

> BUSINESS MADE **SIMPLE**

NORTEL

Nortel Select Product Program Overview



Nortel, a recognized leader in delivering communications capabilities that make the concept of Business Made Simple a reality, has a vision...a vision of enriching global communications by transforming networks and eliminating boundaries. The Nortel Developer Program builds on this vision by establishing and nurturing relationships with technology businesses whose innovation, customer insight and business strategies align with and complement Nortel's vision.

Through the Nortel Select Product Program, Nortel has strategically selected 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.

Purchasing orderable Select Products through the Select Product Program empowers eligible Nortel customers to accelerate their business by eliminating the need to establish multiple sales/reseller agreements with each individual Select Product company.

Select Products also uniquely provide "peace of mind" for our customers, as these products must achieve Nortel Compatible Product status as a pre-requisite. Further, maintenance of Compatible Product status throughout new software releases of the Select Product and its supporting Nortel communications platform is required to retain Select Product designation.

Nortel Select Products are strategic building blocks for Nortel's innovative architecture and assist in providing our customers with the most enriching solution for their communications needs.

Nortel Select Products are available on a regional basis. For regional availability or more information on all Nortel Select Products, please visit our website at www.nortel.com/select or contact us via email at select@nortel.com for North America, CALA or Asia/Pac or SPP_EMEA@nortel.com in EMEA.

nortel.com/select

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