





COMMUNICATIONS "AS A SUMMARY"

2

Hosted / On Prem.
Applications



1

Hosted / On Prem. Robust Corporate Telephony





UC in the Cloud (UCaaS) & Communication Platform (CPaaS)





ENTERPRISEOXO CONNECT

OMNIPCX

- RAINBOW
- APPLICATIONS

Deskphones over Internet

200



Communications?

85%

Enterprises expect to better

connect

to people, to devices and to processes



September 2018
Sponsored by ALE

SO HOW TO CONNECT BETTER?



Mobile. Borderless. Enterprise Grade Digital Transformation. Openness. Bots. Al. IoT Customers, **Employees** Citizen Rainbow One ALE Cloud solution: RAINBOW With 2 Options: UCaaS & CPaaS

Hybrid. Le

Unified Communications as a Service [UCaaS]



Hybrid Cloud Telephony/UCaaS

- Integration with telephony system on-prem
- Mobility usages
- Collaboration usages
- Traffic (PSTN, conference)

Communications Platform as a Service [CPaaS]



BUSINESS APPS INTEGRATION

Operations efficiency, easy integration of cloud based communications services into business apps

CUSTOMER ENGAGEMENT

Integration of real time communications in mobile apps or websites





RAINBOW UCaaS

TRUE DIGITAL COLLABORATION

Persistent group chat
File exchange
Instant Messaging
Channels
Audio, video, screen sharing
Deskphone click-to-call, call pop-up
Conferencing



Mobile workers

Real-time interactions from mobile, PC, MAC or web client



Borderless

Everyone in your business community can Rainbow with your employees

Video Conferences

Connected

Unified experience with Business Phone, Directory, Email. 3rd party Comm. Servers support

Click-to-call and dual ringing with mobile



RAINBOW UCaaS OFFER

Rainbow Premium user subscriptions



Rainbow Business (2€ per user/month)
Rainbow Enterprise (4€ per user/month)

For all employees

Team collaboration made easy

Mobile workplace everywhere



Rainbow Ent. Conference

For meeting organizers

Dial-in from all over the world

Freemium



Guest user can:

- Chat within a group/meeting
- Share large files
- Join instant web conference
- Join phone meeting using local dial-in number

Rainbow Essential

For external guests or occasional corporate users

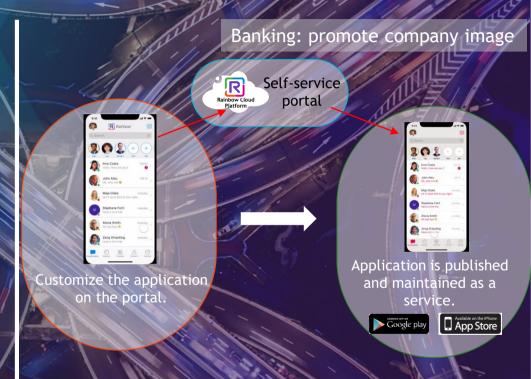


CPaaS USE CASES THAT WE HAVE SOLD



Monetization:

- Price per employee per month
- Price per SMS sent



Monetization:

- Fixed fee for app publication service
- Price per app per month





CPaaS FINANCE: INTEGRATE COMMUNICATION INTO THE ENTERPRISE MOBILE APPLICATION

Large bank in Spain enables its 500,000 priority customers to directly interact with their advisor via voice, video or text over a secure, authenticated connection using the bank's mobile app"

Rainbow API's ease integration and enhance functionality in bank's portal

Bank maintains relationship with customer, avoiding loss to other intermediation platforms





RAINBOW CPaaS FINANCE: Mobile app integration example

Add real-time Improve Customer Experience efficiency to your customer's app or web site \equiv Your Bank advisor Christophe Chat Call Video Call Live interactions Callback Documents **Appointments**



RAINBOW CPAAS HOSPITALITY USE CASE

Large Asian hotel chain with over 300K rooms saves money by optimizing cleaning cycle time and making rooms available quicker

"Rainbow APIs establish a direct connection between guests and the external cleaning crews to report when a room needs to be cleaned and then monitor execution and quality."



