

> BUSINESS MADE SIMPLE



Do you want to differentiate your product in the Marketplace?

Compatibility Testing gives you the opportunity to do just that by recognizing your solution as a Nortel Compatible Product.

What does Compatibility Testing provide?

Nortel's Compatibility Testing process establishes recognition of technical integration, functionality and stability through testing of complementary, third party products. Nortel Compatible Product designation provides valuable differentiation to Nortel's end-customers, distribution channels, and internal business teams.

Compatibility Testing defined

Compatibility Testing is a formal Developer Program process through which a Developer's software and/or hardware solutions are tested in a lab environment by a Nortel engineer. A product that successfully demonstrates integration through established interfaces, supports stated functionality and remains stable throughout the testing process without causing mutual interference with the Nortel product environment is awarded the designation of Nortel Compatible Product.

Nortel Compatible Product Logo

The Nortel Compatible Product landmark specifically identifies solutions that have been designed and tested to meet Nortel standards for compatibility with Nortel communications platforms.



Nortel is proud of its Open Architecture position in the marketplace, presenting an unmatched breadth of supported interface points across its product portfolios. All products displaying the Compatible Product Brandmark utilize established and supported interfaces for Nortel communication platforms.

Upon successful completion of the Compatibility Testing process, the Developer will be granted the right to display the Nortel Compatible Product landmark in compliance with the terms outlined in a Third Party Product Compatibility Test Audit Agreement. Nortel Compatible Product status is applicable to a specific version of the Developer Product as tested with a specific version of the Nortel platform.



BENEFITS TO YOU

Marketing collateral:

Upon successful completion of the Test Audit, two valuable product collaterals will be created:

Compatibility Certificate:

The Certificate of Compatibility is a succinct document outlining the final compatibility test results that includes specific detail on the Nortel platform(s), software release levels, software patch releases (if applicable) and the Developer's application level and platform.

Compatible Product Brief:

(available to Developer Partner level members only):

The Compatible Product Brief is a professionally designed, double-sided product overview, co-developed by Nortel and the Developer to provide a customer-level view of the Compatible Product's value and capabilities in a Nortel environment.

Website publicity

All Compatible Products will be showcased on the Nortel Compatible Products area of the Developer Program website

nortel.com/compatible

Compatible Products from Developer Partner members receive a higher level of recognition and positioning within this site.

Within the Nortel Compatible Products website, visitors have access to a current listing of all companies and products that have successfully completed Compatibility Testing. The website provides valuable information on each product including downloadable product overviews, compatibility certificates and the technical support contact information for the Developer.

BENEFITS TO YOUR CUSTOMER

Lower support costs:

Applications utilize established Nortel integration specifications. Compatibility testing assists the Developer in identifying and removing potential difficulties prior to installation in a customer site.

Easier Implementation:

Applications displaying the Compatible Product Brandmark utilize standard Nortel interfaces. This helps customers and distributors implement solutions with minimized difficulty.

Nortel Recognition:

Products displaying the Compatible Product Brandmark have been tested in production lab environments and have successfully met Nortel compatibility criteria.

How do I carry out Compatibility Testing?

Detailed information on the Compatibility Testing process is available by contacting your regional Developer Program office.

Contact Us

Want more information on how your company can work with Nortel to deliver compatible solutions to customers? Contact one of our offices below.

Regional Offices

North America Developer Program

Nortel
220 Athens Way
Suite 300
Nashville, TN 37228
USA
Fax: 615-432-4970
Email: devprog@nortel.com

Europe, Middle East and Africa Developer Program

Nortel
New Building, Doagh Road
Newtown Abbey
Co Antrim BT36 6XA
U.K.
Fax: +44 2890 36 2765
Email: devprog@nortel.com

* Nortel, the Nortel logo, Business Made Simple and the Globemark are trademarks of Nortel Networks.

Copyright © 2007 Nortel Networks. All rights reserved. Developer Program information is subject to change without notice. Nortel assumes no responsibility for any errors that may appear in this document.