



Devices and Soft Clients Portfolio

Content Building Block

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UNIFY

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Rise of the End User

User needs + enterprise demands for productivity

Changes in the consumer space



Amazing
device and UI
innovation

Mobile app
choice and
distribution
revolution

New ways to
communicate
& collaborate

Enterprise demands for better productivity



Optimizing
employee
productivity in
any location

Face-to-face:
too
expensive,
time-
consuming

Mobility now
required for
majority of
workers

How we communicate is personal

We're not all alike

Work Area



In-Office



Out-of-Office



At Home



Phones and the end user

Achieving productive, effective communication

Simplified settings improve the experience

Superior voice quality alleviates demographic and language challenges

Quality voice = positive brand

Multi-media clients enable UC



Phones and the end user

I have a story to tell but ...

Employees spend more time **trying** to communicate, rather than **actually** communicating



Complex user interface

Poor voice quality

Out of sync

Desk top overload

Poorly integrated apps and UC

Reduced mobility

Unify Communications Devices

Delivering productive, end-user focused experiences

Ergonomic design for ease-of-use

Robust, enterprise-grade security

HD voice across entire IP Portfolio

Make it your own: adaptable interface via XML

Unsurpassed mobility-enabling capabilities



Our desktop devices

What makes us unique



HD across the entire IP portfolio and UC soft client



Exclusive eco-friendly “Blauer Engel” award for energy efficiency



Independent lab tests verify strong audio quality



Our Desktop Phones

How well do we understand each other?



- Multi-lingual conversations have increased more than 60% over the past two decades
- 49% of global companies expect their expatriate workforce to continue to increase
- U.S. workers over age 55 have increased by 53% over the past decade
- The European Commission expects the employment rate of workers age 55 and older to reach 59% by 2025

Our Desktop Phones

Featuring AudioPresence™

What is
AudioPresence™?



- Immersive high quality voice experience
- High definition voice through the G.722 codec
- Best-in-class speaker, microphone and acoustical engineering
- Integrated advanced noise rejection and echo cancellation
- Automatic gain control

Our Desktop Phones

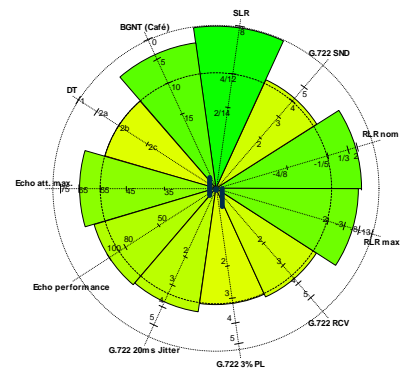
AudioPresence™ - Supporting productive desktop conversations

What is AudioPresence™?

Independent lab tests prove our voice quality is consistent across the portfolio, while delivering high definition, even at the entry-level



- Unify handsets deliver excellent acoustic performance across the portfolio
- Unify IP phones offer echo-free, minimal delay conversations
- Maximum possible TMOS score of 4.2 achieved across all models (wideband, sending)



“Delay and echo are the most challenging topics in today's network, and results show that Unity handsets have good echo performance and low delays in both directions, providing a no-disturbance, echo-free conversation.”

Frank Kettler, Head Acoustics

Our Desktop Phones

AudioPresence™ - Supporting productive desktop conversations

What is
AudioPresence™?



- Improve efficiency and productivity of voice communications
- Address language challenges amongst geographically dispersed workforces
- Assist aging workplace demographics
- Ensure customer interactions are productive and represent your brand positively
- Enhance working relationships and rapport
- Alleviate end-user frustration and fatigue

Our Desktop Phones

AudioPresence™ - Supporting productive desktop conversations



- First IP phone manufacturer to be awarded the Blauer Engel environment certificate*
- Total cost of ownership and OpenStage:
 - 30% less by energy-efficient VoIP phones
 - 51% less by "Automatic Low Power Mode Activation"
 - Centrally controlled and intelligent switch-off and switch-on
- Assurance that Unify products do not contain material that is harmful to the environment



Devices Portfolio Overview

Unify Devices and Soft Clients

End to end communication ... it all starts right here.

Desktop Devices

Award-winning design offering high definition voice and maximum connectivity options



Mobile Clients

The industry's most complete mobile UC suite supports the anywhere worker



Wireless Devices

On-site mobile voice communications – reliable, secure and cost-effective DECT and WLAN solutions



Soft Clients

Unified communication from your PC with OpenScope UC Application soft client, with video and HD voice



Our Desktop Phones

Elegant design and user centric features for vibrant conversations

Vibrant conversations at the desktop with HD audio, point-to-point video and UC application access.

