L30251-U600-G603	HiPath 1120 Digital Bundle 220V (ice blue), ARG Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E
L30251-U600-G604	HiPath 1120 Digital Bundle 220V (lava), ARG Basic System: 2xHKZ, 8xa/b (4 a/b + 4 a/b/c/d) and 4xUP0/E

If you have customers who have bought a HiPath 1100, please inform them about the important dates noted above and about our high value solutions. Please consider the presentation slides for your support.

If you have partners who resell or distribute HiPath 1100, please inform them about the important dates noted above. Be sure to setup time with them for further discussions on the transition to high value solutions. Please consider the presentation slides for your support.

This circular, a presentation for customers, a presentation for partners and additional FAQ information can be found on the portfolio homepage in the Siemens Enterprise Business Area (SEBA) Portal: <https://www.siemens-enterprise.com/seba>

Direct links:

<https://enterprise-businessarea.siemens-enterprise.com/productinfo/producthomepageservice.jsp?mainTab=documents&view=spp&phase=presalesandcontract&pvid=137101&portalViewLeftNavigation=productinformation>

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For further information please contact your person in charge.

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