

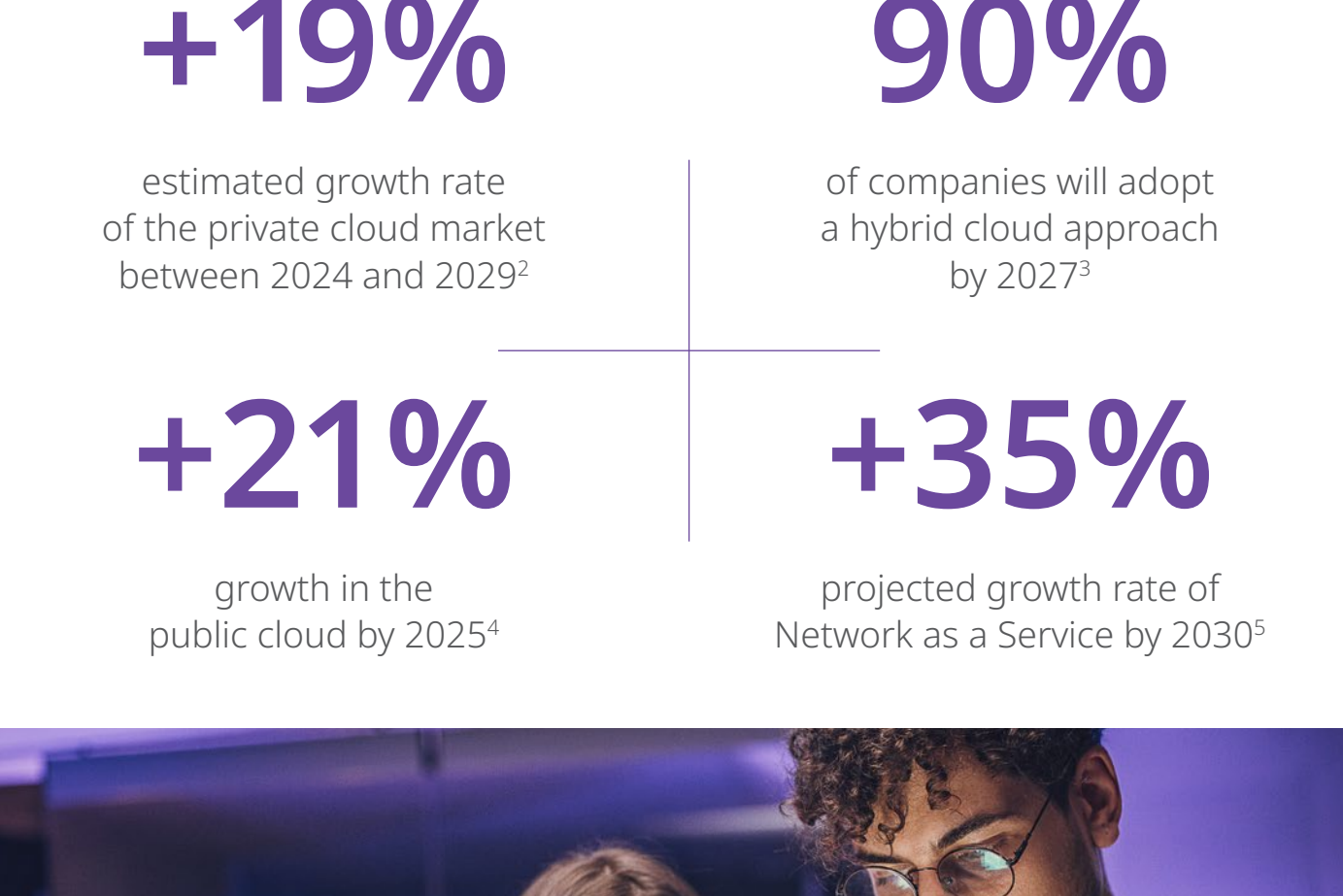


# Your business, your transformation, your choice

## Choose your route to respond to business uncertainty

### Market trends

According to analysts, cloud-based solutions are on the rise as businesses seek innovative ways to navigate today's uncertainty.