HD voice for **crystal clear communications**

XML interface and SDK for **customized integration**

Stylish design with **ergonomic controls** and optional LCD color displays

Point-to-point video for OpenStage 60/80 and OpenScape Desk Phone IP 55G

User-centric interfaces **simplify access to key features and accessories**

LVM – A German Insurance Company

Selects Unify desktop devices to work with Asterisk PBX



11,000 OpenStage 60 SIP phones for HQ & branch offices

Internally-developed workflow applications using open XML on OpenStage phones

Integration with customer-specific Plug & Play deployment environments

- High-quality German-made phones ideal for the demanding service-oriented insurance industry
- Optimized workforce management using XML applications
- Increased customer retention showing customer's name in display
- Cost-effective integrated network management
- Investment Protection: Migration and/or integration with OpenScape Voice possible at any time

Our Desktop Phone Portfolio

End to end desktop communications

OpenStage 5

SIP



Ideal entry-level phone with high definition audio, and wall-mountable

OpenStage 10 / 10G

TDM



High quality OpenStage audio ideal for mass deployments in TDM environments

OpenStage 15 / 15G

TDM

HFA

SIP



Exceptional voice quality, features, 2-line display. Ideal for entry-level mass deployments

OpenStage 20

TDM

HFA

SIP



Tilttable display and TouchPad provide excellent ease of control for office professionals

OpenStage 30 / 30G

TDM



Vast array of configurable keys and expansion modules for outbound calling specialists

OpenScape 35G

SIP



Modern, ergonomic design, HD audio, headphone jack and notably small footprint - ideal for knowledge workers or contact center agents

OpenStage 40 / 40G

TDM

HFA

SIP



Large display and profile mobility, ideal for teams or call centers
OpenStage 40US available

OpenScape 55G

SIP



Modern design, crystal-clear HD sound supports up to 30 lines. Ideal for the power user or boss /admin.

OpenStage 60 / 60G

TDM

HFA

SIP



High Definition voice, vivid LCD display, with rich features and apps for power users & managers

OpenStage 80

TDM



An extraordinary best-in-class user experience for executives and top-level managers

Our Desktop Phone Portfolio

End to end desktop communications

Feature	OpenStage 5	OpenStage 10	OpenStage 15 / 15G	OpenStage 20	OpenStage 30	OpenStage DP IP 35G	OpenStage 40 / 40G	OpenStage DP IP 55G	OpenStage 60 / 60G	OpenStage 80
Telephony	SIP	TDM	SIP, HFA, TDM	SIP, HFA, TDM	TDM	SIP	SIP, HFA, TDM	SIP	SIP, HFA, TDM	TDM
Color	No display	No display	Mono.	Mono.	Mono.	Mono.	Mono.	QVGA	QVGA	QVGA
Tiltable	-	-	-	√	-	√ 4 positions	√	√ 4 positions	√	√
Programmable touch keys	8	3	8	0	8	3	6	8	8	8
AudioPresence™	√	-	√	√	-	√	√ (SIP/HFA)	√	√ (SIP/HFA)	-
Navigation	-	-	3 menu keys	3-point navigator	3 menu keys	4 menu keys	5-point navigator	4 menu keys and "OK"	TouchGuide	TouchGuide
Phonebook	-	-	Personal. LDAP coming soon	Personal. LDAP coming soon	System Phonebook	Personal. LDAP coming soon	Personal & LDAP	Personal. LDAP coming soon	Personal & LDAP	Personal & LDAP
Call log/mailbox	-	Mailbox	√	√	√	√	√	√	√	√
Bluetooth interface	-	-	-	-	-	-	-	-	√	√
Headset jack	-	-	-	-	√	√	√	√	√	√
Gigabit Ethernet	-	-	- / √	-	-	√	- / √	√	- / √	-

