# DEVELOPER AND SOLUTION PARTNER PROGRAM

## FROM AAPP TO DSPP

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**Alcatel·Lucent**
Enterprise

# Developer and Solution Partner Program

## 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

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# EXTENDED SCOPE
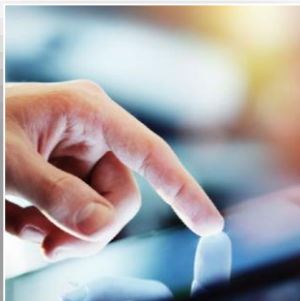
## COMMUNICATIONS

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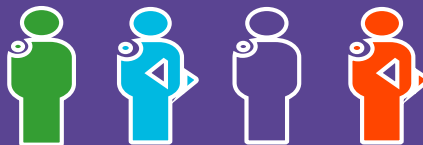
## NETWORK

LAN
WLAN
LBS
NoD (cloud)

**VERTICALS**

Hospitality     Transportation     Government     Healthcare

Education     Finance & Insurance     Retail

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# DSPP PARTNERSHIP LEVELS:

## from <u>APPLICATION</u> to <u>SOLUTION</u> and <u>EXPERTISE</u>

Business Partners
Customers
ISV
Integrators

### SOLUTION VENDOR

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

### EXPERT DEVELOPER

Company that demonstrates its ability to develop innovative applications or solutions based on specific Alcatel-Lucent Enterprise APIs or SDKs

