



Network and Communications. On Premises. Hybrid. Cloud.



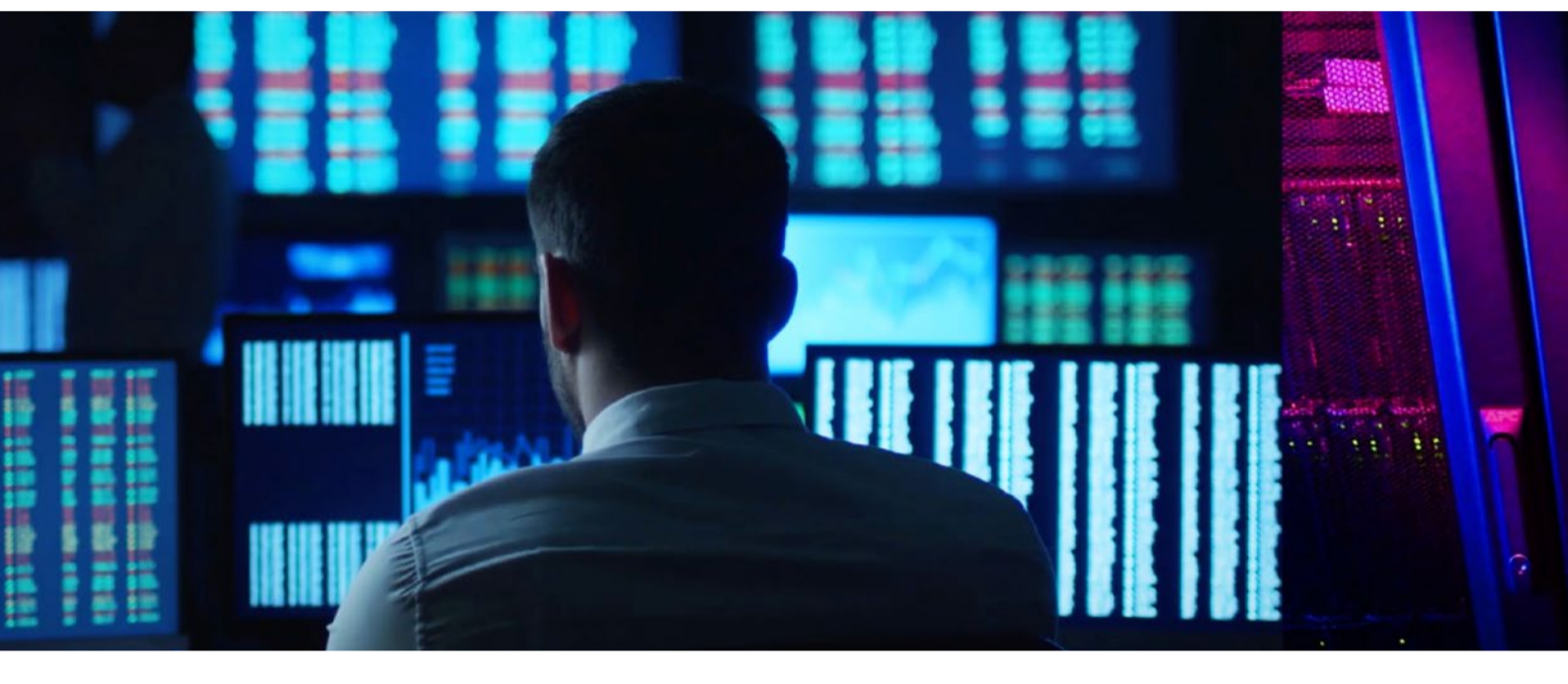
We are ALE, serving more than 830,000 customers worldwide under the Alcatel-Lucent Enterprise brand. Alongside our partners, we make everything connect by tailoring solutions to your organization – your people, processes and customers – helping your business compete in a digital world.

What inspires us?

Data. Software. Communications. Network infrastructure. The components that form them and the physical and cloud framework that binds them. The people who make them work and the digital transformations they enable.

These are the things that get us excited

- We help customers connect with your business for personalized experiences.
- We help network engineers connect to enhance network integration, intelligence and reliability.
- We help your business operations connect to deliver greater efficiency, scalability and innovation.
- We help CxOs connect to improve agility, transformation and growth.