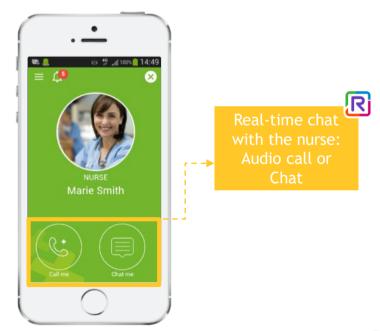
RAINBOW CPaaS HEALTHCARE: Mobile app integration

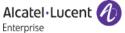
Add real-time efficiency to your customer's app or web site

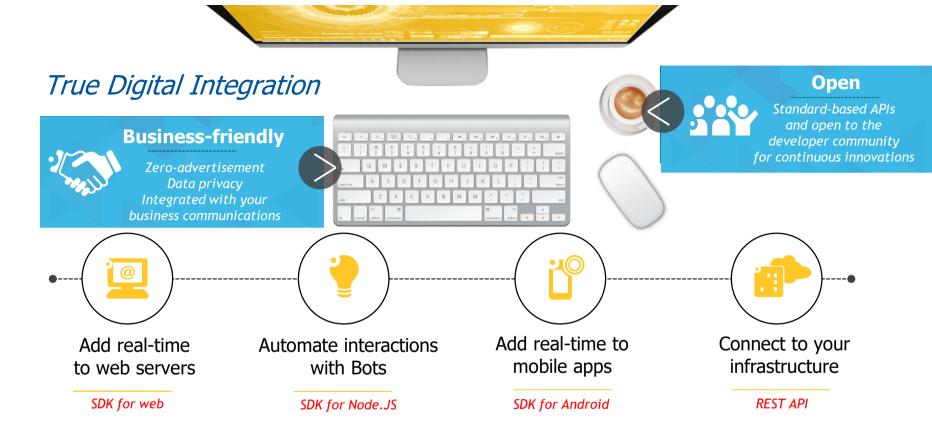
- Domain: Healthcare
- Purpose: Add real time communications to serviceoriented patient applications
- Benefits: Improve the work of care givers, keep the binding with the patient (Patient Wellbeing = better recovery)



Improve Patient Experience







Rainbow API Hub CPaaS



Our Pre-built CPaaS Solutions

Rainbow Store



- Available for purchase inside Rainbow with Rainbow subscriptions
- Examples of connectors we are working on
- We will also add pre-built bots to the store
- First items available in Rainbow Store in Q3-19





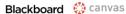








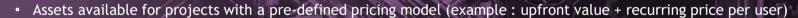


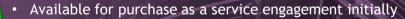






Rainbow Building blocks





- Availability depends on the building blocks (starting Q2-2019)
- Examples of building blocks:



Custom applications portal Vertical applications portal



Chatbot flows and templates



SMS & Phone numbers Landline texting



Rainbow Workflow





RAINBOW, ENTERPRISE-GRADE CLOUD SERVICES

Operated by ALE Enterprise expert



Strict Data Privacy Policy

Local Datacenters
HDS agreement
GDPR compliance
ISO27001 certification
Personal Data not used for
commercial or marketing purpose



Full Governance Control

Provision users

Manage subscriptions
Authorize federations
Corporate directory integration
All from a web portal







Leverage your assets

Hybrid Cloud:
Connect on-premise
company assets to the Cloud.
Connect to multiple platforms
and vendors.

> Check-out Rainbow Data privacy here



CREATE YOUR FREE ACCOUNT... NOW!



In less than 2 minutes

Get your Rainbow account

Visit https://www.openrainbow.com/



Download the application







PHONE VERSATILITY!

ALL PHONE TECHNOLOGIES FROM PAST TO PRESENT











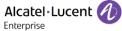












POINTS WHERE WE DIFFERENTIATE!







UNIQUEDECT SOLUTIONS

TDM DECT

IP DECT









ALERT NOTIFICATION INTEGRATIONS

COMPLETE DECT RANGE

FOR ALL NEEDS

8232

8242

8262

POINTS WHERE WE DIFFERENTIATE!



ENERGYMATTERS!

ALE IP PHONES
CONSUMES UP TO 3
TIMES LESS
ENERGY

WHEN COMPARED WITH COMPETITORS!

POINTS WHERE WE DIFFERENTIATE!





SEARCH FROM KEYBOARD













802.3 AZ 802.3 AF





WIRED TERMINALS

BLACK & WHITE SCREEN

COLOR SCREEN

8018

8028s

8058s - 8068s - 8068s BT

8078s - 8078s BT

8088 - 8088 BT































2,8 INCHES

3,5 INCHES

NOE SIP **5 INCHES**





7 INCHES

WPL PRICING

219 € WPL

299 € WPL

349 € WPL 469 € WPL 569 € WPL.