Wireless Devices

DECT

OpenStage SL4 professional

Highly portable, powerful device with smart phone appearance

Multi-cell capability

Encrypted voice transmission



Gigaset S4 professional

Excellent price to performance ratio

Hands-free mode

Illuminated MWI notification

Headset port



OpenStage M3 Family

Industrial-grade phones: IP65 protection, Ex-certification variants

Bluetooth-enabled for headset

Panic Button



WLAN

OpenStage WL3 Family

Integrate mobile users with your wireless LAN

WL3 Plus model for advanced security and messaging



Our DECT Cordless Handsets

At-A-Glance

Feature	Gigaset S4 professional	OpenStage SL4 professional	OpenStage M3 Family
Ex for hazardous gases Ex-classification II 2G EE ex ib IIC T4	—	—	M3 Ex / Ex Plus
Personal alarm device for personal security	—	—	M3 Plus / M3 Plus Ex
Housing protection class	—	—	IP 65
Interference suppression in (EN 6100-6-2)	—	—	√
Operating temperature	+5 C to +45 °C	+5 C to +45 °C	-10 C to +55 ° C
Illuminated display	128 x 160 pixel 65k colors	128 x 160 pixel 65k colors	128 x 160 pixel 65k colors
Display languages	26	26	26
Keypad illuminates including navigation area	√	√	√
Navigation key	5-point with Centerclick	5-point with Centerclick	4-way Navi-key + center key
Handsfree key	√	√	√
MWI key	√	√	√
Keys can be programmed individually	√	√	√

Feature	Gigaset S4 professional	OpenStage SL4 professional	OpenStage M3 Family
Ring tones and melodies	5 standard 15 polyphonic	5 standard 15 polyphonic	5 standard 15 polyphonic
Vibration alarm	—	√	√
Telephone book entries	Approx. 500	Approx. 500	Approx. 500
Headset ports			
Corded:	2.5 mm	2.5 mm	2.5 mm (Ex - sealed)
Cordless:	Bluetooth V2.1	Bluetooth V2.1	Bluetooth V2.1
PC interface			
Corded:	Mini USB	Mini USB	Mini Lumberg
Cordless:	Bluetooth	Bluetooth	Bluetooth
Handset lock	√	√	√
Power supply	2 NiMH AAA	Li-ion battery pack	Li-polymer, 930 mAh
Dimensions (L x W x D in mm)	146 x 49 x 26	127 x 48 x 20	154 x 56 x 26
Talk / standby (hours)	Up to 12/165	Up to 14/190	Up to 17/200
Weight	Approx. 125 g	Approx. 100 g	Approx. 135 g

DECT and VoWLAN

Comparison

DECT

Optimized for voice; limited data capabilities

Dedicated frequency band at 1.9 GHz; marginal interference

Mature and robust mechanisms for roaming, handover, encryption & security

Quality of Service is uniform

Supports 120 non-overlapping channels

Typical standby time is 150 hours, and typical talk time (battery) is 50 hours

Range of 300 meters

VoWLAN

Supports voice and data on one network

802.11 networks in the 2.4 GHz band; 802.11a/h/n in the 5 GHz band

Established protocols for roaming and handover; open security standards exist.

Quality of Service influenced by network traffic, CAC capability

Supports 11 to 13 channels
19 channels in EU with 802.11a/n

Maximum standby time is up to 80 hours, and maximum talk time is up to 8 hours

Range of 30-150 meters for 802.11 networks

CUSTOMER CONSIDERATION

VoWLAN requires careful deployment and capacity planning, DECT is relatively a simple installation

Dedicated frequencies help isolate interference

Security should not be sacrificed when roaming or when calls change access points or nodes to maintain communication

QoS guarantees are important to ensure a high standard of performance, particularly if network capacity is insufficient

More channels will ensure your signal and quality of communication are stable

Longer battery life enables workers to be productive longer and helps reduce dropped calls

An extended range for your phones will ensure less calls are dropped and will allow workers to be more flexible with mobility

Connect and collaborate while mobile

OpenScape UC Application and Web Collaboration

Don't add
mobile ...

Be mobile.

OpenScape UC Application

- View and set presence status
- Single touch call set up or join
- Be reachable with a single number
- Handover “in progress” calls to other devices



OpenScape Web Collaboration

- Real-time engagement for mobile employees
- Small client that installs quickly, cost-effectively
- Be reachable from anywhere



Raising the bar for anywhere workers

OpenScape Mobility

Don't add
mobile ...

Be mobile.

OpenScape Mobility

- Mobile UC and SIP-based VoIP in a single mobile client
- Award-winning gesture-driven user experience
- Swipe active calls to any device, including home or hotel phones
- Highly secure using TLS/SRTP
- Public and enterprise app-store ready, for choice, flexibility and control



Stay connected when you're on the move

OpenScape Mobility

Move calls with a simple swipe of your finger!

