

UNIFY Harmonize
your enterprise



Upgrade Now

OpenScape Business

Migration Offering for HiPath 3000

UNIFY



Out with the old and in with the new

Migrate, up-sell & maintain your loyal customers

- You can quickly grow your business by migrating the legacy HiPath 3000 systems on your customer database
- It's quick and easy to migrate a HiPath 3000 to an OpenScape Business V2
- Enjoy high up-sell opportunities with the latest value adding and UC-features
- It is much easier and cheaper to generate business from your existing customers than hunting for new ones



Don't miss out - The right time is now



- Unify research indicates that the 'New Way to Work' and changing environments often lead to a demand for more sophisticated solutions
- The installed base of HiPath 3000 has reached its end of Service – Migrate your customers now to ensure full service support in the future
- Act now before your competitors do
- Investment Protection delivers a low cost upgrade path from voice to UC with nothing to 'rip and replace' for existing HiPath 3000 customers
- All-IP strong enforcement from carriers

Upgrade to OSB now - it's quick & easy!



- Migrate your HiPath 3000 V7/V8/V9 installed base to the latest OpenScape Business V2
- Get the OpenScape Business (OSB) Upgrade for HiPath 3000 License Migration for a reduced Buy Price (GLP 899 €)

#Special offer ends 30th September, 2016

Migrating from HiPath 3000 V9? → get 100% of the TDM Licenses in H3K transferred to OSB

Migrating from HiPath 3000 V8? → get 80% of the TDM License in H3K transferred to OSB

Migrating from HiPath 3000 V7? → get 70% of the TDM License in H3K transferred to OSB

- Quick and easy: It's a direct conversion path from V7/V8/V9 to OSB V2 - directly via latest version of Manager E.
 - Save up to 3 hours service time.
 - Improved Service Tool functionality.

HiPath 3000 Migration – how to guide

1. **Always** order the **OSB Upgrade for HiPath 3000 V9 License** regardless of whether the existing HiPath 3000 system is V7/V8 or V9 at the reduced GLP.
2. Order the respective OpenScape Business main board (dependent on the HiPath system type one is migrating from) at your normal purchasing price
3. Use the latest HiPath Manager E to convert V7/V8 or V9 Database directly to OSB – (Note: there is no need to upgrade the HiPath 3000 system to Version 9 first)
4. Replace the HiPath 3000 main board with the new OpenScape Business main board.
5. After successfully upgrading to OSB V2 a XML (EXtensible Markup Language) within the WBM (Web Based Management) will be generated with the respective TDM Licenses - 70% for HiPath V7, 80% for HiPath V8, 100% for HiPath V9
6. Use this XML File to generate a valid OpenScape Business License File via CLS (Central License Server) as usual.

Get competitive – know the benefits

Sample: Migration of a HiPath 3000 V7 with 50 TDM User to OpenScape Business V2 with 50 TDM User

- Get the OpenScape Business Upgrade for HiPath 3000 License Migration for a reduced Buy Price of GLP 899 €
- Get the 70% of TDM Licenses (35) transferred to the new OpenScape Business V2 for free.

	Normal Pricing (GLP)	Offering (GLP)
OpenScape Business Upgrade for HiPath 3000 V7	2.470 €	899 €
Motherboard	699 €	699 €
TDM User Licenses	0 € (0 TDM Lic)	660 € (15 TDM Lic)
Total	3.169 €	2.258 €



29%
off

Don't miss out on up-selling opportunities



Large opportunity for up-selling:

- **Performance-boosting functionality** with the latest UC applications – from productivity enhancing presence and seamless mobility to anytime collaboration.
- **Cost saving communications** - Seamlessly integrates cost saving Voice over IP on top of the existing network to reduce total communications bill.
- **Mobility** - UC available on major mobile platforms, supporting Android, iOS, Windows and even more mobile operating systems.

Plus **many more great features** which add value to your offered solutions

What next?

Start contacting your customers

- Review your installed base of HiPath 3000
- Start contacting your customers – use marketing material available
- Offer a migration to OpenScape Business V2
- Lift up-sell opportunities for more revenue
- Take advantage of the offering until September 30th, 2016



Available Documents

- OpenScape Business Sales Information
- Marketing Materials
- Why Migrate, Why Sell, Why Buy