549 € WPL 649 € WPL 631 € WPL 707 € WPL

WIRED TERMINALS (WHAT IS NEW?)







10/100/1000 DUAL ETH. REPLACEMENT OF 4018











WIRED TERMINALS (WHAT IS NEW?)









ANDROID OS
OPENNESS
& APPS





















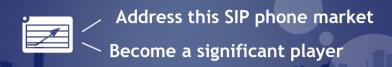
CLOUD EDITION PHONES PORTFOLIO (WHAT'S NEW?) STRONG PARTNER DEMAND ALE ANSWER

'ALE Made'
'German' Quality and 'French' Design

2 Broader Go To Market
Selling ALE phones for cloud 3rd parties

Leveraging ALE Outreach

ALE proximity, Worldwide presence



Develop a dedicated range



Certified with TOP leading SIP platform Providers



Differentiate with audio quality

Differentiate with unique features

Differentiate "a la carte" customization



CLOUD EDITION PHONES PORTFOLIO (WHAT'S NEW?)

Phones for Cloud PBXs, as next opportunity





A PHONE DIFFERING FROM OTHERS



AN UNRIVALLED AUDIO - SUPER WIDEBAND

ALE Uniqueness

Super wide band Ready
Wired and wireless handset



End 2019

OPUS Codec Super wide band

Super wide band Ready Chamber

YOUR Ears deserve the best audio quality ever TEST Yourself*....

Yealink T58V



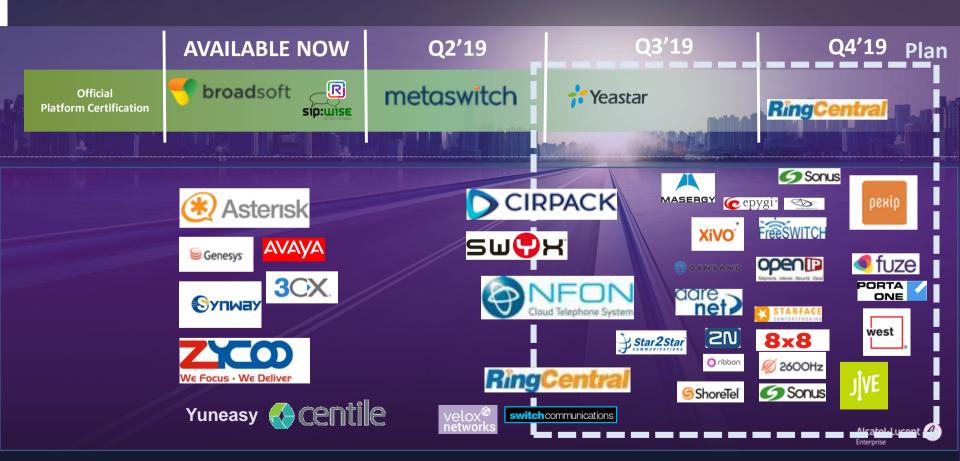
Polycom VVX320





*Double Talk performance done in ALE labs. A calls B: Both are in handsfree mode. Phone A is in a noisy environment. Phone B in a quiet environment. Voice A. is recorded. Test done in real life usage: A at 50 cm then 75 cm of his phone, speaking while moving around. (Double Talk Performance) Alcatel-Lucent

3RD PARTY CLOUD PBX CERTIFICATION ROADMAP



WIRELESS TERMINALS

ASSISTANTS, RETAIL STAFF, WHITE COLLAR

FACTORY BLUE COLLAR **NUCLEAR PLANTS**



8212 **DFCT**







8232s DECT







8242s **DECT**







8118 Wi-Fi



ENTRY



8128

Wi-Fi





8128 SE Wi-Fi





8262 **DECT**







8262 Ex **DECT**





WPL PRICING





332 € WPL



452 € WPL



1845 € WPL

WIRELESS TERMINALS (WHAT IS NEW?)



UNLIKE 8340 IP DECT,
IT IS OUR OWN PRODUCT
IT IS NOT OEM!

