



SMB / DATA CONVERGENCE PROGRAM

Process for DR in EMEA except IBERIA & CMC

Iberia : Spain, Portugal

CMC : Italy, Greece, Malta, Cyprus, Israël

Alcatel·Lucent
Enterprise



PROGRAM OVERVIEW

OBJECTIVES

- Promote converged solutions
 - Voice & Data
 - IP configurations
 - Unified communication
 - Collaboration
 - Mobility
- Increased competitiveness

ORDER MUST INCLUDE

- 1 OmniPCX Office cabinet
- Min. 1 LAN Switch equipment
- 1 IP Software Suite
- AIS (integration service)
- IAP and IP terminals not mandatory

SCOPE

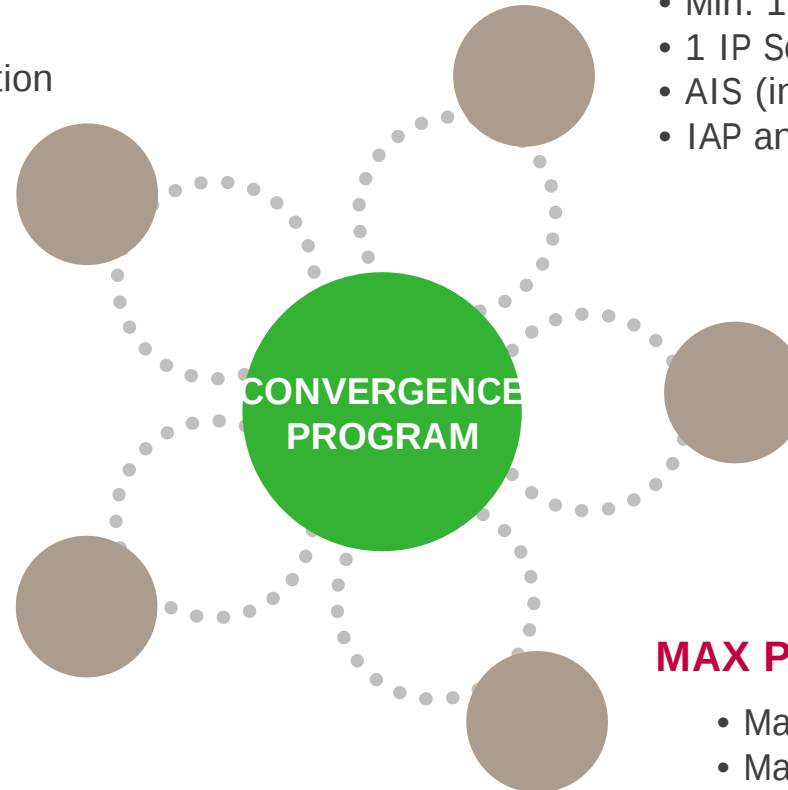
- Countries : EMEA except
 - IBERIA
 - CMC
- Duration : End 2012

PROMOTION

- Discount on selected
 - OXO IP licenses
 - LAN switches
 - Access Points
 - IP terminals
- Process : promotion code in e-Buy
 - DISCSMBCEU for € WPL
 - DISCSMBCUS for \$ WPL

MAX PER ORDER

- Max 1 OXO cabinet with discount
- Max 3 LAN Switches with discount
- Max 5 IAP with discount
- More items allowed without discount



Benefits of selling ALU switches on OXO

- Fully consistent end-to-end Alcatel-Lucent solution
 - One-stop-shopping
 - One single support : contact, process, SLA
 - Fully tested and validated Switch + OmniPCX Office offering
- Easy-to manage
 - Stackable switches with one single unified management
 - IP phones self-configuration
 - Quick to install Instant Access Points
- Enterprise-class features and performance
 - IP v6, POE+, L3 (6450) or L2+ (6250)
 - Built-in user authentication security (Access Guardian)
 - User profiles to control bandwidth and access
- 5 years end of life warranty
- Eco-friendly : low consumption

For the BP



More Value,
More Revenue,
More Margin

LEVEL OF DISCOUNT FOR € PRICE LIST

Promotion Code | DISCSMBCEU



62 % | OmniSwitch 6250-P24 & 6400-P24/P48

60 % | OmniSwitch 6450-P10/P24/P48

62 % | OmniPCX Office IP suite, IP users & IP channels licenses

62 % | IP Terminals 4068/4038/4028/4018

47,5 % | Instant Access Points IAP92/93/105

LEVEL OF DISCOUNT FOR \$ PRICE LIST

Promotion Code | DISCSMBCUS



62 % | OmniSwitch 6250-P24 & 6400-P24/P48

60 % | OmniSwitch 6450-P10/P24/P48

58 % | OmniPCX Office IP suite, IP users & IP channels licenses

58 % | IP Terminals 4068/4038/4028/4018

47,5 % | Instant Access Points IAP92/93/105

HOW TO GET THE DISCOUNT ?