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# DSPP MEMBERSHIP LEVELS

## 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.

## REGISTERED Companies

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

## 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

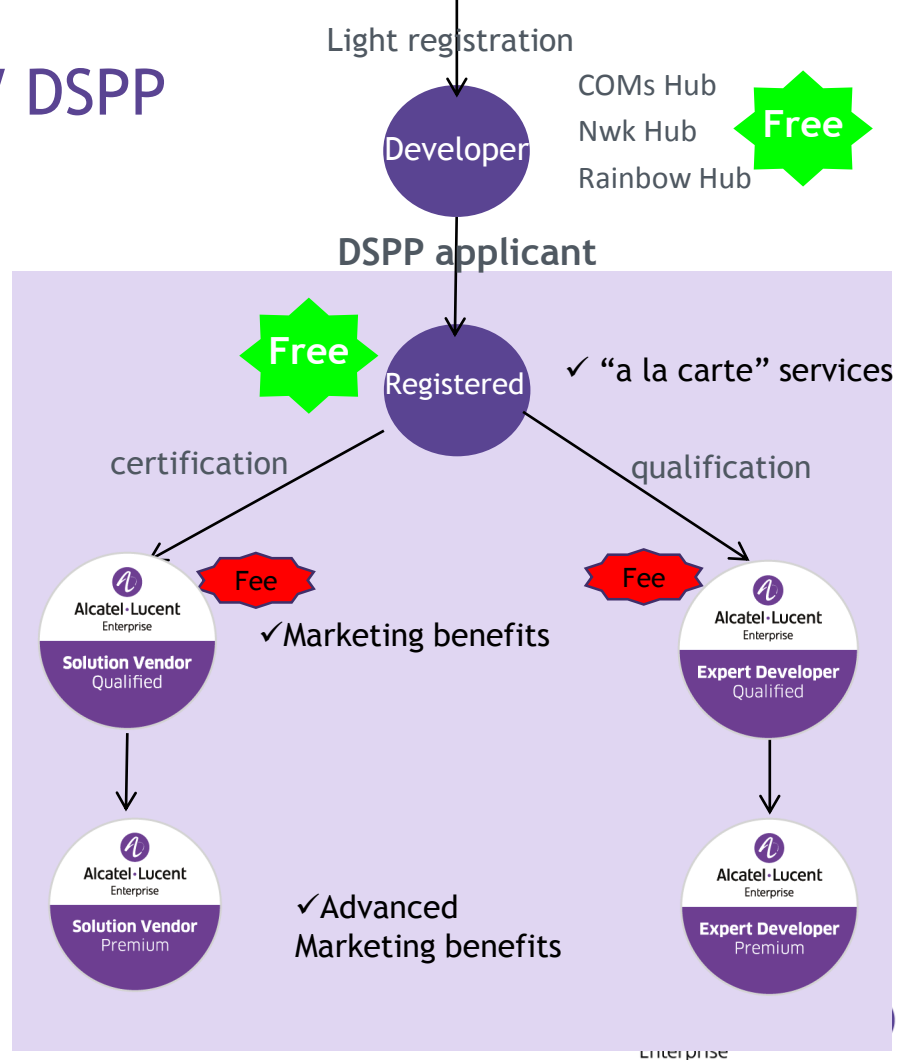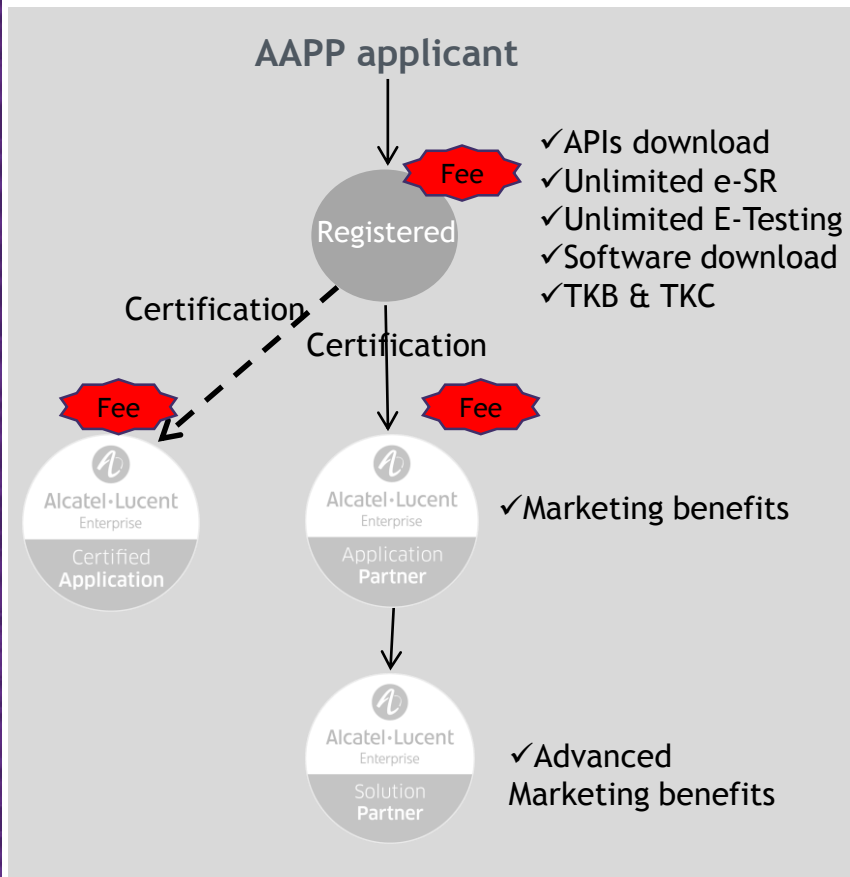Free registration with access to public and basic technical resources:

