Technology Evolution over the Years …

<table>
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<tr>
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</thead>
<tbody>
<tr>
<td>Voice Centric</td>
<td>Any Media / Collaboration Centric</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TDM</td>
<td>VoIP / IP Telephony</td>
<td>UC</td>
<td>UCC</td>
<td>UCI</td>
</tr>
<tr>
<td>Hicom</td>
<td>HiPath</td>
<td>OpenScape</td>
<td>OpenScape Enterprise</td>
<td>Circuit</td>
</tr>
</tbody>
</table>

- Proprietary hardware and software
- Analog, Digital, DECT Phones
- IP Phones, PC Softphones
- Unified Communication
- SIP Open standards hardware and software
- SIP Phones, Softphones, Smartphones
- Unified Communication and Collaboration
- SIP Phones, Softphones, Smartphones, Tablets
- Unified Communication and Information
- Enterprise Social Networking
- WebRTC Based Clients

- Premise-based / distributed
- Datacenter Based
- Managed Services
- Hosted
- Cloud
- UC / Social Media integration

TCO
OpenScape Platform Positioning
OpenScape Enterprise / Business

Packaged UC
OpenScape Business
(50~1000)

Packaged UC
OpenScape Enterprise Express
(200~1,000)

Integrated UC
OpenScape Enterprise
(350~500,000)

Integrated UC
OpenScape Enterprise Cloud Services
(50~500,000)

SMB Premise
Mid-Market Private Cloud / Hosted / Premise
Large / Very Large Private Cloud / Premise
Service Provider Hosted / Public Cloud (Multi-tenant or Multi-instance)
OpenScape Platform Positioning
OpenScape Enterprise / Business

<table>
<thead>
<tr>
<th>SMB / Mid-market</th>
<th>Large / Very Large Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Service Provider</td>
</tr>
<tr>
<td></td>
<td>OpenScape Hosted UC 350 ~ 100,000</td>
</tr>
<tr>
<td></td>
<td>Private Cloud / Premise</td>
</tr>
<tr>
<td></td>
<td>OpenScape Enterprise (OSV+4000) 350 ~ 100,000</td>
</tr>
<tr>
<td>OpenScape Business</td>
<td>Planned for V8 : 2000</td>
</tr>
<tr>
<td>10 ~ 500</td>
<td>Planned for V2 : 1500</td>
</tr>
<tr>
<td>OpenScape Enterprise Express</td>
<td>200 ~ 1,000</td>
</tr>
</tbody>
</table>

Subscribers
0 ~ 100,000
The broadest UC portfolio

Voice
Video Conferencing
Messaging
Web Collaboration
Mobility
Contact Centers
Industry Solutions
Solutions for SMB
Secure Cloud Services
Networks
Advanced Devices
Professional Services

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OpenScape Business
All-in-One Solution for SME
OpenScape Business
The perfect solution for Small Medium Enterprises

OpenScape Business Voice & Unified Communication

User Clients & Groupware
myPortal Smart, myPortal for Desktop, myPortal for Outlook, myPortal for Mobile/ Tablet

Voice & Video Clients
all OpenStage HFA, T & SIP devices, Video with OpenScape Personal Edition SIP

Multichannel Contact Center
available now for all deployment models

Attendant Console & Applications
myAttendant & OSBiz Att enhancements
OpenStage GateView, Application Launcher

OpenScape Business - investing in maximum flexibility and a true all-in-one solution for telephony and UC
For any Infrastructure, HW & SW, TDM or IP

**OpenScape Business X3 / X5 / X8**
Voice & UC-Solution for up to 500 Users

All-In-One Voice & UC with on-board full IP, for up to 500 IP Users, IP & Digital & Analog, DECT, ITSP, SIP Trunking, ISDN / S2

**OpenScape Business S**
Virtualized PABX for up to 500 Users

All-in-one Voice & UC, Server-based UC Software Solution for up to 500 Users, Virtualization with VMware, SIP Trunking