HANDOVER / ROAMING SUPPORT WITH EXISTING 4070 IBS (UNDER OXE)

AGAP&GAP COMPATIBLE
HIGHER CALL DENSITY THAN
COMPETITION

NO MORE DAP NEEDED!
BUILT IN MANAGEMENT FROM
COMM. SERVER

8378 IP-xBS DECT BASE STATION MULTICAST IS NOT NEEDED! VINICATION

NEW UP-LIMITS FOR OXO CONNECT 80 IP-xBS & 200 DECT

NEW UP-LIMITS FOR OXE 2032 IP-xBS & 5000 DECT



WHAT WE CAN OFFER?



ON-PREMISE SOLUTIONS

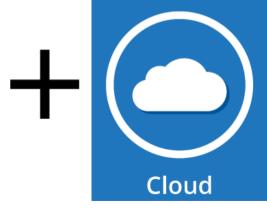
OXE, OTMS, 8770, OMNIPCX RECORD, CALL CENTER, OTNS, OT-SBC, ETC.



CLOUD SOLUTIONS







HYBRID SOLUTIONS

COMMUNICATIONS SOLUTIONS ARE CAPABLE OF:



ONE NUMBERING PLAN ON ALL LOCATIONS



HOT-STANDBY MECHANISM ADVANCED REDUNDANCY

%99,999 UP-TIME TELCO GRADE

MANAGEMENT MATTERS!











CENTRALIZED
USER PROVISIONING

CENTRALIZED

METERING / CDR

CENTRALIZED

ALARM MANAGEMENT



A.D. INTEGRATION



COMMUNICATIONS SOLUTIONS ARE CAPABLE OF:

END TO END **ENCRYPTED** CALLS



FULLY VIRTUALIZED INFRASTRUCTURE





APPLIANCE SERVERS





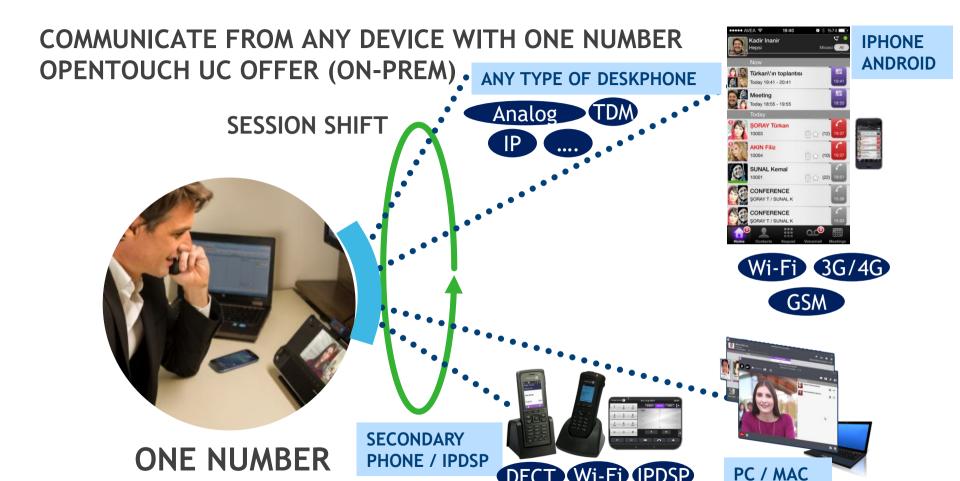
ADVANCED **BACK OFFICE**SOLUTIONS



COMMON AND/OR CRYSTAL HARDWARE









OMNIPCX ENTERPRISE (WHAT IS NEW?)

END TO END ENCRYPTED CALLS WITHOUT THALES SSM BOXES!









BOTH SIGNALLING AND VOICE ENCRYPTED

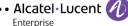
DTLS & SRTP

BELOW IP PHONE MODELS SUPPORTED



CERT.
INSERTION
GENERATED
BY CUST.





OMNIPCX ENTERPRISE (WHAT IS NEW?) APIs & openness (O2G) http://opengateway.ale-aapp.com/

Set of APIs

For **Telephony**, **Management** and **Analytics** of OXE

Openness

Developers community

Architecture for **open applications** (micro-services)

Flexible

Multiple **licensing models** (CAPEX or OPEX)

O2G: the OmniPCX Open Gateway YOUR BUSINESS PROCESSES Your PBX or PBXs network

API REFERENCE DOCS.

GET
SAMPLE CODES
AND PRES.