## How do businesses adapt?

To maintain continuity and stay competitive, many businesses continuously adapt to change by embracing digital transformation, adopting new technologies and choosing flexible financing options and deployment models.

A successful transformation relies on flexible and scalable business communications, networking and Unified Communications as a Service (UCaaS) services, which enable organizations to gain the flexibility and efficiency needed to keep business running in any situation.

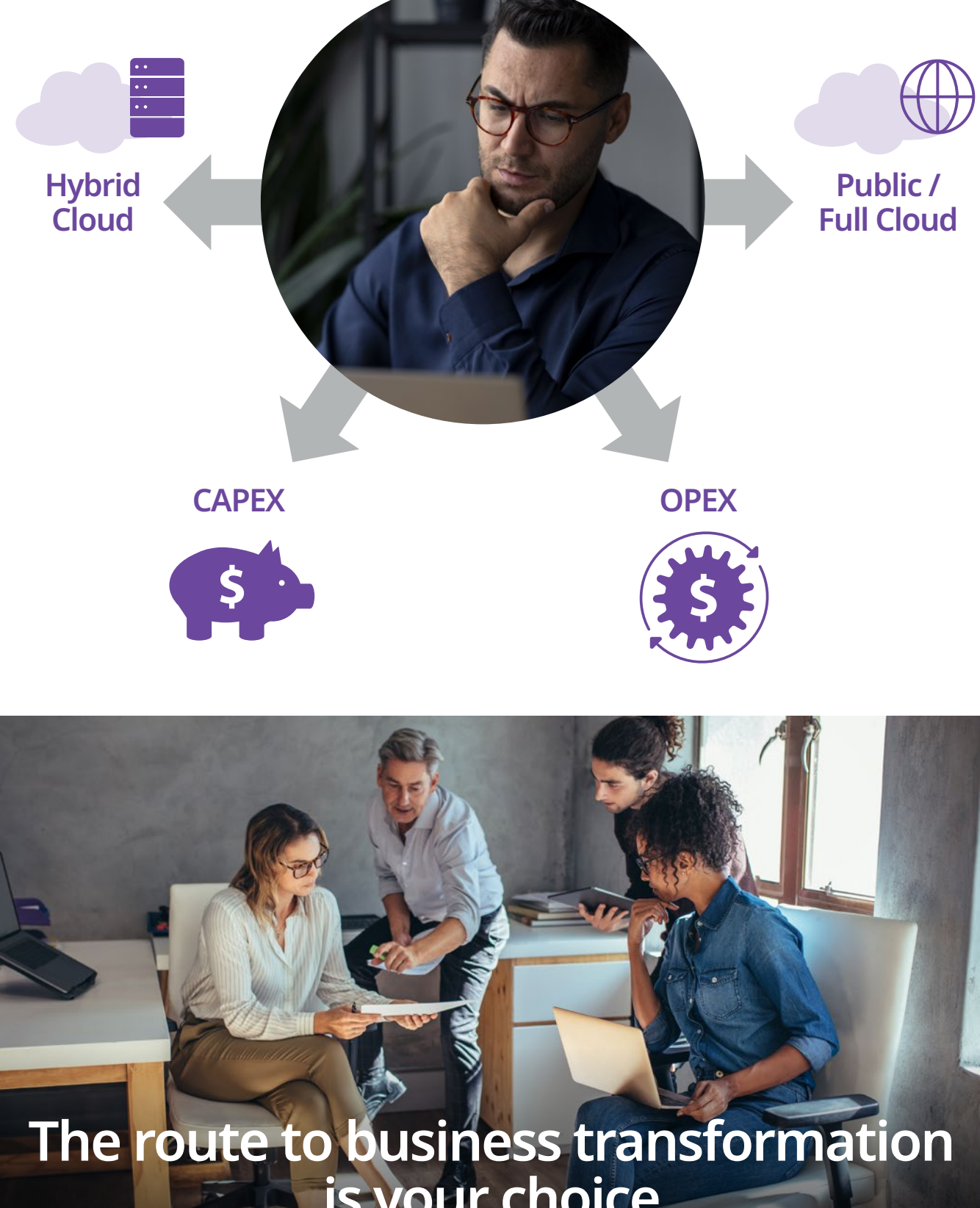
### Navigating agile transformation can be complex and full of challenges