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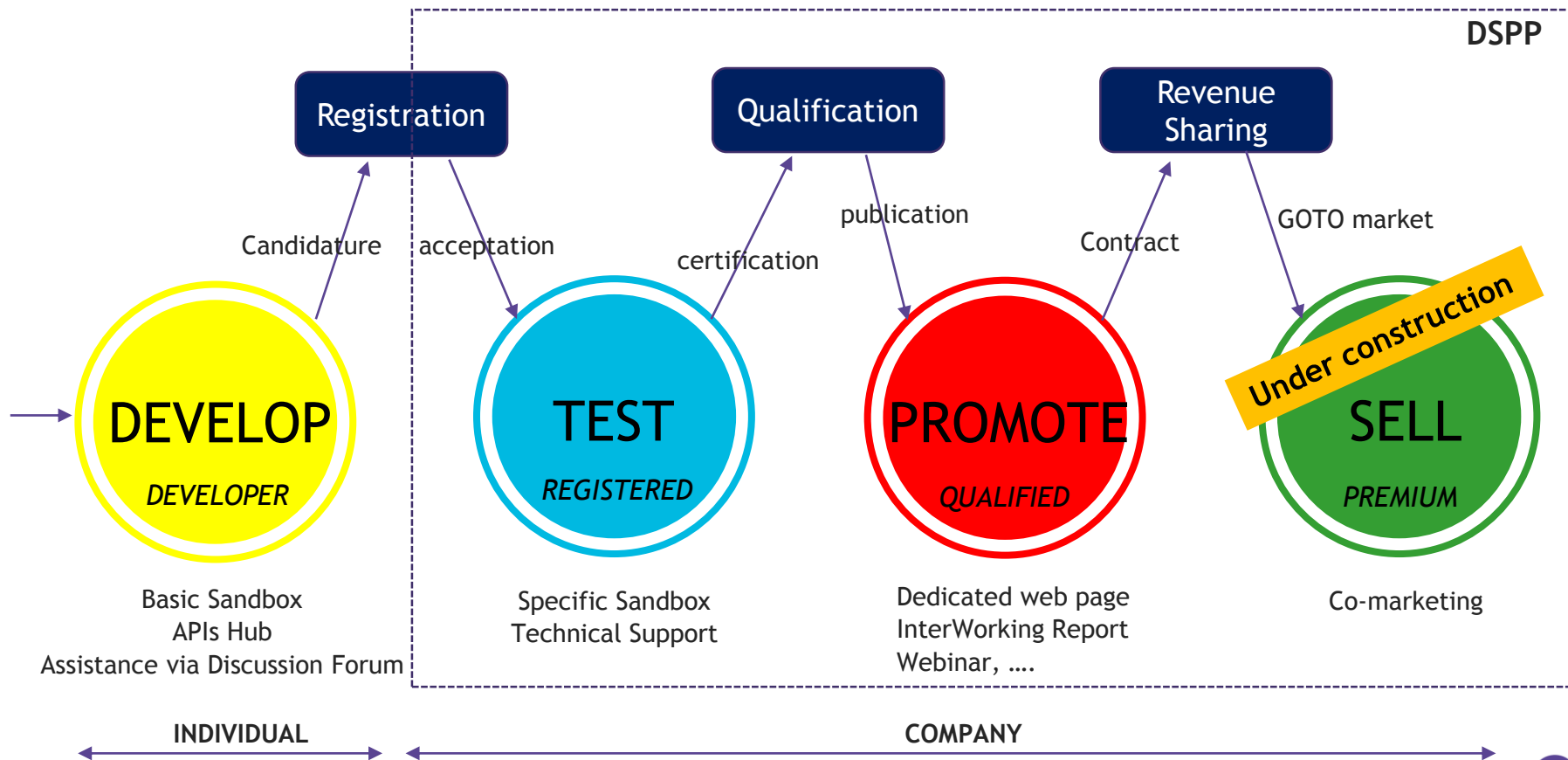- APIs download (SDKs, Tutorials, code samples, …)

# SIMPLIFICATION: AAPP vs NEW DSPP

7

**AAPP applicant**

Registered — Fee

✓APIs download
✓Unlimited e-SR
✓Unlimited E-Testing
✓Software download
✓TKB & TKC

Certification

Certification

Fee — Certified **Application**

Fee — Application **Partner**

✓Marketing benefits

Solution **Partner**

✓Advanced Marketing benefits

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Light registration

Developer

COMs Hub
Nwk Hub
Rainbow Hub

**Free**

**DSPP applicant**

**Free** — Registered

✓ "a la carte" services

certification                    qualification

Solution Vendor Qualified — Fee

Fee — Expert Developer Qualified

✓Marketing benefits

Solution Vendor Premium

✓Advanced Marketing benefits

Expert Developer Premium

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**DSPP**

Registration

Qualification

Revenue Sharing

Candidature

acceptation

certification

publication

Contract

GOTO market

**DEVELOP**

*DEVELOPER*

**TEST**

*REGISTERED*

**PROMOTE**

*QUALIFIED*

Under construction

**SELL**

*PREMIUM*

Basic Sandbox
APIs Hub
Assistance via Discussion Forum

Specific Sandbox
Technical Support

Dedicated web page
InterWorking Report
Webinar, ….

