

COMMUNICATIONS STRATEGIC ROADMAP

2

1

3

UC Services & Other Enterprise Services

Robust Communication Infrastructure UC Services From Cloud (UCaaS)





















2017 EVOLUTIONS

OpenTouch
Contact Privacy
UC enhancements



Web-based management Simplified OXE management



Rainbow Zero-touch UC



OpenTouch
Fast Business Response
VoIP Everywhere



OpenTouch Suite



Alcatel-Lucent @

New phones
Touch, color, Bluetooth





WIRELESS TERMINALS

ASSISTANTS, RETAIL STAFF, WHITE COLLAR

FACTORY BLUE COLLAR

PETKIM



8212 **DECT**

LOW COST



8232s **DECT**

AGAP LEVEL

ENTRY



8242s **DECT**

LARGE SCREEN

m



8118 Wi-Fi

WLAN ENTRY



8128 Wi-Fi

WLAN **COLOR SCREEN**



8128 SE Wi-Fi

SIP **COMPLIANT WLAN**



8262 **DECT**

INDUSTRIAL IP65



8262 Ex **DECT**

EXPLOSION PROOF ATEX CERTIFIED





SUPPORTED STARTING WITH:

OXE R11.1 & UP

OXE R10.0 & UP

OXE R11.0.1 & UP

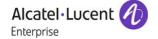
OXE R9.0 & UP

OXE R9.0 & UP

OXE R12 & UP

OXE R11.1 & UP

OXE R11.1 & UP



WIRED TERMINALS - NEW "S" SERIES

BLACK & WHITE SCREEN COLOR SCREEN















219 € WPL

OXE R11.1 & UP

299 € WPL SUPPORTED STARTING WITH:

OXE R11.1 & UP





OXE R12 MD1 & UP

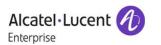
707 € WPL



WIRED TERMINALS - 8058s



EMBEDDED VPN CLIENT - HD AUDIO QUALITY



WIRED TERMINALS - 8068s



IMPROVED PERFORMANCE - BRILLIANT EXPERIENCE FOR YOUR EARS



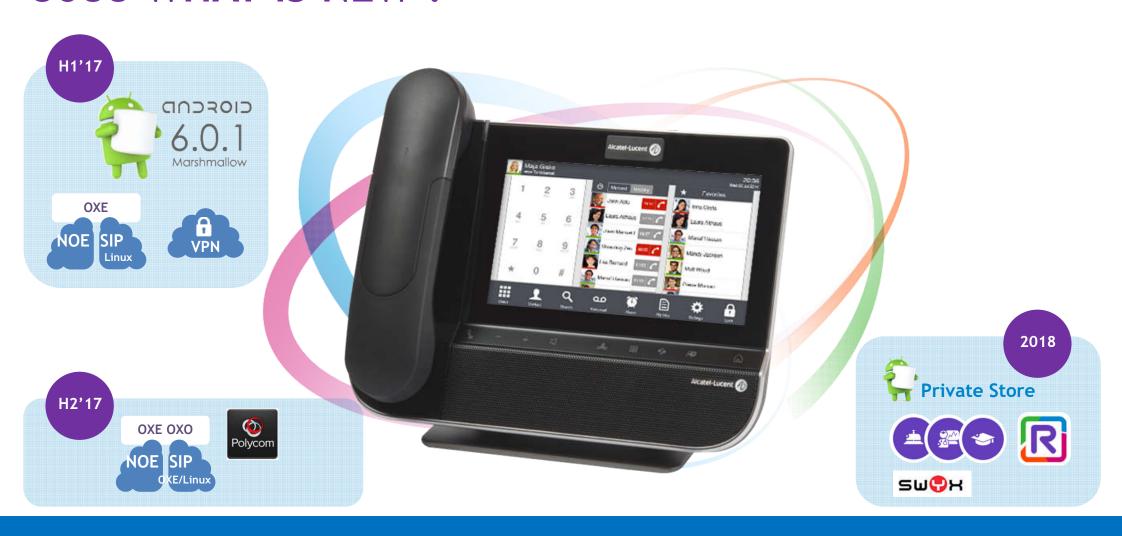
WIRED TERMINALS - 8078s



NEW MODEL & CUSTOMIZATION (SPECIFIC LOGO OF THE CUSTOMER CAN BE VISUALISED)