While more and more vendors offer their solutions solely through subscriptions, business leaders seek a technology partner that offers tailored solutions rather than a **one-size-fits-all** offering.

## Uncertainty is no choice ALE gives you the choice to adapt

Alcatel-Lucent Enterprise is one of the few vendors providing **flexible, tailored financing and implementation choices** around our secure networking and communication solutions for organizations across all sizes and industries.

### With ALE, you can choose from:



ALE's diverse purchasing and deployment options can be tailored to your business' unique operational needs, security concerns and budget constraints.

Just tell us where you want to go, and we'll show you the way.

### START

**You plan to deploy or refresh your network and want flexibility in financing options. ALE provides an Autonomous Network solution, with flexible business models.**

### For a robust network infrastructure

ALE solutions	Purchasing models	Deployment models
OmniSwitch Ethernet Switches	CAPEX and/or as a Service	On-premise
OmniAccess Stellar Wi-Fi 6/6E and Wi-Fi 7 Access Points	CAPEX and/or as a Service	On-premise
Network Management System	CAPEX and/or as a Service	On-premise or in the Cloud

**You need a secure communication infrastructure with full compliance and data control, along with Unified Communications as a Service (UCaaS\*).**

### NEXT

## Choose on premises or private cloud to keep full control of your data security

ALE solutions	Purchasing models	Deployment models
Alcatel-Lucent OmniPCX® Enterprise Purple or Purple on Demand for communication system and devices	CAPEX and/or as a Service	On-premise or Private cloud
<b>WITH</b> Rainbow™ by Alcatel-Lucent Enterprise (UCaaS services*)	OPEX (as a Service)	Public cloud

**You want to enhance your existing communication system with a UCaaS solution while protecting your investments.**

### NEXT

## Choose a hybrid cloud model to strengthen your legacy infrastructure

ALE solutions	Purchasing models	Deployment models
Alcatel-Lucent OmniPCX® Enterprise Purple or Purple on Demand for communication system and devices	CAPEX and/or OPEX (as a Service)	On-premise or Private cloud
<b>WITH</b> Rainbow™ by Alcatel-Lucent Enterprise (UCaaS services*)	OPEX (as a Service)	Public cloud
ALE Connect - Omnichannel Contact Center Services	OPEX (as a Service)	Public cloud

**You plan to shift to a full cloud solution for telephony and UCaaS services\*, including traffic.**

### NEXT

## Choose public cloud to replace upfront costs with as a Service (aaS)

ALE solutions	Purchasing models	Deployment models
• Rainbow™ by Alcatel-Lucent Enterprise (UCaaS services*) are delivered over the Internet • The rich telephony features provided from a cloud PBX • The traffic is provided by ALE certified partners	OPEX (as a Service)	Public cloud

\* Rainbow™ by Alcatel-Lucent Enterprise is a cloud-based solution that integrates instant messaging, voice and video calls and collaboration tools to enhance business communication and teamwork.

**Ready to choose your route, and start or continue your transformation journey?**

Alcatel-Lucent Enterprise stands out as a technology partner equipped to guide businesses through the complexities of digital transformation.

By offering a flexible and scalable range of secure networking and communication solutions, ALE empowers organizations to make strategic decisions about the various deployment models and purchasing options.

Whether a company is just beginning to explore digital transformation or is well underway, ALE's innovative portfolio allows them to optimize operational efficiency and enhance competitiveness, and navigate the future with confidence.

**Feel free to contact us**