![Unify atos collaboration solutions logo]

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19th April 2018
PH DE PM

All Unify Channel Partner, Alliances and Service Partner

Unify Sales Circular No. 07/2018

Product PhaseOut
OpenStage 15/15G, 40/40G, 60/60G HFA 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 HFA   ice blue and lava
- OpenStage 15 G HFA   ice blue and lava
- OpenStage 40 HFA   ice blue and lava
- OpenStage 40 G HFA   ice blue and lava
- OpenStage 60 HFA   ice blue and lava
- OpenStage 60 G HFA   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 OpenScape Desk Phones CP200, CP205, CP400 and CP600. Alternatively, the Desk Phone IP 35G, 35G Eco and 55G can be offered as well.

The following timeline and procedure have been agreed:

M43 Order Stop

The order stop for the products mentioned above takes effect on 5th of November 2018. Please note that all orders are required to have a requested delivery date in 2018. Please consider any additional demand beyond this date and place the order early enough.

M44 Sustaining Stop

The end of hardware and software support by development occurs on 1st of November 2021. From this point on no more error correction will take place. Instead, the customer must migrate to the successor products.

M5 End of product activities

All product activities under responsibility of headquarter will be terminated on 6th of November 2023. Any other regional product activities and their associated liabilities are the responsibility of the respective sales region.

Requirement to Sales

- Please sell the successor products, OpenScape Desk Phone CP 200, CP205, CP400, CP600 or Desk Phone IP 35G, 35G Eco and 55G instead of the OpenStage family.
- All outstanding offers are to be modified to reflect this or be issued with a statement indicating the successor products.

Overview of Phase-Out Dates

milestone	description	date
M43	Order Stop for the Phase-Out Product & Expansions, End of Central Training (Requested Delivery Date in 2018)	November 5th, 2018
M44	End of Hardware and Software Support	November 1st, 2021
M5	End of Product Activities incl. End of Spare Parts Support	November 6th, 2023

Overview of the effected ordering positions

OpenStage HFA phones

L30250-F600-C243	S30817-S7401-B703	OpenStage 15 G HFA V3 lava
L30250-F600-C242	S30817-S7401-B701	OpenStage 15 G HFA V3 ice blue
L30250-F600-C240	S30817-S7401-D701	OpenStage 15 HFA V3 ice blue
L30250-F600-C241	S30817-S7401-D703	OpenStage 15 HFA V3 lava
L30250-F600-C247	S30817-S7402-D303	OpenStage 40 HFA V3 lava
L30250-F600-C249	S30817-S7402-B303	OpenStage 40 G HFA V3 lava
L30250-F600-C248	S30817-S7402-B301	OpenStage 40 G HFA V3 ice blue
L30250-F600-C246	S30817-S7402-D301	OpenStage 40 HFA V3 ice blue
L30250-F600-C253	S30817-S7403-B303	OpenStage 60 G HFA V3 lava

L30250-F600-C251	S30817-S7403-D303	OpenStage 60 HFA V3 lava
L30250-F600-C252	S30817-S7403-B301	OpenStage 60 G HFA V3 ice blue
L30250-F600-C250	S30817-S7403-D301	OpenStage 60 HFA V3 ice blue

OpenStage HFA-phones (without logo)

L30250-F600-C381	S30817-S7401-B713	OpenStage 15 G HFA V3 lava without logo
L30250-F600-C380	S30817-S7401-D713	OpenStage 15 HFA V3 lava without logo
L30250-F600-C383	S30817-S7402-B313	OpenStage 40 G HFA V3 lava without logo
L30250-F600-C384	S30817-S7403-D313	OpenStage 60 HFA V3 lava without logo
L30250-F600-C382	S30817-S7402-D313	OpenStage 40 HFA V3 lava without logo
L30250-F600-C385	S30817-S7403-B313	OpenStage 60 G HFA V3 lava without logo

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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PH All   PH DE PM

Annex: none