API SANDBOX ACCESS

GET HELP FROM PEERS

OXO CONNECT (WHAT IS NEW?) OXO Connect Evolution

%100 IP BOX POE POWERED FAN-LESS



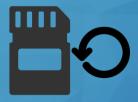


600 GR. ONLY HALF RACK





LOCAL BACKUP ON SD-CARD





UP TO 300 IP/SIP USERS

UP TO 200 DECT USERS & 80 IP-xBS UP TO 120 SIP TRUNKS

EXTERNAL FXS GATEWAY CONNECTION POSSIBLE

OXO CONNECT (WHAT IS NEW?) OXO Connect Evolution: Unique Hybrid Cloud Proposition



Scalable hybrid cloud communications to support the SMB growth

Scalable



A connected experience across phones and apps for mobile, cloud-based collaboration

Customer-focused



Cost-effective cloud-based operations and reliable IP communications

Cost-effective



OPENTOUCH NOTIFICATION SERVICES (OTNS)



WATER HEATER TEMP. **DECREASE**





DRY CONTACT

ESPA / TAP **INTERFACES**





INFRASTRCT.

SYSTEM



FIRE ALARM

INTRUSION

DETECTION



CAMERA **SYSTEMS**



BUILDING MNGMT. **SYSTEMS**



OPENTOUCHTM **NOTIFICATION SERVICE**







AUDIO / TEXT NOTIFICATION MSG. NOTIF. GEOLOCATION



SOCIAL MEDIA **NOTIFICATION**



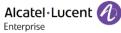
DECT/ WIFI **SETS**



SMART PHONES



TABLETS



OTNS - GENERAL DESCRIPTION

EVENT







Smart

NOTIFICATIONS

phones App



DECT/WiFi handsets







geolocation



E-mail SMS



OTNS ECOSYSTEM

























































































Polycom[®]

























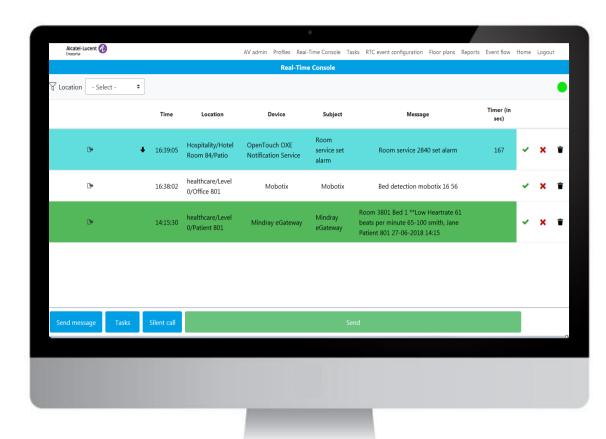






OTNS REAL TIME CONSOLE

- Display of all events in real time
- Selection of Displayed alarm per area
- Possibility to the operator to start a specific workflow directly from the Real Time Console



OTNS GRAPHICAL FLOOR PLAN

- Location of events on the map with a pin
- Severity by colors, alarm text displayed, management of the alarm
- Multiple level of map
- One or several device are related to a Pin on the map
- Dynamic for DECT (base station, BLE) and SmartApp (BLE)

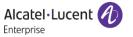


OTNS GRAPHICAL EVENT ASSIGNMENT

- Easy drag & drop alarm assignment from the graphical floor plan
- Integrating the EHR system based on HL7 to track movements of patients and adapt automatically the assignment of the event





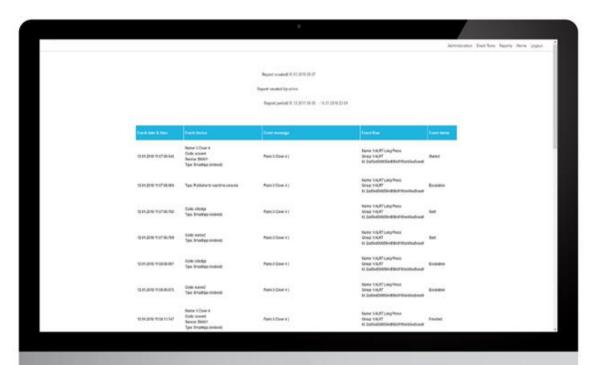


OTNS REPORTING

- Details on all started alarm flows
- Filter on date, script name, devices, result, ...
- Export options