**UC Booster Option**

**UC Booster Card**
For up to 150 UC Suite Users
Plug-In Board for X3R/X5R/X8

**UC Booster Server**
For up to 500 UC Suite User
Server for X3/X5/X8

**Voice Channel Booster**
additional DSP channel
for X3/X5/X8

**Server-based or fully virtualized**
OpenScape Enterprise Solution for Mid-Market to LME
OpenScape Enterprise Portfolio

OpenScape Service Management

OpenScape UC Integration Services
- CEBP Microsoft Ecosystem
- CEBP IBM Ecosystem
- CEBP Other Line of Business Apps
- CEBP Vertical Industry Apps
- Security

OpenScape Applications
- Voice
- Video
- UM
- UC
- Mobility
- Contact Center
- OpenScape Alarm Response

OpenScape Unified Communications Server
- SIP Session Control
- Federated Presence
- QoS Management
- Session Detail Reporting
- Administration & Licensing
- Availability Management

Software Foundation

Every client, every IP, IT or telephony infrastructure

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OpenScape Enterprise Portfolio

Applications that increase team productivity

Contact Center  Web Collaboration  Video Conferencing  Unified Communications  Unified Messaging

Proven Voice Platform  Secure, Reliable  Feature Rich

OpenScape 4000  OpenScape Voice

Voice Platforms
OpenScape 4000
Hybrid Architecture Example
OpenScape Enterprise
SIP Softswitch for LME

• Carrier Grade (99.999+) is designed into OpenScape Voice Solution
• No single point of failure
• Single system scales to 100,000 users – industry leader
• Active-Active server configuration with 100% call failover support
• No loss of calls in progress on a single failure
• No loss of billing records
• High resiliency to overload situations
• Rolling Upgrade Support
OpenScape Enterprise Express
Packaged Solution for Mid Market

- Portfolio positioning & impact
  - Targeted for mid-sized enterprises
  - Reduces installation complexity saving time, money and headaches
  - Simplifies the ordering process
  - Simplifies management
  - Improved customer satisfaction
  - Continued evolution of Express as our mid-market OSV based solution (Ultimately up to 8,000 users as a SW only solution)

- Main offering & features
  - All in one solution packaging the most essential enterprise applications
  - Pre-integrated applications
  - Bundled order positions
  - Common Management Platform
  - Professional Contact Center

The OSEE is the main vehicle for driving simplification into the large enterprise portfolio. This simplification is achieved through pre-packaging of the most popular OS Solution components.
OpenScape Enterprise Hosted
Public Cloud Architecture Example (WIN)

<table>
<thead>
<tr>
<th>FONCTIONALITE</th>
<th>COMMUNICATE</th>
<th>CONNECT</th>
<th>COLLABORATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Téléphonie</td>
<td>☑</td>
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<tr>
<td>Terminaux</td>
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<tr>
<td>Portabilité des numéros</td>
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<tr>
<td>Softphone PC/Apps</td>
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<tr>
<td>Vidéo</td>
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<tr>
<td>Voice et Fax to Email</td>
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<td>Numéro d’appel unique « One Number reach »</td>
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<td>☑</td>
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<tr>
<td>Liste de contacts &amp; Présence</td>
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<tr>
<td>Messagerie instantanée</td>
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<tr>
<td>Conférence</td>
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<td>Redondance locale</td>
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<tr>
<td>Console Opératrice Web</td>
<td>Option</td>
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<td>option</td>
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</tbody>
</table>
OpenScape Unified Communication

Easy GUI

Any Device

Any Media

Any Groupware or Business Application

Voice

Video

E-mail

Chat / IM

Fax

Document Sharing

Preferred Device / ONS

Every client, every IP, IT or telephony infrastructure
OpenScape Desktop or Web Client
ONS, Presence, IM, Voice and Video, Conferencing

- Place a call
- View missed calls
- Schedule a multi-media conference
- View presence of contacts
- Tell-me-when feature automatically tracks a contact’s voice and IM availability
- Initiate a spontaneous conference
- Set your presence status, location, and free form note
- Manage your contacts
- Initiate a multi-party IM chat
- Route incoming communications to your preferred device
- Click to call, IM or email your contact’s preferred device
- Softphone & Desktop Video (Desktop Client Only)
- Web Collaboration