8088 WHAT IS NEW ?

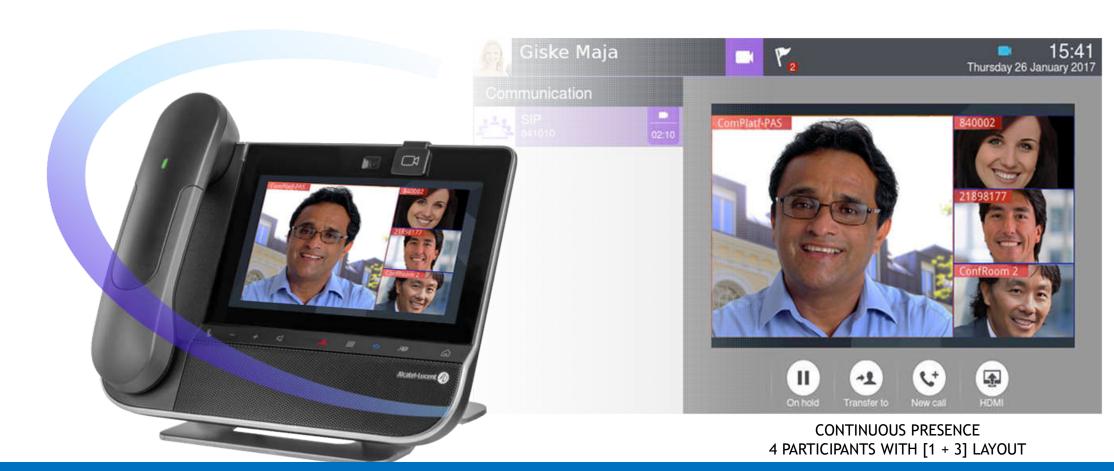


NOE TELEPHONY ON TOUCHSCREEN

8088 ENDPOINT ILLUSTRATION

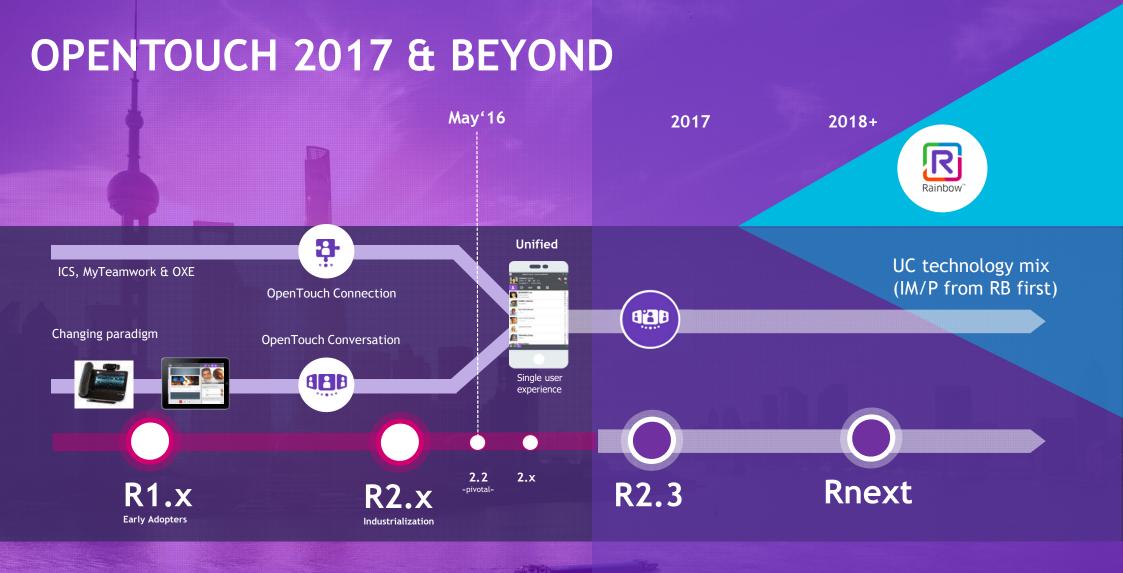
PLAN Q4'17

JOIN A POLYCOM VIDEO CONFERENCE



POLYCOM VIDEO PARTNERSHIP







OPENTOUCH (OT) ROADMAP



OPENTOUCH 2.3 KEY HIGHLIGHTS

UC essentials for all



OpenTouch Conversation One/PC: one software

And also...

- New User Interface with skins
- Call control of 8001/8001G desk phone
- Support of Sennheiser devices



Fast mobile response



VoIP for smartphones 2.3

Multi-device flexibility 2.3 MR

And also...

- Support of iOS 10
- Support of Microsoft Surface Pro



ast team response



Conference recording

Contact privacy

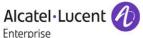
Application sharing 2.3 MR

Remote Desktop control 2.3 MR

And also...

• Visual meetings now available for Mac users





OTC ONE/PC: ONE SOFTWARE

Use case: UC essentials for all





OpenTouch Conversation One

- Now based on OpenTouch Conversation PC software
- UC essentials for all: deskphone companion
- P2P conversations (audio, IM, content sharing), real-time presence, voicemail notification (if voicemail license)
- Conference scheduling (if conferencing license)
- · Included in desk phone's user license

Easy transformation to OpenTouch Conversation PC 2.3

- Same software, same user experience
- + Business response/mobility: VoIP, multi-party sessions, desktop integrations
- Universal license needed



BENEFITS

- Deskphone companion for all (complements OmniPCX Enterprise business telephony with UC services)
- Improved response time, efficiency and productivity for all users
- · Included in all phones' licenses
- Same user experience, no need to reinstall a new SW client to benefit from full UC services
- Windows users, Mac users, VDI compatible

One software for both options



OTC ONE/PC: 8001/8001G CALL CONTROL

Use case: users with cost-effective SIP desk phones



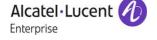
Control a deskphone from OpenTouch Conversation