Start with a
VoIP call
from the
campus
WLAN



Swipe the
call to the
desk phone



Swipe back
to the
cellular
network



Swipe to
the home
phone





Devices Portfolio In Depth

OpenStage 5

An ideal entry-level phone, delivering AudioPresence™ voice quality and the elegant design users expect from Unify

OpenStage 5

- 12 button dial pad
- Plus / minus keys to control volume
- 8 programmable keys (6 line keys)
- Wall mountable



OpenStage 10

An ideal entry-level phone, delivering the excellent voice quality and elegant design users expect from Unify

OpenStage 10

- 12 button dial pad
- Speaker key with LED
- 3 free programmable keys with LEDs
- Plus / minus keys to control volume
- Open listening
- 3rd party CTI
- No SW download
- Phone adapter supported

TDM



OpenStage 15

Exceptional OpenStage performance in an affordable, easy-to-use package for a wide variety of users

OpenStage 15

- Display, 2x24 characters
- 12 key dial pad and 8 free programmable keys
- Speaker, messages and menu key
- Full-duplex hands-free talking
- Key Module 15 support
- GbE support and power class

IP Model:

- 802.3af PoE – class 1 / 2
- 100bT / GBit Ethernet
- G.722, G.729, G.711
- DLS support
- Media encryption

TDM Model:

- Phone adapter supported

TDM HFA SIP

HD
..lll..



OpenStage 20

The first of the the acclaimed OpenStage interface design, delivering trademark voice quality and feature-set

OpenStage 20

- Tilttable 2-line monochrome display
- Wall-mountable
- 12 button dial pad with 6 pre-set feature buttons
- 3-way navigator with pushbuttons
- Full duplex speaker phone
- Message waiting indicator

IP Model:

- 802.3af PoE class 1 / 2
- 100bT
- G.722, G.729, G.711
- DLS support
- QoS: Diffserv, 802.1p/q
- Media encryption
- 802.1x auth

TDM Model:

- Enhanced CorNet feature-set
- Phone adapter supported

TDM HFA SIP

HD
..lll..



OpenStage 30

Immense flexibility for specialists frequently placing outbound calls, with ample configurable function keys and expansion modules

OpenStage 30

- 2 line monochrome graphical display
- 8 fixed function keys (6 red LEDs)
- 8 freely programmable touch keys with 8 red LEDs
- CTI support
- USB slave – establishes connection to a PC
- OpenStage Busy Lamp Field
- OpenStage Key Module support

TDM Model:

- Enhanced CorNet feature-set
- Phone adapter supported

TDM



OpenScape Desk Phone IP 35G

High value, cost effective Gigabit IP phone for the knowledge worker

OpenScape Desk Phone IP 35G

- 4 angle tilt-adjustable with notably small footprint
- Wall-mountable without additional kit
- Full duplex speaker phone plus headset jack
- 3 programmable keys (pre-programmed)
- 3 line multi-line support
- Call log, phonebook
- 2x34 character display

IP Model:

- IEEE 802.1x
- 100bT / Gigabit Ethernet
- G.722, G.729, G.711
- DLS support
- Media encryption
- LLDP-MED

SIP

HD
..lll..



OpenStage 40

Great customization and profile mobility make this the ideal phone solution for desk sharers, temporary teams and call center staff.

OpenStage 40

- Tilttable 6-line monochrome backlit display
- Wall-mountable
- 12 button dial pad, 6 pre-set feature buttons
- 6 free programmable keys with LEDs
- Status LED & Message Waiting Indicator
- 5-way navigator with pushbuttons
- Full duplex speaker phone and headset jack

IP Model:

- 802.3af PoE class 2
- 100bT / Gigabit Ethernet
- G.722, G.729, G.711
- DLS support
- QoS: Diffserv, 802.1p/q
- Media encryption
- 802.1x auth

TDM Model:

- Enhanced CorNet feature-set
- Phone adapter supported

TDM HFA SIP

HD
..lll..



OpenStage 40 US

All the capabilities of the OpenStage 40 SIP device with a specific US feature set

OpenStage 40 US

All OpenStage 40 features plus:

- Enhanced software with US default settings & pre-programmed FPKs and FFKs.
- Longer handset cord (4 meters stretched out)
- OpenScape 40 US quick reference card
- New keypad with terms instead of icons
- 3 upper left FFKs preconfigured and labeled as Hold, Conference, Transfer

IP Model:

- 802.3af PoE class 2
- 100bT / Gigabit Ethernet
- G.722, G.729, G.711
- DLS support
- QoS: Diffserv, 802.1p/q
- Media encryption
- 802.1x auth

SIP

HD
..lll..