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OpenScape Fusion
Unified integration example – Fusion for MS Outlook

- Set your Presence availability
- Set your preferred device
- View the availability of key contacts
- Convenient click-to-call
- Quickly start a conference call
- Hear your voicemail messages
- Control who, when, and where to be reached
- View your missed calls
- Synchronized Presence status with Calendar
- Send and receive IM
OpenScape Desktop, Web or Mobile Client
Connect people and their information and ideas

OpenScape Web Collaboration

- Accelerate responsiveness by providing employees a convenient way to instantly collaborate in real-time from anywhere
- Integrated with the OpenScape UC client for ad-hoc, scheduled or initiation during a conference
- Intuitive user interface for easy operation and control with multi-screen capability
- Have quick access to conferences
- Whiteboarding, application sharing, file sharing, co-browsing, URL push and more
- Integrated text, data, web, and multi-party H.264 desktop video conferencing
OpenScape Desktop
Make video part of all your conversations

- Video-devices can be used like other phones in the office, at home or a mobile phone
- Video device presence status is displayed
- Video pictures are displayed in an extra window, which can be used as full screen in a video call
- The active speaker is outlined with a blue frame
OpenScape Mobile
Softphone for Smartphone and Tablet with Video

• Integration – VoIP and video on a single mobile client with intuitive “Call Swipe”
• BYOD and consumerization – supports latest workplace trends and customer’s preference (e.g., Android and Apple iOS)
• Flexible – supports video with Mobile, Desktop Client, OpenStage / OpenScape phones, Media Server and 3rd party video
• Intuitive – resizable video options supported by the latest video codecs
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
UC is now supported on all major OS

- IOS
- Android
- BlackBerry10
- Windows Phone 8/8.1
Summary

Reduce Communications Costs
• Minimizes 3rd party conferencing services
• Reduces business trips and communications costs while traveling
• While on a call, you can switch from your mobile device to another phone with a lower cost connection

Improve Operational Efficiency
• Works with your existing IT and telephony infrastructure
• Leverages your in-place application investments
• Improves overall business execution, process and communications efficiency

Enhance Productivity and Collaboration
• Be reached via one published number, regardless of your location or device
• Reduces duplication, waste and rework in communications-intensive activities
• Highly mobile people and tele-workers stay connected and accessible

Gain Competitive Advantage
• Customers and partners can reach you, in real-time, on the first try
• Click-to-call/conference from your existing applications and accelerate decision making
• Reduces latency in business processes
Unify Workpoint Overview
Our desktop devices
What makes us unique

HD across the entire IP portfolio and UC soft client

Exclusive eco-friendly “The Blue Angel” award for energy efficiency

Independent lab tests verify strong audio quality
## Unify Devices and Soft Clients
End to end communication … it all starts right here.

<table>
<thead>
<tr>
<th>Desktop Devices</th>
<th>Mobile Clients</th>
<th>Wireless Devices</th>
<th>Soft Clients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Award-winning design offering high definition voice and maximum connectivity options</td>
<td>The industry’s most complete mobile UC suite supports the anywhere worker</td>
<td>On-site mobile voice communications – reliable, secure and cost-effective DECT and WLAN solutions</td>
<td>Unified communication from your PC from Circuit, OpenScape UC soft client, with video and HD voice</td>
</tr>
<tr>
<td>Model</td>
<td>Description</td>
<td></td>
<td></td>
</tr>
<tr>
<td>------------------------</td>
<td>-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td></td>
<td></td>
</tr>
<tr>
<td>OpenStage 10</td>
<td>High quality OpenStage audio ideal for mass deployments in TDM environments</td>
<td></td>
<td></td>
</tr>
<tr>
<td>OpenStage 15 / 15G</td>
<td>Exceptional voice quality, features, 2-line display. Ideal for entry-level mass deployments</td>
<td></td>
<td></td>
</tr>
<tr>
<td>OpenStage 30</td>
<td>Vast array of configurable keys and expansion modules for outbound calling specialists</td>
<td></td>
<td></td>
</tr>
<tr>
<td>OpenScape Desk Phone</td>
<td>Modern, ergonomic design, HD audio, headphone jack and notably small footprint - ideal for knowledge workers or contact center agents. New Eco version (SIP) boasts dramatically improved energy efficiency.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IP 35G / 35G Eco</td>
<td></td>
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</tr>
</tbody>
</table>