BENEFITS

- UC Essential for all including employees with entry desk phones
- Fast business response: unified messaging, call history, search and call, real-time presence
- Cost-effective IP desk phone

Ease All-IP transformation



OTC PC VOIP: SENNHEISER DEVICES

Use case: All-IP transformation, softphone users



Softphone companion on top 3 leaders

Use integrated call control features for Plantronics, Jabra and Sennheiser audio devices, including call answer/end, volume control and synchronized mute, all managed from the audio devices or from the OpenTouch Conversation app







Full scope of premium headsets and speakerphone solutions compatible with OpenTouch Conversation for PC application



BENEFITS

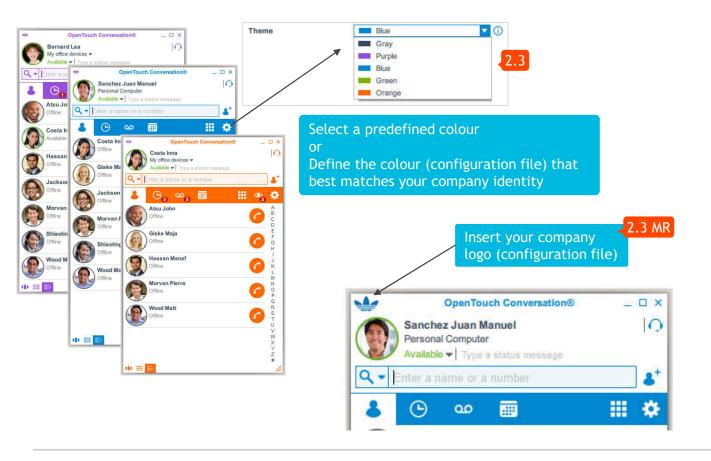
- Superior sound and comfort for softphone users
- Use a large range and high-quality devices from a sound leader
- Plug-and-play solution

Ease All-IP and All-Software transformation



OTC ONE/PC: USER EXPERIENCE REFRESH

Use case: brand recognition



BENEFITS

- Get a corporate/partner visual identity
- Brand awareness

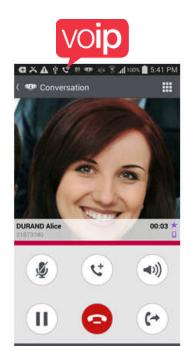


VOIP EVERYWHERE

OpenTouch Conversation for smarphones

Use case: zero-cost communications 🤝







Use your extension from anywhere

With VoIP for Android and iOS you can take your extension 2.3 MR wherever you go.

- One number concept
- Make and receive calls from your smartphone, at no cost
- See the presence of your colleagues from anywhere
- Use chat
- · Calls are never lost with notifications and call history
- Visual voicemail

Easy to configure and manage

Client apps for Android and iOS utilize VoIP and are easy to setup and manage from the 8770 management application, reducing help desk calls.

BENEFITS

- Lower monthly phone bills thanks to free communications across sites and over Internet (e.g. save money on international calls, no roaming charges)
- Take advantage of free WiFi hotspots
- Increase the flexibility and accessibility of telecommuters and office workers
- Experience a wideband voice quality over a good internet connection

Borderless All-IP communications



MULTI-DEVICE 2.3 MR

OpenTouch Conversation

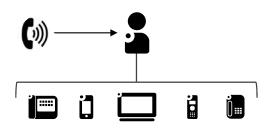
Use case: Fast business response on any device



Business communications and fast business response up to 5 devices

- All devices are always available
- Desk phone is no longer "frozen"
- Any-to-any session shift, at any time
- Simplified licensing model (user's main business line + Universal Client License option for apps)







BENEFITS

- Improved response time, efficiency and productivity by using the most convenient device
- Seamless experience across devices with a single identity
- Easy routing to devices of choice
- Any-to-any session shift flexibility
- Simple and consistent commercial model

Borderless All-IP communications



MICROSOFT SURFACE PRO

OpenTouch Conversation for PC

Use case: sales force, mobile professionals, IT staff





BENEFITS

- Compatible with touch screen devices
- IT compliancy
- Professional tablet devices

Tablets with detachable keyboards represented only 8% of the broader tablet market in 2015, but they will account for about 30% of the market in 2020 (source: IDC).

