

> BUSINESS MADE SIMPLE



Nortel Developer Program

Enterprise Software Communication System (SCS) 500 Membership Overview

Nortel is a recognized leader in delivering communications capabilities that make the concept of “Business Made Simple” a reality for our customers.

Serving customers in more than 150 countries around the world, our next-generation technologies are designed to help eliminate today’s barriers to increase efficiency, speed and performance by simplifying networks and connecting people to the information they need, when they need it.

The Nortel Developer Program is a world-class ecosystem designed with one thing in mind – to meet and exceed the needs of Nortel customers worldwide by creating and nurturing relationships with companies at the edge of innovation whose products and solutions complement Nortel communications platforms and whose customer focus and vision complement Nortel’s own.

Nortel’s commitment to industry standards and open interfaces is creating ever-increasing opportunities for its worldwide developer community, and this is clearly evident through the latest category of membership offered through the Nortel Developer Program:

Enterprise SCS500 Developers

Exclusively through an SCS500-focused membership, companies offering SIP-enabled solutions for the SCS500 platform are provided with a unique set of benefits which build on the value proposition and open-source philosophy of this innovative Nortel platform. Through this distinctive membership, companies are provided with the necessary resources to self test the interoperability of an unlimited number of products with the SCS500 platform.

Structured Membership Participation

The Developer Program offers a tiered membership structure for SCS500 membership, allowing each Developer to pursue levels of engagement that suit their desired level of relationship and business needs.

SCS500 Membership Tiers

Open Developers

Open Developers represent the entry-level tier of Enterprise SCS500 Membership within the Nortel Developer Program. These companies may have commercially available products, products in development, or even products in the conceptual stage. SCS500 Open Developer members may access an internet information portal providing resources for compatibility self-testing for use in pursuit of Registered Product designations.

Nortel Developer Partners

Developer Partners represent the highest tier of program membership. Companies approved by Nortel based upon defined criteria, and who attain the Nortel Compatible Product status, enjoy the extended benefits of a Developer Partner relationship. In addition to Open Developer benefits, Developer Partners receive an array of co-marketing benefits, including the Nortel Compatible Product brandmark and the Nortel Developer Partner brandmark, enhanced Nortel website presence, solution collaterals, and event



participation. These additional benefits promote the concept of a combined solution to Nortel customers.

Nortel Registered Product Designation

Registered Product acknowledgment is designed to denote basic interoperability with a Nortel communication platform. SCS500 Open Developers can pursue this designation through self-conducted compatibility testing using a Nortel developed test plan, with results submitted for Nortel approval. Products that successfully complete this level of compatibility testing are acknowledged as Registered Products and are identified on the Nortel website:

www.nortel.com/compatible

Nortel Compatible Product Designation

As a prerequisite to attaining full Developer Partner status, SCS500 Developer Partner applicants participate in a formal Compatibility Testing process. Products that successfully



complete the compatibility testing process, adhering to Nortel defined criteria for interoperability, are awarded the Nortel Compatible Product brandmark and are identified on the Nortel website:

www.nortel.com/compatible

Nortel Select Product Designation

Nortel strategically selects products from its Developer Program ecosystem of innovative 3rd party developers to deliver new and significant value points



for its customers. These Nortel Select Products, chosen as a result of business plan analysis and customer input, are co-marketed by Nortel and, in some cases, orderable through Nortel, providing one-stop shopping for these "best-in-class" products. Nortel Select products are identified on the Nortel website:

www.nortel.com/select

For Additional Information:

Please visit the Developer Program website at www.nortel.com/developer; or contact the program via email at devprog@nortel.com

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