- **OpenStage 10**: TDM
- **OpenStage 15 / 15G**: TDM, HFA, SIP
- **OpenStage 30**: TDM
- **OpenScape Desk Phone IP 35G / 35G Eco**: SIP, HFA

- **OpenStage 10**: Large display and profile mobility, ideal for teams or call centers
- **OpenStage 15 / 15G**: Large display, ideal for teams or call centers. US specific default settings with pre-configured free programmable keys
- **OpenStage 30**: Modern design, crystal-clear HD sound supports up to 30 lines. Ideal for the power user or boss /admin.
- **OpenScape Desk Phone IP 35G / 35G Eco**: High Definition voice, vivid LCD display, with rich features and apps for power users & managers
Unify
Introduction to Circuit
Unified Communication and Information

circuit
by unify
What is Circuit?

**Circuit** improves teamwork by bringing voice, video, screen share, messaging, and file sharing into a single view.

It’s **natural** conversations. It’s moments of insight.

It’s all of us, working together.
A singular experience

**Single pane of glass**
One tool with one view

**Powerful and contextual search**
Content and people are easy to find

**Content storage and history**
Everything stays together where you shared it

**Social collaboration**
Ongoing, free-flowing, continuous conversations that go wherever you go

**Natural user experience**
Simplicity at its core on all Circuit devices – Chrome web browser, iPhone, and iPad
What’s new? What’s coming soon?

Coming at the shows
- Circuit Enterprise Connector incl.
  - Circuit Guests
  - Connector to SIP-based telephony (Unify and 3rd pty)
  - Connector to Microsoft Exchange contacts
- Extended Meeting Experience
- OpenXchange Integration

Coming within the next 6 months:
- Box Integration
- Android mobile client
- Meeting Recording
- Answering Machine
- Favorites, Like, @ support
- Circuit Labs
- Extensions (Weather, RSS, Voice Recognition)

- Private Cloud
- IE & Firefox support
- SDK/API
- Developer Community & Program
- Telephony Connector for Unify Platforms

- Additional cloud storage options
- SSO / Identity Management for private cloud
- VDI Support
Shifting focus to Value Evolution

Excellent meeting & meeting room experience (recording, Mila, room system integration)

Advanced Social Capabilities

further clients (browser, mobile)

Circuit V1

Veritcals (e.g.: healthcare scenarios)

Circuit Guests
Invite Externals into conversations

ITSP/PSTN

PBX Integration
Unify & non Unify

PaaS / Integration
(Business apps, Task-Mgmt, ext. Storage, MS ecosystem, workflows)
OpenScape Business Connector

- OpenScape Business provides the ITSP/PSTN Gateway for Circuit and even more…
- ONE NUMBER SERVICE for OSBiz and Circuit Users
- SIP Interconnection between Circuit and OSBiz via UTC

The New Way to Work – let’s combine the best of both worlds
Eco-System Integration

Integration with B2B cloud services
Custom integrations and OnPremise SW

PBX integration
Peripherals

Generic connector
Deep integration
OpenScape Voice
OpenScape 4000

CMP (fka Mila - Video)

Nextgen Circuit desktop device

Jabra
Plantronics

SharePoint
SAP
Office 365

salesforce.com
asana
zendesk
box
workday
Dropbox

All Examples, not decided to integrate yet.
Summary

- Outstanding User Experience
- Based on how humans and how teams *really* work
- Ideal for small businesses, collaborative teams and LoB‘s
- Fully leverages Web RTC and connects to existing communication and IT environments
- The secure Cloud Solution for Enterprises
- ISDK’s/API’s incl. developer community and program
- Provides immediate benefits and return for users, teams and the enterprise
Trying and buying is simple
Thank You

Make your Teamwork better

You are anywhere. Give your team the freedom to create, discover, share everywhere. See you on Circuit.

www.yourcircuit.com