Borderless All-IP communications

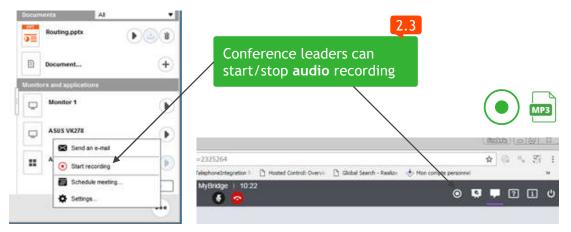


AUDIO RECORDING IN CONFERENCES

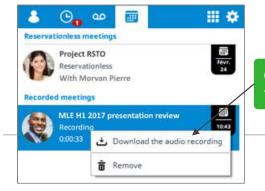
OpenTouch Conversation for PC/Web
Use case: webinars, customer interactions







OpenTouch Conversation Web



2.3

Conference owner can retrieve records (MP3 files) from OpenTouch Conversation for PC app

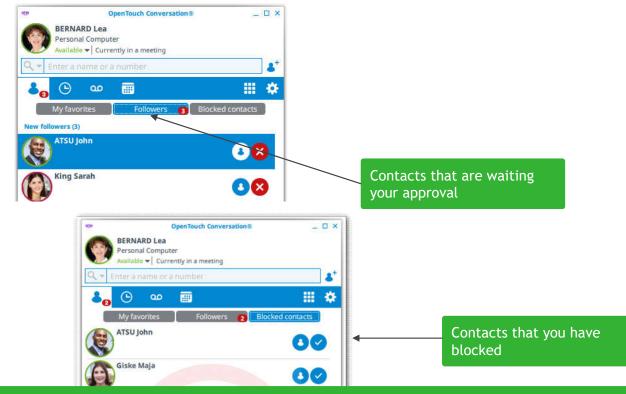
BENEFITS

- Replay for those who could not join
- Compliance
- Quality dispute management
- Quality monitoring



CONTACT PRIVACY

OpenTouch Conversation for PC
Use case: privacy, grant access rights



BENEFITS

- Employees can control their privacy and decide:
 - Who can see presence information
 - Who can chat/collaborate with them
- Organization may grant different level of presence and collaboration rights according to employees category

Extended team collaboration

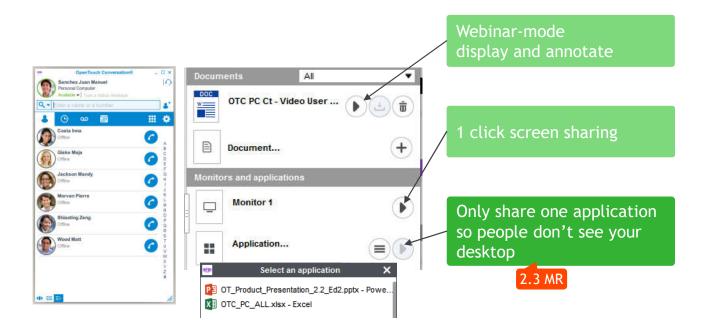


APPLICATION SHARING 2.3 MR

OpenTouch Conversation for PC

Use case: fast problem solving, meetings





BENEFITS

- Improved workflow and productivity (share and modify in live your document)
- Desktop privacy: control what you share (vs. the entire desktop)

Fast team response

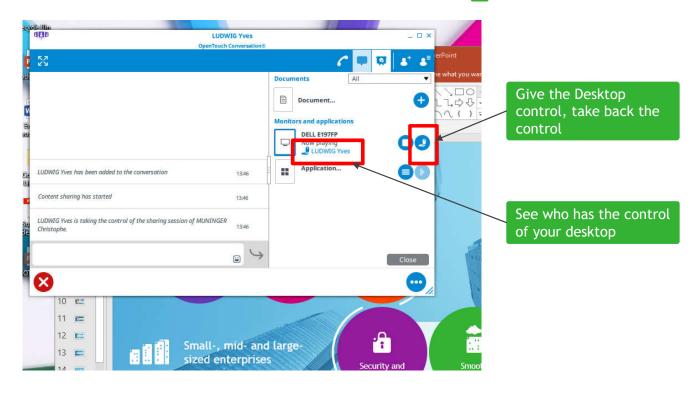


REMOTE DESKTOP CONTROL 2.3 MR

OpenTouch Conversation for PC

Use case: fast problem solving, meetings





BENEFITS

- Help another meeting participant to present or demonstrate
- Help team members completing files or projects
- Help colleagues with technical issues

Fast team response





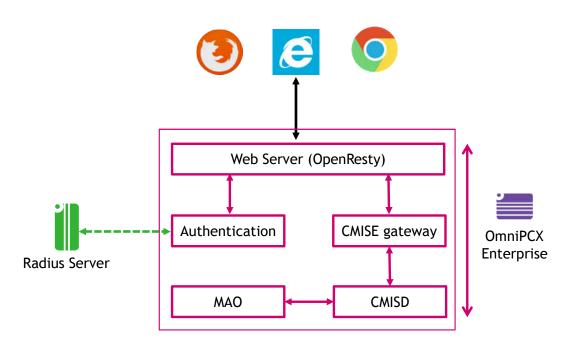
OXE ROADMAP



Web Application (based on HTML5, CSS and JavaScript)

Supported browser: Chrome, Firefox, (in MD: Internet Explorer, Edge, Safari)





BENEFITS

- Reduced solution resources footprint
- Avoid 8770 deployment
- Reduced solution installation time