Co-marketing

**INDIVIDUAL**

**COMPANY**

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# « 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)
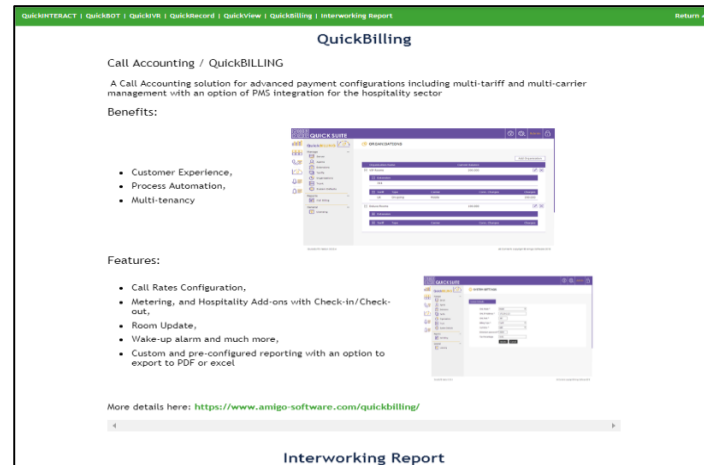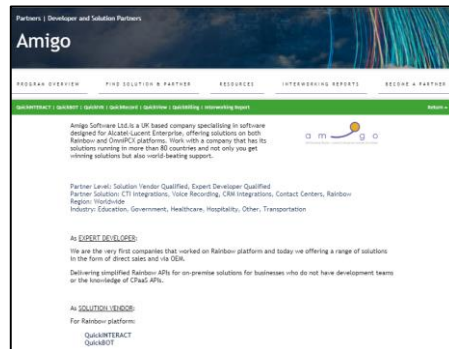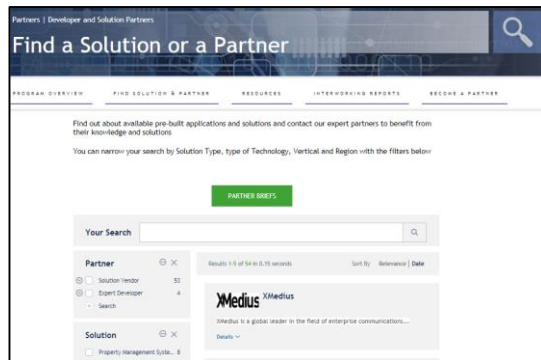
|  | per unit (€/$) | per packages | |
|---|---|---|---|
|  |  | Quantity | price (€/$) |
| Assistance Ticket | 400€ / 500$ | 3 | 1000€ / 1200$ |
| Certification Ticket | 1500€ / 2000$ | 3 | 4000€ / 5000$ |
| Virtual lab | 1000€/1500$  for 3 months | | |
| Lab software upgrade | 600€/800$ per request | | |

| Solution | Platform | Certification tickets |
|---|---|---|
| Analog terminal | OXE/OXO | 1 |
| SIP terminal | OXE/OXO | 2 |
| PMS | OXE/OXO | 2 |
| PMS + Voice mail | OXE/OXO | 3 |
| Alarm Server based on DECT Alarmaing/notification | OXE/OXO | 2 |
| Alarm server based on ALE Paging interface | OXE | 1/2 |
| Voice Recorder based on IP DR-Link interface | OXE | 3 |
| Voice Recorder using TDM/IP DR-Link + network | OXE | 5 |

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# QUALIFICATION PACKAGE **FOR COMMUNICATIONS**

| | Qualification package |
|---|---|
| fee | 5000€ / 6000$ |
| Development Assistance | 5 tickets |
| Certification | 3 tickets |
| Virtual Labs | included |
| Technical support | included |
| Lab software update | included |
| Web presence | included |