OpenScape Desk Phone IP 55G

Powerful and elegant – a high performance Gbit IP phone for power users

OpenScape Desk Phone IP 55G

- 4 angle tilt-adjustable with notably small footprint
- 8 / 30 lines supported with key-modules
- QVGA color display
- Videophone with external USB-cam
- 8 free programmable keys, 4 soft keys
- 14 fixed function keys
- Full duplex speaker phone plus headset jack
- Self-labeling keys
- Phonebook and LDAP client
- Wall mount kit available
- AudioPresence™ HD

IP Model:

- IEEE 802.1x
- 100bT / Gigabit Ethernet
- G.722, G.729, G.711
- DLS support
- Media encryption
- LLDP-MED



OpenStage 60

Great customization and profile mobility make this the ideal phone solution for desk sharers, temporary teams and call center staff.

OpenStage 60

- Tilttable 5.7" color (QVGA) backlit display
- Status LED & Message Waiting Indicator
- 8 free programmable keys with LEDs and 9 pre-set buttons
- TouchGuide™ navigator and illuminated TouchSlider™ for volume adjustment
- Full duplex speaker phone plus headset jack
- Bluetooth and USB
- SIP: Videophone with USB webcam

IP Model:

- 802.3af PoE class 3
- 100bT / Gigabit Ethernet
- G.722, G.729, G.711
- DLS support
- QoS: Diffserv, 802.1p/q
- Media encryption
- 802.1x auth

TDM Model:

- Enhanced CorNet feature-set
- Phone adapter supported

TDM HFA SIP

HD
..lll..



OpenStage 80

The pinnacle of the OpenStage user experience, featuring stunning design, best-in-class LCD display, excellent voice quality, and premium features

OpenStage 80

- Tilttable 5.7" color (QVGA) backlit display
- Status LED & Message Waiting Indicator
- 8 free programmable keys with LEDs
- 9 pre-set feature buttons
- TouchGuide™ navigator and illuminated TouchSlider™ for volume adjustment
- Full duplex speaker phone plus headset jack
- Bluetooth and USB

TDM Model:

- Enhanced CorNet feature-set
- Phone adapter supported

TDM



OpenStage SL4 professional

Slimmest and smallest DECT cordless handset in the portfolio that doesn't compromise high end functionality, security or design

OpenStage SL4 professional

- High-quality handset
- Large 1.8" TFT color display with a modern user interface
- Bluetooth interface
- Multi-cell capability with:
 - Roaming
 - Seamless connection handover during a call
 - Bearer handover in case of disturbances
- Display message when leaving the radio network
- Encrypted voice transmission
- Secure system logon



Gigaset S4 professional

Extends Unify best-in-class voice quality and feature-set to an elegant DECT cordless handset, an ideal device for managers and team leaders on the move

Gigaset S4 professional

- Up to 12 hours talk time, 165 hours standby time
- Duplex hands-free speakerphone
- PIN protection (4 digit)
- Telephone directory with up to 500 entries and names
- Illuminated graphical 65 k color LCD display
- Bluetooth™ headset & PC connectivity
- HPS (HiPath Positioning System) support
- 26 display languages
- PC software for phone administration



OpenStage M3 Family

Industry-leading DECT voice quality and features in a robust family of phones for many environments including industrial and explosive

OpenStage M3 Family

- 4 variants including explosive and advanced alarming
- IP65-certified housing, i.e. protection against water and dust
- Shock- and break-proof
- Modern, best in class user interface
- Bluetooth interface
- Excellent sound quality in support of noisy environments
- Standard connector for headsets
- Up to 17 hours talk time and up to 200 hours standby time




OpenStage WL3 Family

Enterprise-grade
VoWLAN
handset with
personal alarm
and messaging
capability for
superior voice
quality, mobility,
and security

OpenStage WL3 Family

- Simplified interface for easy feature access
- Powerful local features including rich directory, missed calls list, LDAP Access
- Integrated IP interfaces to HiPath/OpenStage systems
- Supported networks: IEEE 802.11 a/b/g/n
- Dynamic power output according to 802.11h
- Quality of Service (QoS)
- TFT color display
- Protection calls IP44
- OpenStage WL3 Plus model available with advanced messaging & alarming capabilities: push button, man down and no movement





Unify delivers vibrant conversations with our complete family of IP, TDM, WLAN and soft client phones through high quality design, immersive experiences via AudioPresence, and our award winning mobile solutions.

It all happens right here.