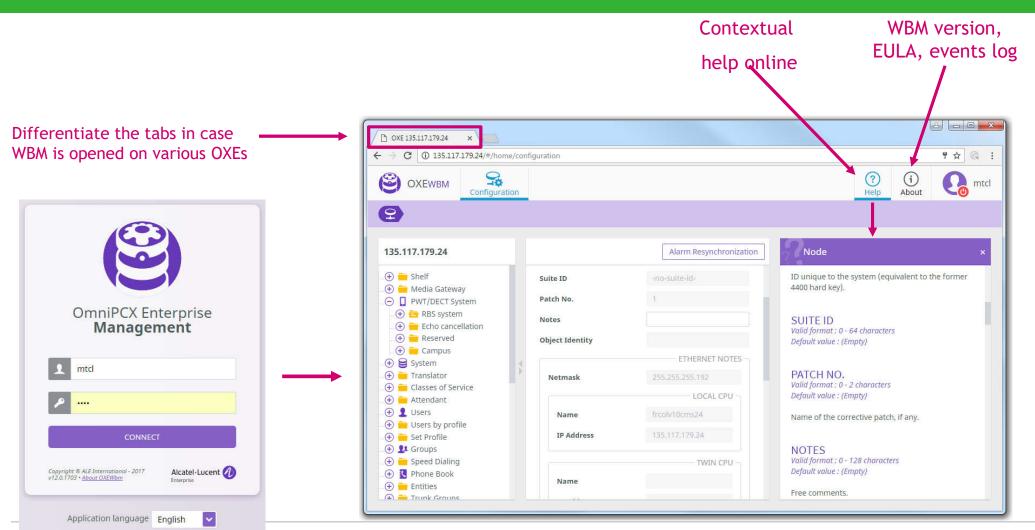
SECURITY

- HTTPS connectivity only / TLS v1.2
- Login credentials (OXE authentication / Radius)
- Block account after maximum number of false credentials
- Automatic session expiry

User Configuration Capabilities From Web Browser



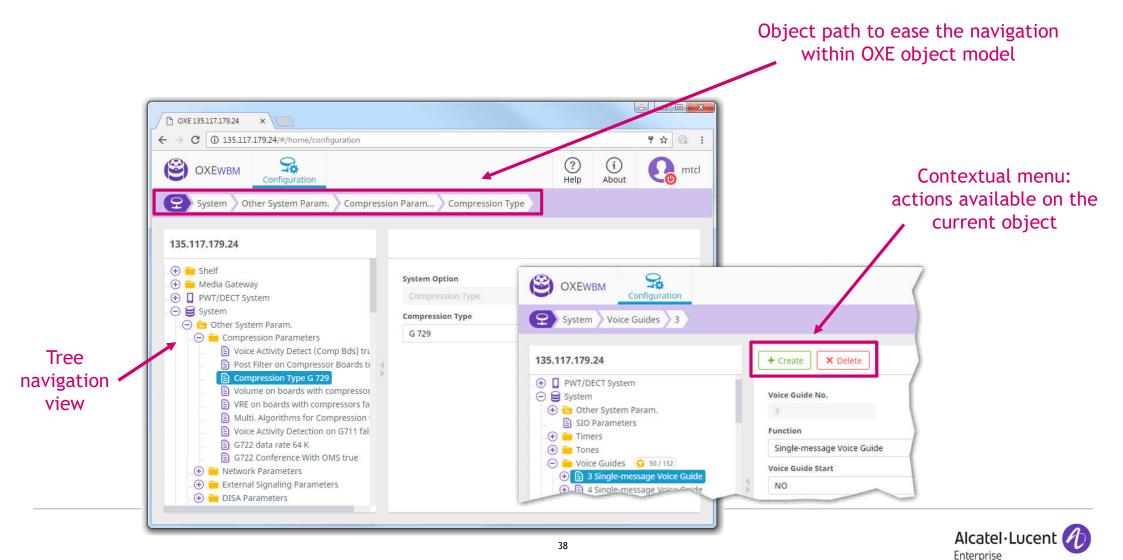
SCREENSHOTS



Dynamic layout adapted to the window size

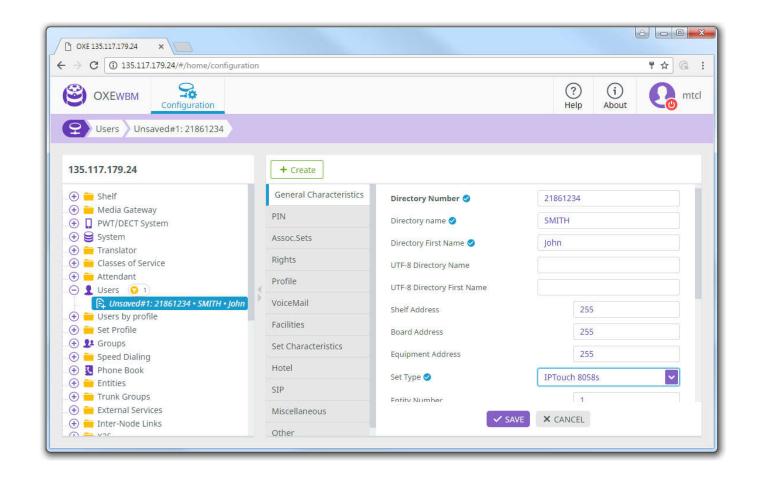


SCREENSHOTS



SCREENSHOTS

User creation



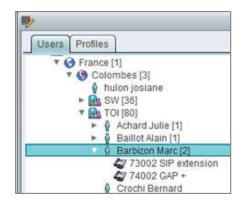


OXE MULTI-DEVICES OXE 12

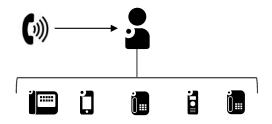
Characteristics:

Topic	Description
Supported number of devices	1 main and up to 4 secondary
Main set types	NOE IP, NOE TDM, IPDSP, SIP(SEPLOS), desk sharing (DSU)
Secondary set types	NOE IP, NOE TDM, DECT, MIPT, IPDSP, SIP (SEPLOS), REX, desk sharing (DSU)









BENEFITS

- Up-to 5 OXE devicescan be set as multi-device
- User-centric approach

Multi-devices up-to 5 OXE devices





WHAT RAINBOW IS:



OUR STRATEGY IS TO ENABLE YOUR DIGITAL TRANSFORMATION BY CONNECTING YOUR COMMUNICATION ASSETS TO OUR CLOUD-BASED PLATFORM

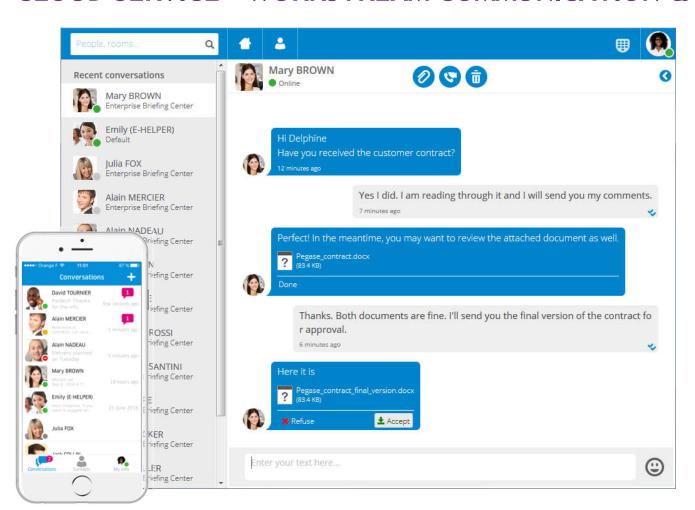




RAINBOW



CLOUD SERVICE - WORKSTREAM COMMUNICATION & COLLABORATION



BE SPONTANEOUS

CHAT, GROUP CHAT, PRESENCE FILE SHARING MULTI-DEVICE

BE ENGAGED

AUDIO/VIDEO CALLS SCREEN SHARING

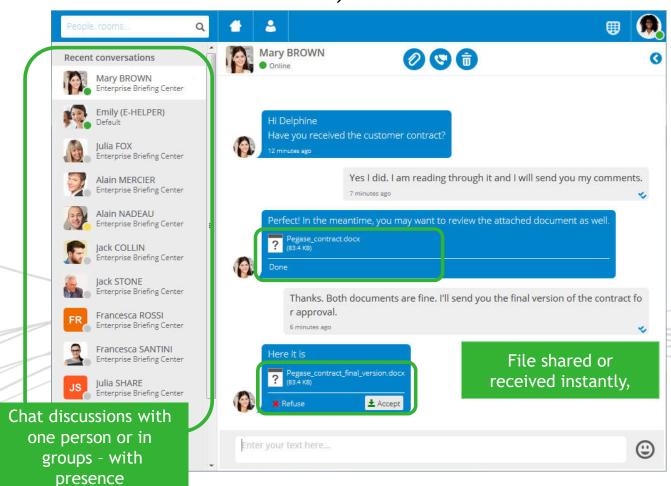
BE IN CONTROL

ADMINISTRATION
ANALYTICS
APIS AND OPENNESS
PBX INTEGRATION



BE SPONTANEOUS

WITH CHAT AND FILE SHARE, ANYWHERE





In the office, at home, or on the road, always access coworkers and stay connected with them; No VPN needed, no IT hassle

Conversations

David TOURNIER

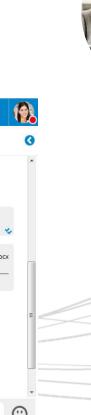
Alain MERCIER

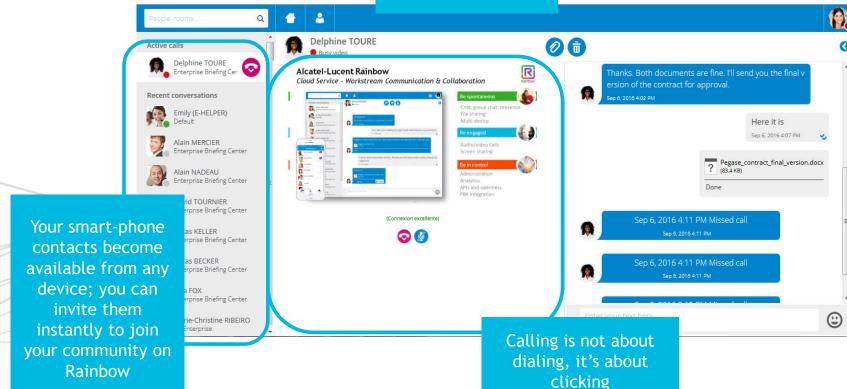
Alain NADEAU

Emily (E-HELPER)