Here's how we build success together

We design digital transformation that fits your organization. We integrate systems, deploy analytics and leverage mobility and the Internet of Things (IoT). Combine these with innovative new business models and you get a solid foundation for your future innovations.

To do this, we get involved. We fully connect with your organization as part of your strategy. We understand the needs of different individuals and teams. So we think in terms of outcomes, not products.

How do we make it happen?

We openly collaborate with our partners and customers to generate long-term value for all. Our global team and partner ecosystem (resellers, technology partners, application partners and consultants) work together to satisfy your unique needs. Whether you're a small business or a multinational company, our solutions are custom-built for all market segments and industries.

Building on your technology investment

80% of CEOs think the production technologies their companies use will change in the next five years.¹ If you haven't already, re-evaluating your networking and communications is critical.

But such fundamental change must be carefully considered. You need a clear vision, and a plan to realize it.

It's really important to consider your options – and work out the best way to reap the benefits of the latest unified communications, while mitigating risk and uncertainty.

ALE is here to help you make that decision.

ALE is uniquely positioned to get you where you need to be

We're changing the way businesses buy technology. How they deploy, use and leverage it. Everything we do centers on tailoring solutions to organizations. Their people, processes and customers.

This makes us truly unique

ALE solutions can be installed with minimal disruption – so you won't need to rip and replace. Our connected platforms let you move smoothly to the cloud – while protecting any existing investments. Making protection becomes borderless, secure – and fully integrated with your business processes.

However you choose to work with us, you'll receive uncompromising service levels, including comprehensive support, a dedicated local ALE Partner and committed Professional Services. So, you'll stay on top of operations, costs and quality control from day one. On top of that we directly advise you through our vertical sales organization during the whole product life cycle, to ensure that you are always being informed about the latest innovation in our product portfolio.

Move forward with ALE

ALE has plenty of experience migrating other providers' products to ALE. We'll work closely with you, step-by-step to ensure everything goes seamlessly.

By integrating IoT, voice technologies and network infrastructure, we create leading hybrid solutions that protect your existing investment while exploiting the full power of Unified Communications as a Service and enterprise communications services in the cloud.

What we provide to you

- Powerful and competitive digital collaboration portfolio including business telephony
- A LAN portfolio not just for the data center, but also campus and industrial environments adapted for IoT adoption
- Market leading WLAN product line
- Greater freedom and financial flexibility at work, with a strong cloud migration and on demand business model

¹ PwC CEO Pulse Survey 2016



Why choose us?

1. We're well placed to support you

In times of uncertainty, it's good to have a financially healthy, long-term partner on your side. Our continued success and stability means you can rely on us to offer a full, innovative product line with full support – today and tomorrow.

2. We work your way

While other larger vendors force their customers to take a pre-prescribed route that often involves expensive rip and replace, we work more closely with you to better understand your needs and have the flexibility to adapt our solutions to your infrastructure.

3. Zero-touch transformation to unified communications

Connect your business communications to the cloud and benefit from cloud-based collaboration on PCs, the web and smartphones with Alcatel-Lucent Rainbow™. It's integrated with employee business phones.

4. A no risk move to the cloud

Benefit from OPEX and financial flexibility with no risk as the Alcatel-Lucent OpenTouch® Enterprise Cloud offers the same experience as the on-premises platform.

5. Innovation as easy as 1-2-3

Enrich on premises business communications by integrating business and customer applications with the Rainbow CPaaS open APIs and bots. Secure your IoT ecosystem with our IoT containment solution.

6. As used by multinationals – made available to all

The ALE solution is established in Fortune 500 companies. Its footprint is so light that it can serve companies starting with 50 users and evolve as you grow to thousands of users and locations. Communication control is centralized: Adding and moving a location is simple and teams in different locations work as if in the same place.

7. Innovative user experience

Get a competitive edge with the new features on our deskphones, and use Rainbow WebRTC collaboration on any device. Leverage mobility opportunities with our new Alcatel-Lucent OmniAccess® Stellar WLAN family.

8. Cost effective business mobility

All DECT and WLAN handsets get the same feature set as desk phones, and roaming is easy as it's handled by the communication server.