

# Enterasys and Siemens Enterprise Communications

## Communications for the Open Minded

The Gores Group has partnered with Siemens AG to form the Siemens Enterprise Communications Group which includes Siemens Enterprise Communications and Enterasys Secure Networks. The new company is designed to accelerate growth, consolidate voice/video/data communications, and foster a customer-centric culture by leveraging our great people, innovative products, proven best practices, and global presence. This multi-billion dollar provider of hardware, software, and services delivers unified voice, video, and data communications that are open, mobile, and secure. More than 14,000 employees in 80 countries carry on the tradition of voice and data excellence started more than 160 years ago with Werner von Siemens and the invention of the pointer telegraph. Today the company leads the market with its “Open Communications” approach that enables teams working within any IT infrastructure to improve productivity through a unified collaboration experience.

### Market Position

Gartner positions Siemens Enterprise Communications as an industry leader for telephony and unified communications. Gartner recognizes Enterasys as an industry visionary based on our wired and wireless switching solutions, very strong service and support, and tightly integrated security capabilities. A recent satisfaction survey shows that 95 percent of customers would purchase from us again.

### Joining Forces

Siemens Enterprise Communications and Enterasys are joining forces to offer innovative unified communications solutions across wired and wireless networks. Our collaboration brings together Siemens' expertise in telecommunications with Enterasys' knowledge of delivering identity-based voice, video, and data communications that ensure the right users have reliable and prioritized access to the right information from the right place at the right time. While our technologies have worked together for over a decade, stay tuned for future solutions that optimize collaboration and accelerate communications-enabled business processes.

Our “Open Communications” technology portfolio includes:

- Services
- Telephony devices and mobile clients
- Voice
- Unified Communications
- Contact Centers
- Networks
- Security

As Enterasys and Siemens Enterprise Communications jointly approach the market, we will leverage Siemens powerful distribution capabilities, global reach, and extensive customer base. Backed by industry-leading services and support, we will innovate communications-enabled business processes that are practical, achievable, and deliver rapid time-to-value. Unique is our commitment to open-architecture, standards-based technology that integrates with existing customer environments, and delivers long useful technology lifecycles. We will continue to create customer loyalty through our people, process, and technology to align the network with business objectives, drive operational efficiency, and deliver industry-leading security and support.

### Who we are

- Global provider of hardware, software, and services to deliver unified communications that are open, mobile, and secure
- 14,000 employees carry on the tradition of voice and data excellence started more than 160 years ago
- 200,000 customers in 80 countries with 2008 revenues of \$4 billion

### What we do

- Optimize, enhance, and transform voice/video/data communications over wired and wireless networks
- Reduce risk and lower costs by leveraging existing investments
- Automate compliance through embedded security protections

### Why we are different

- Customer-centric service with 95+% positive customer satisfaction ratings
- Open-architecture solutions to address diverse business needs, accelerate ROI, and lower TCO
- Granular visibility and control to manage the priority and security of users and applications
- Identity-based connectivity worldwide to collaborate from any device, any location, any time

### Analyst Commentary

- Gartner: *“Continue to deploy these products and assess the opportunity to provision these technologies in more locations.”*
- Forrester Research: *“This has the potential of creating an enterprise systems and software powerhouse...”*
- Lippis Report: *“This creates a global provider of enterprise networks and communications, which is matched and surpassed only by Cisco...”*

**There is nothing more important  
than our customers.**

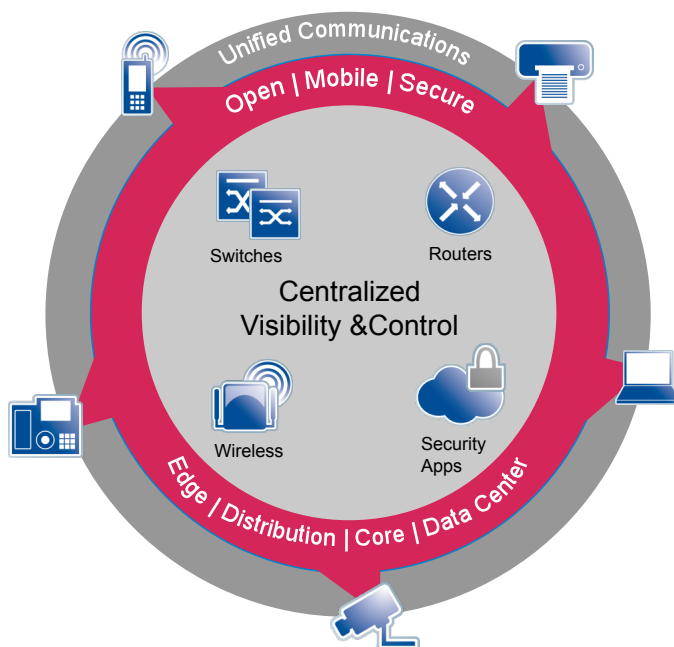
## Goals and Values

Our goal is to help you do your job better and spend less time doing it; and to become your favorite vendor by delivering on our promises – on-time and on-budget. There is nothing more important than our customers as we measure our success based on your satisfaction. We remain the perfect-sized company – big enough to meet global needs now and in the future, yet small enough to have a personal relationship with you.

We will compete fairly on value, technology, domain expertise, and customer support to maintain the honesty, integrity, and respect that you would expect of a world-class company. Ultimately, the driver in all of our decisions will be the needs of our customers. We will provide the best solution for each unique organization to derive maximum advantage from effectively integrated communications — respecting both your current technology environment and future IT strategy.

## Get Started

Learn how you can realize hard-dollar savings and achieve productivity gains that can positively impact your business by improving the quality of communications with customers, partners, and employees. You can start today, leveraging your existing communications platform. There is no need to wait, the journey to unified communications is open – get started now!



## Contact Us

For more information, call Enterasys Networks toll free at **1-877-801-7082**, or +1-978-684-1000 and visit us on the Web at [enterasys.com](http://enterasys.com)



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