BE ENGAGED

WITH AUDIO/VIDEO CALLS AND SCREEN SHARING





In a click, a document is shared

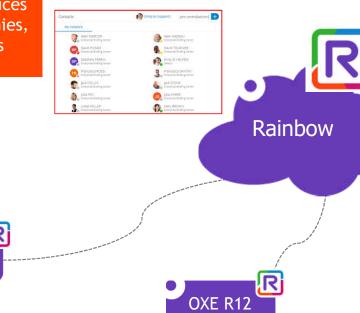
BE IN CONTROL

WITH ENTERPRISE-GRADE SERVICES & INTEGRATION

Administration services to provision companies, users, and access analytics

OXO Connect R2

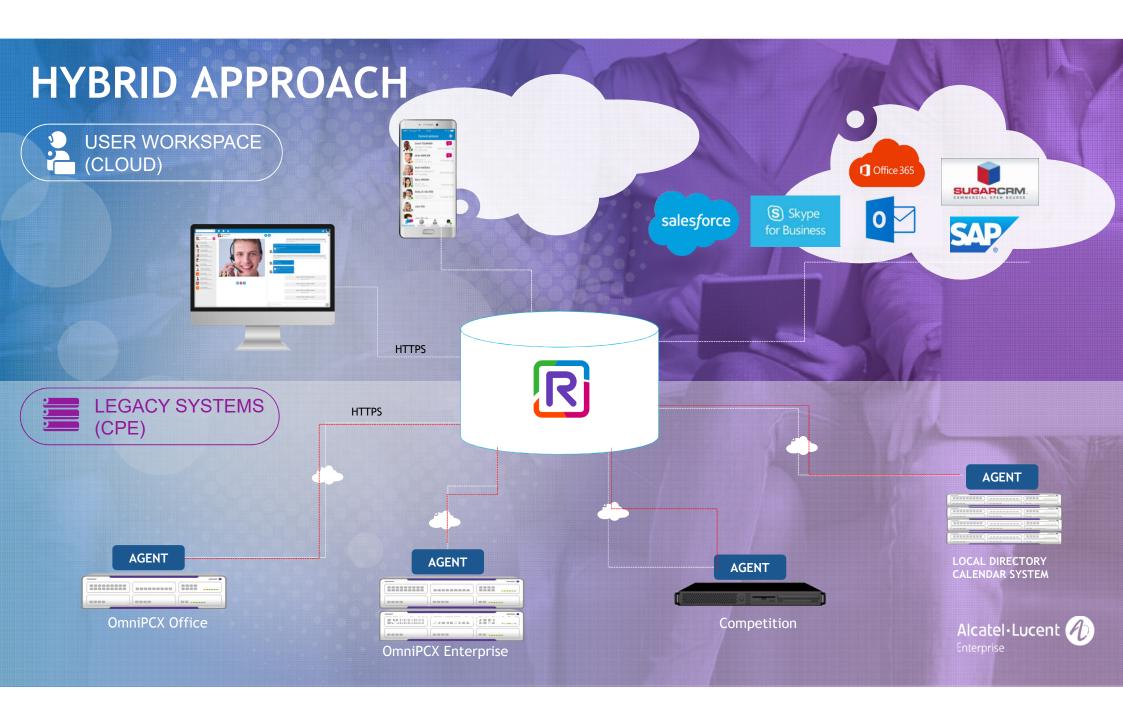
Rainbow ready



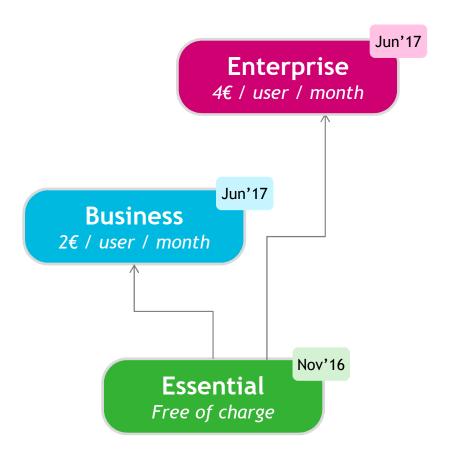
Rainbow ready

Connector API to integrate with PBX, systems, machines. (address book synchronization, company back up, integration with existing equipment)

User APIs & openness to integrate with customer 2017 apps API Server API to integrate with other service providers 2017 Cloud Service Provider Agent **OTEC** Other PBX Rainbow ready **Rainbow Connector**