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# NEW VISIBILITY: NEW WEB SITE

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

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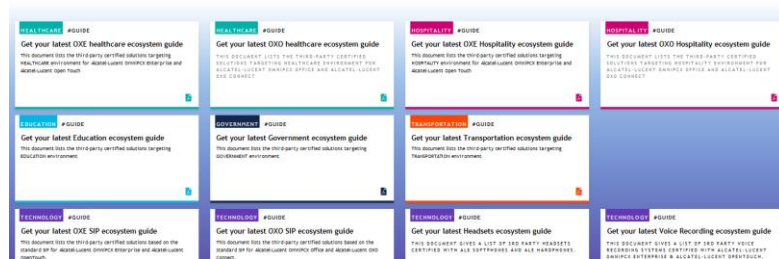
# ALL MEMBERS ARE LISTED ... even Registered ones

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| COMPANY | COUNTRY | Membership date | Environment | SOLUTION | | INTERWORKING | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | | | Solution name | Solution categories | Platform | Interface | last IWR date | Certified versions |
| 3CORP TECHNOLOGY / VOCALE | BRAZIL | MAY 2005 | Communications | Vocale | Voice Recording | OXE R11.1 | (IP)DR-LINK | September 2008 | Vocale 3.0 |
| 911 ETC | USA | Feb 2015 | Communications | CrisisConnect | E112 and 911 Dispatch | OXE R11.1 | SIP Trunk | March 2016 | CrisisConnect 5.2.3 |
| ACUTEK SOLUTIONS, LLC | USA | January 2017 | Communications | Acutek Solutions | IPTV | | | | |
| AEI COMMUNICATIONS CORPORATION | USA | Sept 2010 | Communications | Guestroom phones | Rooms phones | OXE R12.0 | SIP | July 2017 | VM 2100 |
| | | | | | | OXE R9.1 | SIP | March 2011 | 9210 SSM |
| | | | | | | OXE R11.1 | SIP | July 2015 | SSP 2210 |
| | | | | | | OXE R9.1 | SIP | March 2011 | SLN 1103 |
| | | | | | | OXE R10.1 | SIP | July 2012 | SGR 8206 |
| | | | | | | OXE R9.1 OXE R10.x OXE R11.x | analog | Feb 2011 | ALN 5103, ASP 6110/6210 |
| | | | | | | OXE R10.1 | analog | nov-13 | AGR 8206 |
| AIPHONE CO..,LTD. | JAPAN | SEPTEMBER 2015 | Communications | SIP Intercom | Doorphones and Intercoms | | | | |
| ALARM IT FACTORY GMBH | Germany | March 2016 | Communications | Alarm Control Center | Alarm system and Notification | OXE R11.2 | SIP | Dec 2016 | ACC 1.0 |
| ALFAVOX SP. Z O.O. | POLAND | NOVEMBER 2015 | Communications | alfaCC | CTI integrations | | | | |
| ALGORIA | France | April 2015 | Communications | TWS | CTI integrations | OXO R10.2 | CSTA | janv-16 | TWS 4.1 |
| | | | | | | OXE R11.1 | CSTA | May 2016 | TWS 4.2 |
| ALL-RTP | France | janv-16 | Communications | Recorder Pro | Voice Recording | | | | |
| | | | | | | OXO Connect R2.1 | SIP | May 2017 | IPAC 101 v0.27 |

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# PARTNERS LOGOS

## QUALIFIED members

Alcatel·Lucent Enterprise — **Solution Vendor** Qualified

Alcatel·Lucent Enterprise — **Expert Developer** Qualified

## CERTIFIED solutions

Alcatel·Lucent Enterprise — **Certified Solution**

## PREMIUM members

Alcatel·Lucent Enterprise — **Solution Vendor** Premium

Alcatel·Lucent Enterprise — **Expert Developer** Premium

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# THANK YOU

# QUESTIONS ?…

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# C O N T A C T   U S

🌐

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

Email us: dspp@al-enterprise.com

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