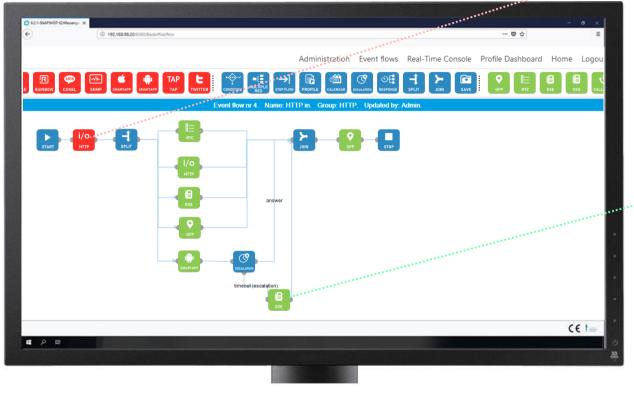






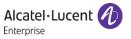


OTNS ALARM FLOW CREATION









OTNS RAINBOW Connector



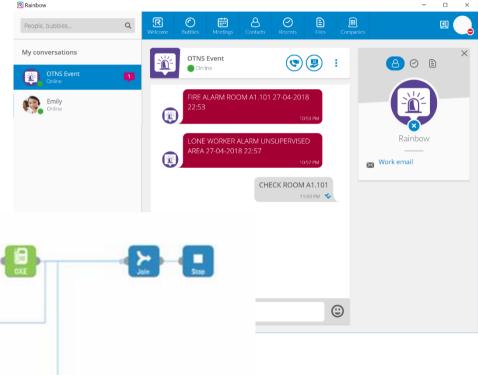
Incoming: Reception of any Rainbow message, start of the script on keyword detection

- IM from Rainbow contact
- Message from a Rainbow Bubble

Outgoing: send of message to Rainbow

- IM to a Rainbow contact or a group of contact
- Message to a Rainbow Bubble







OTNS SMARTAPP - CONNECTED MOBILE APP

- Critical messaging
- Priorities, colors, ringtones, vibro
- Personal alarming
- Location detection
- Build-in H264 SIP client
- Busy mode
- Profile switch
- Fully supervised
- Wifi or 4G mode











OTNS SMARTAPP - LONE WORKER PROTECTION

- Support wearable V.ALRT button
- Compliant with built-in alarm button devices:

Ascom Myco3, CAT S1, Galaxy xCover 3 & 4, Sonim XP7, Point Mobile PM45, Spectralink PIVOT 8741 & 8744 & Versity

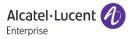
- Include Lone worker protection (shock, man down)
- Include beacon detection to provide location information in alert message











OTNS DIFFERENTIATORS

BENEFITS

Intuitive and user-friendly

Easy adoption by end-customer

The only solution optimized for OXE and Rainbow

Unique entry point for an end-to-end offer associated to OXE/OXO

Easy to implement
Easy to use

Easy to adopt

Future-proof

Full software

web interface

Price competitive

Easy to use

Scalable

Application-rich

Virtualizable

Wide range of Connector



OT CONTACT CENTER SE (CALL CENTER) (OTCC SE)