RAINBOW SERVICE PLANS



UC Services

- User self-enrolment & profile management • •
- Search engine / Conversations management •
 - Contact lists / Guest management
 - Instant Messaging / Presence • •
 - File transfer / Storage per user 1GB • •
 - File transfer / Storage per user 20GB
 - Audio / Video / Screen Sharing 1 to 1 • •
- Audio / Video / Screen Sharing up to 10 participants
 - Bubbles up to 20 participants •
 - Bubbles unlimited
 - Multi-platform (iPhone, android, web, desktop)
 - MS Exchange Calendar Presence
 - MS Outlook plug-in

PBX Services (*)

- Telephony Presence • •
- Click-to-call (dial by name, answer, release) •
 - PBX Advanced Call control
 - PBX Voice-mail
 - Nomadism (multi-device management) •
 - Skype for Business connector
 - 3rd party PBX connector

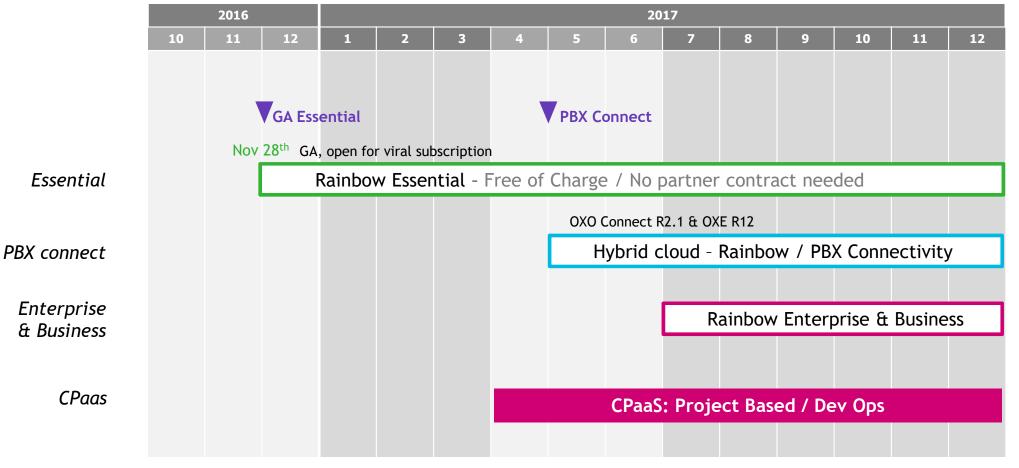
Management

- Team administration 1 admin • •
- Company administration and control Multiple admin
 - Company name & logo customization
 - Company domain name management
 - Active Directory integration
 - History, backup management
 - Analytics dashboard •
 - naiytics dashboard
 - FAQ Service desk • •
 - Support without SLA from ALE to End Customer •
 - SLA Support from ALE to End Customer •



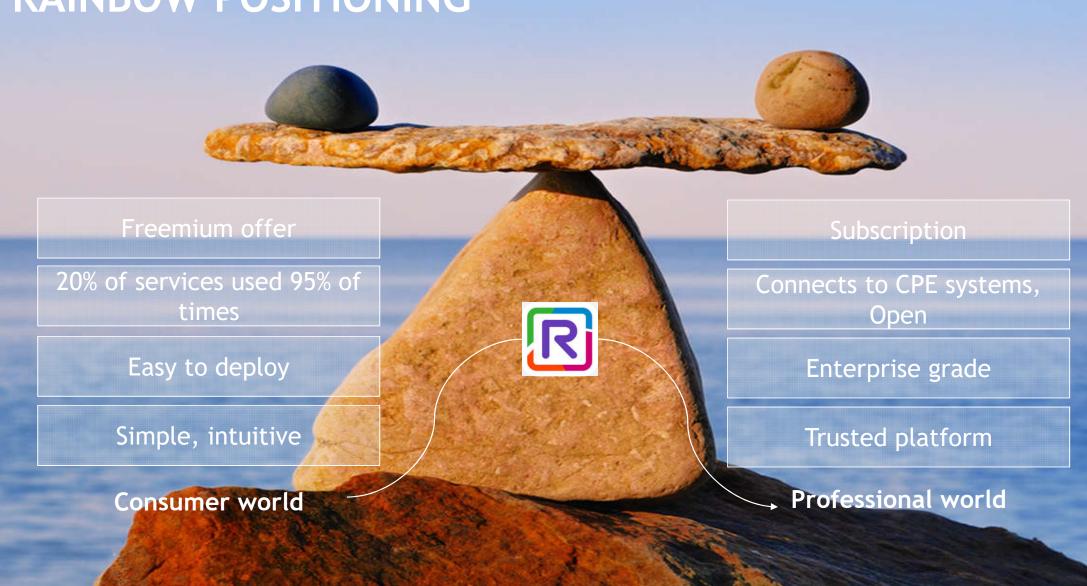
RAINBOW ROADMAP







RAINBOW POSITIONING



THANK YOU

FOLLOW US:

- Twitter.com/ALUEnterprise
- Facebook.com/ALUEnterprise
- Youtube.com/user/enterpriseALU
- in Linkedin.com/company/alcatellucententerprise
- Slideshare.net/Alcatel-Lucent_Enterprise
- Storify.com/ALUEnterprise