Main objectives

- **EXTENDED SCOPE**
  - the entire ALE portfolio covers now Comms (incl. Rainbow) and Network (incl. Stellar)

- **EXPERTISE RECOGNITION**
  - Expertise on APIs are promoted thanks to the new Expert Developer profile

- **SIMPLIFICATION**
  - no more annual fees, services are consumed on-demand
  - free access to APIs and basic sandbox

- **VISIBILITY**
  - new web site look&feel, enhanced solution and partner search
EXTENDED SCOPE

COMMUNICATIONS
- Communication Systems
- Phone devices
- Hybrid cloud telephony
- Cloud services (UCaaS and CPaaS with Rainbow)

NETWORK
- LAN
- WLAN
- LBS
- NoD (cloud)

VERTICALS
- Hospitality
- Transportation
- Government
- Healthcare
- Education
- Finance & Insurance
- Retail
DSPP PARTNERSHIP LEVELS:
from **APPLICATION** to **SOLUTION** and **EXPERTISE**

- **Business Partners**
- **Customers**
- **ISV**
- **Integrators**

---

**SOLUTION VENDOR**
Company that develops and sells applications or solutions properly integrated with Alcatel-Lucent Enterprise platforms

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**EXPERT DEVELOPER**
Company that demonstrates its ability to develop innovative applications or solutions based on specific Alcatel-Lucent Enterprise APIs or SDKs
DSPP MEMBERSHIP LEVELS

REGISTERED Companies
Main entry point of the program. Access to a range of development tools, documentation and software. Technical assistance during application development.

QUALIFIED Partner
Company’s solution(s) and/or expertise(s) are formally tested and certified to show that they inter-work properly with ALE platforms or use properly ALE APIs. The company demonstrates commitment and strong presence in key markets.

PREMIUM Partner
Close cooperation with ALE to provide joint solutions based on both parties’ products or solutions. The company is eligible for advanced technology and business services.
FROM REGISTRATION FEES TO FREE ACCESS

Free registration with access to public and basic technical resources:

- Basic Sandbox
- Support through a discussion forum
- APIs download (SDKs, Tutorials, code samples, ...)

DSPP Resources

Discover how to access our API Hubs (Rainbow, Communications and Networks) and how to download additional technical resources

ALE Communications Hub

ALE Rainbow Hub

ALE Network Hub
**SIMPLIFICATION: AAPP vs NEW DSPP**

- **AAPP applicant**
  - Registered
    - Fee
    - Certification
      - Fee
      - Marketing benefits
  - Certified Application
  - Application Partner
  - Solution Partner
  - Marketing benefits
  - Advanced Marketing benefits

- **DSPP applicant**
  - Registered
    - Fee
  - Certification
    - Fee
  - "a la carte" services
  - Marketing benefits
  - Advanced Marketing benefits
  - Expert Developer Qualified
  - Solution Vendor Qualified
  - Solution Vendor Premium
  - Expert Developer Premium
  - Fee
  - COMs Hub
  - Nwk Hub
  - Rainbow Hub
  - Light registration
  - Free
SIMPLIFICATION: NEW PARTNERSHIP LIFECYCLE

DEVELOP

- Basic Sandbox
- APIs Hub
- Assistance via Discussion Forum

TEST

- Specific Sandbox
- Technical Support

PROMOTE

- Dedicated web page
- InterWorking Report
- Webinar, ....

SELL

- Co-marketing

INDIVIDUAL

- DEVELOPER

COMPANY

- REGISTERED
- QUALIFIED

DSPP 2019

DEVELOPER

- REVENUE SHARING
- GOTO market

- UNDER CONSTRUCTION

Registration

- Candidature
- Acceptation

Qualification

- Certification
- Publication

Revenue Sharing

- Contract
« A-LA-CARTE » SERVICES FOR COMMUNICATIONS

- Assistance ticket (e-SR)
- Certification ticket
- Virtual lab (dedicated sandbox)
- Lab software upgrade
- Lab system order
- Technical documentation, Knowledge Base, software download (access to Business Portal)

<table>
<thead>
<tr>
<th></th>
<th>per unit (€/$)</th>
<th>per packages</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Quantity</td>
<td>price (€/$)</td>
</tr>
<tr>
<td>Assistance Ticket</td>
<td>400€ / 500$</td>
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<tr>
<td>Certification Ticket</td>
<td>1500€ / 2000$</td>
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<tr>
<td>Virtual lab</td>
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<tr>
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<td>600€/800$ per request</td>
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<table>
<thead>
<tr>
<th>Solution</th>
<th>Platform</th>
<th>Certification tickets</th>
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<tr>
<td>Analog terminal</td>
<td>OXE/OXO</td>
<td>1</td>
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<tr>
<td>SIP terminal</td>
<td>OXE/OXO</td>
<td>2</td>
</tr>
<tr>
<td>PMS</td>
<td>OXE/OXO</td>
<td>2</td>
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<tr>
<td>PMS + Voice mail</td>
<td>OXE/OXO</td>
<td>3</td>
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<tr>
<td>Alarm Server based on DECT Alarmaing/notification</td>
<td>OXE/OXO</td>
<td>2</td>
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<tr>
<td>Alarm server based on ALE Paging interface</td>
<td>OXE</td>
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<tr>
<td>Voice Recorder based on IP DR-Link interface</td>
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<td>Voice Recorder using TDM/IP DR-Link + network</td>
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## Qualification Package for Communications

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<td>Certification</td>
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<td>Virtual Labs</td>
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<td>Technical support</td>
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<td>Web presence</td>
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NEW VISIBILITY: NEW WEB SITE

ALL MEMBERS ARE LISTED ... even Registered ones

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>COUNTRY</th>
<th>Membership date</th>
<th>Environment</th>
<th>Solution</th>
<th>Solution categories</th>
<th>Platform</th>
<th>Interface</th>
<th>Certified versions</th>
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</table>
PARTNERS LOGOS

QUALIFIED members
- Alcatel-Lucent Enterprise
  - Solution Vendor Qualified
- Alcatel-Lucent Enterprise
  - Expert Developer Qualified

PREMIUM members
- Alcatel-Lucent Enterprise
  - Solution Vendor Premium
- Alcatel-Lucent Enterprise
  - Expert Developer Premium

CERTIFIED solutions
- Alcatel-Lucent Enterprise
  - Certified Solution
THANK YOU

QUESTIONS ?...
C O N T A C T U S

WEBSITE:  https://www.al-enterprise.com/en/partners/dspp

Email us:  dspp@al-enterprise.com