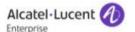


LOW TCO BUILT-IN SOLUTION IN OXE

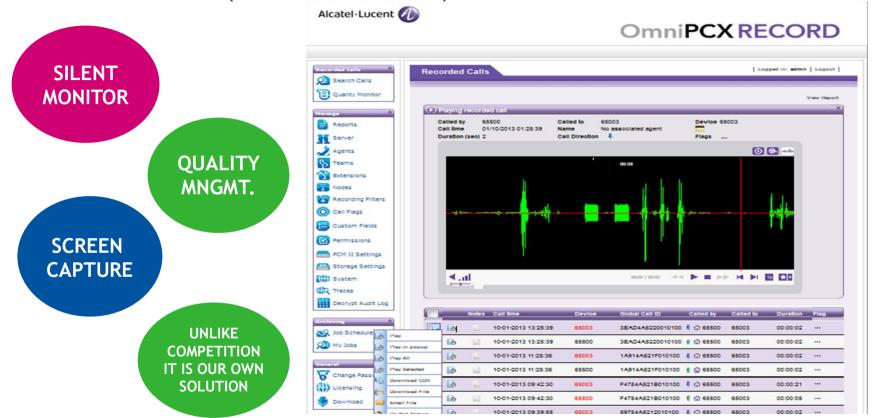


VISUAL AUTOMATED ATTENDANT (VAA) WEB BASED VisualAA DIRECT DIAL **EASY** Automated Attendant Editor Routings 0-9,*,# CONFIGURATION File → ↑ H ② ↑ ○ ii ii → ○ 1 ▼ **ALL POSSIBLE** DRAG&DROP Start INCOMING CALL Announcement properties **FILTERING** Announcement welcome ☐ Release Automated Attendant Users Routings **Prompts** Calendars Direc Tenants System Prompts Show Recording IDs **Prompts** 0 en # O Prompt Language close 0 0 menu ① Upload welcome 0 Download ▶ Plav DB READ WRITE Record Delete

IVR CAPABILITY



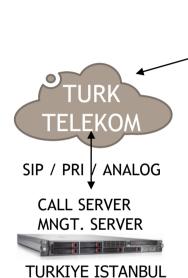
OMNIPCX RECORD (CALL RECORDING)





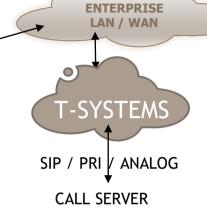
REFERENCE CUSTOMER - TURKISH AIRLINES











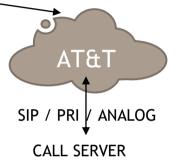


180+ DIFFERENT LOCATIONS 17.000 USERS



DIFFERENT TIME ZONES

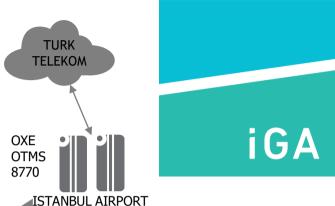
DIFFERENT OPERATORS







REFERENCE CUSTOMER - ISTANBUL AIRPORT



- FULLY REDUNDANT, CENTRAL MANAGEMENT
- MULTI-TENANT & FULL IP INFRASTRUCTURE
- 2500 IP PHONES (JUST ISTANBUL AIRPORT USERS)
- MORE USERS TO BE PROVISIONED (FOR OTHER TENANTS)
- CUSTOMER PORTAL (TAILOR MADE)



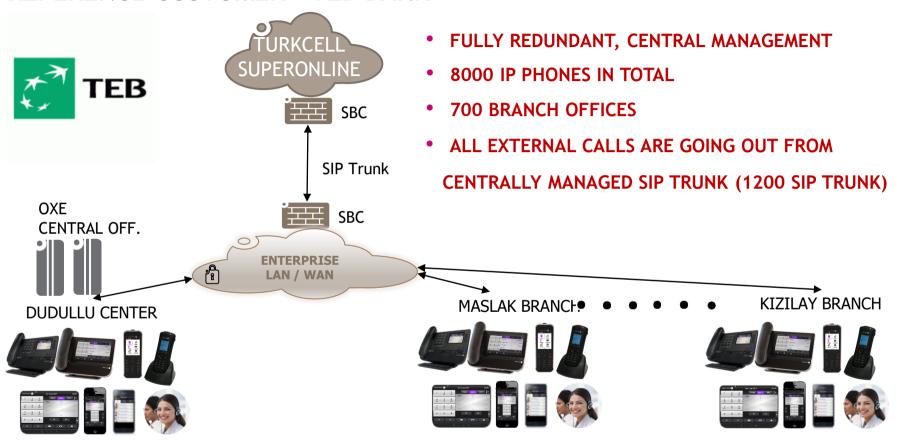
REFERENCE CUSTOMER - PRESIDENTIAL PALACE



- FULLY REDUNDANT, CENTRAL MANAGEMENT
- FULL IP INFRASTRUCTURE
- 2000 IP PHONES & 700 DECT PHONES



REFERENCE CUSTOMER - TEB BANK



REFERENCE CUSTOMER - PRIME MINISTRY



- FULLY REDUNDANT, CENTRAL MANAGEMENT
- 2100 DIGITAL PHONES & 1800 ANALOG PHONES
- 700 DECT PHONES & 10 BRANCH OFFICES



- enterprise.alcatel-lucent.com
- facebook.com/ALUEnterprise
- in linkedin.com/company/alcatellucententerprise
- twitter.com/ALUEnterprise
- youtube.com/user/enterpriseALU