- Order a converged solution in SMB catalog
- Enter promo code DISCSMBCEU (WPL €) or DISCSMBCUS (WPL \$) in NSP/PAF field in e-Buy

Alcatel-Lucent 

Accueil | Mon Profil | Support | Déconnexion

- Lee01_eND CSBU_ - Marché privé France

eBuy  Nouveau chariot  36% Nouvelle demande d'Extra Discount  Chariot/DED en cours 

Consultation Catalogue

Saisie de commande  Ouvrir avec un tableur

Chariots

Gestion de commandes

Compte client

Suivi PIMphony

Télécharger

Exporter

e-Licensing Services

Gestion des installations DECT

Mes services souscrits

Nombres de série

Règles de prise de commande

Supply Chain

Référence du chariot:	3547905	Niveau de service	Normal
Votre commande	ma commande	Commande PPU	Non
N° commande Client Livré			
Marché	Marché privé France	Date de livraison demandée	18/03/2010 JJ/MM/AAAA
Donneur d'ordre		Partiel	☐
Client livré	 		
	Créer un nouveau client livré Modifier un client livré		
NSP/PAF	DISCDATAFR	Date de livraison prévisionnelle	24/03/2010
Grands Comptes			
Client			
Commande gr			
Réf. commande ar			

Services et autr

Produits

Référence	Desc

Client livré	
	Créer un nouveau client livré Modifier un client livré
NSP/PAF	DISCSMBCEU
Grands comptes	
Client final	Nom de la société du client final:

Date de livraison prévisionnelle -

ELIGIBLE ITEMS & DISCOUNTS (€)

- LAN Switches

Reference	Name	WPL €	Discount
OS6250-P24-xx	OmniSwitch OS6250-P24	1227	62%
OS6400-P24-xx	OmniSwitch OS6400-P24	2381	62%
OS6400-P48-xx	OmniSwitch OS6400-P48	4073	62%
OS6450-P10-xx	OmniSwitch OS6450-P10	1038	60%
OS6450-P24-xx	OmniSwitch OS6450-P24	1923	60%
OS6450-P48-xx	OmniSwitch OS6450-P48	3615	60%

- Access Points

Reference	Name	WPL €	Discount
OAW-IAP92	OmniAccess IAP92 Wireless IAP	304	47,5%
OAW-IAP93	OmniAccess IAP93 Wireless IAP	304	47,5%
OAW-IAP105	OmniAccess IAP105 Wireless IAP	535	47,5%

ELIGIBLE ITEMS & DISCOUNTS (€)

- OmniPCX Office

Reference	Name	WPL €	Discount
3EH03324AA	IP software suite	370	62%
3EH03102AB	1 additional IP user software license	90	62%
3EH03102AA	10 additional IP users software license	560	62%
3EH03329AA	1 additional IP channel software license	50	62%

- IP Terminals

Reference	Name	WPL €	Discount
3GV27062xB	IP Touch 4068	449	62%
3GV27061xB	IP Touch 4038	349	62%
3GV27060xB	IP Touch 4028	269	62%
3GV27063xB	IP Touch 4018	149	62%

ELIGIBLE ITEMS & DISCOUNTS (\$)

- LAN Switches

Reference	Name	WPL \$	Discount
OS6250-P24-xx	OmniSwitch OS6250-P24	1595	62%
OS6400-P24-xx	OmniSwitch OS6400-P24	3095	62%
OS6400-P48-xx	OmniSwitch OS6400-P48	5295	62%
OS6450-P10-xx	OmniSwitch OS6450-P10	1350	60%
OS6450-P24-xx	OmniSwitch OS6450-P24	2500	60%
OS6450-P48-xx	OmniSwitch OS6450-P48	4700	60%

- Access Points

Reference	Name	WPL \$	Discount
OAW-IAP92	OmniAccess IAP92 Wireless IAP	395	47,5%
OAW-IAP93	OmniAccess IAP93 Wireless IAP	395	47,5%
OAW-IAP105	OmniAccess IAP105 Wireless IAP	695	47,5%

ELIGIBLE ITEMS & DISCOUNTS (\$)

- OmniPCX Office

Reference	Name	WPL \$	Discount
3EH03324AA	IP software suite	359	58%
3EH03102AB	1 additional IP user software license	87	58%
3EH03102AA	10 additional IP users software license	543	58%
3EH03329AA	1 additional IP channel software license	48	58%

- IP Terminals

Reference	Name	WPL \$	Discount
3GV27062xB	IP Touch 4068	577	58%
3GV27061xB	IP Touch 4038	407	58%
3GV27060xB	IP Touch 4028	301	58%
3GV27063xB	IP Touch 4018	175	58%

www.alcatel-lucent.com/enterprise



twitter.com/ALUEnterprise



facebook.com/ALUEnterprise



youtube.com/user/AlcatelLucentCorp

