

## PARTNER eFLASH

### Contractual Information for Partners

04/05/2018



EF-Phase-in-C116-EN

Effective date: 09/07/2018

## Phase-in | Alcatel-Lucent OpenTouch Suite for Small & Medium businesses: H1 2018 preview

ALE announces a new SMB offer including the new OXO Connect R3.0 and the new OXO Connect Evolution platform. This offer also introduces the new 8008 DeskPhone, new versions of 80x9s TDM DeskPhones and the new IPxBS solution and the refresh of the TDM DECT IBS. It also comes with multiple features and application enhancements for an even more powerful solution for the SMB market.

### Alcatel-Lucent OXO Connect R3.0

The new OXO Connect R3.0 is a major release available at no additional cost for all OXO Connect R2.x systems covered by an active Software Assurance (SA) agreement. This new release is an additional and significant step in ALE's hybrid strategy for increasing benefits from the ALE cloud, delivering better services to our end customers and business partners. These hybrid services are based on:

- Rainbow for UC&C communications, thanks to the embedded Rainbow agent in OXO Connect R3.0.
- Rainbow WebRTC gateway to establish VoIP calls from/to Rainbow devices
- ALE Cloud Connect Fleet dashboard and OXO Connectivity services for a more efficient configuration
- SIP Trunking to connect SIP providers and private SIP trunk applications

OXO Connect Evolution is a new pure IP platform introduced with the OXO Connect R3.0. This single hardware solution supports from 4 to 300 users, sharing the same software suite with OXO Connect based on PowerCPU-EE.

To address the lower part of the TDM (UA and analog phones) segment, a dedicated offer is based on a compact chassis and a PowerCPU-EE C25 addressing 8-12 users extendable up to 25 users.

The OXO Connect R3.0 also introduces support for the new terminals:

- The 8088 Smart Deskphone (V2) for advanced telephony services
- The 8008 DeskPhone for an efficient entry level IP phone
- The DECT Intercom

## Phase-in | Alcatel-Lucent OpenTouch Suite for Small & Medium businesses: H1 2018 preview

EF-Phase-in-C116-EN

Effective date: 09/07/2018

- The Vtech SIP phones for hospitality

The OXO Connect R3.0 introduces a complete refresh of its DECT infrastructure with:

- The Alcatel-Lucent 8378 DECT IP-xBS for a more efficient and powerful DECT over IP infrastructure
- The Alcatel-Lucent 8379 IBS base stations delivering DECT over UA infrastructure
- The Alcatel-Lucent 8318 SIP-DECT single base station for DECT mobility without infrastructure

A more detailed list of features supported by the OXO Connect R3.0 and the new limits can be found in OXO Connect Feature List and OXO Connect Global Limits documents.

## OXO Connect Evolution - The pure IP innovative system

OXO Connect Evolution, along with the ALE SMB data product line, provide a complete solution for customers looking for business telephony services, unified communication services and efficient DATA infrastructure.



The Rainbow mobile and borderless collaboration cloud application and OXO Connect Evolution combine the best aspects of the cloud and on-premises technologies to empower small and medium businesses with accessible, mobile and reliable communication services. It helps employees to be more productive without facing the complexity of traditional UC solutions.

The OXO Connect Evolution is a single powerful hardware solution supporting the OXO Connect R3.0 software suite for a range of 4 to 300 users. The OXO Connect Evolution supports IP phones, IP-DECT, VoWLAN and VoIP solution from Rainbow. The Sip-analog gateway can be used to connect analog phones or fax.

The OXO Connect Evolution comes with an embedded media server supplying the main features of the OXO suite R3.0. The platform is equipped with two LAN Gigabit Ethernet interfaces, a USB connector, a micro USB console port and three dry relays. A rack mounting kit or a dual mounting kit allows installation of the OXO Connect in a 19" rack, either alone or associated with another half 19" switch OmniSwitch 6350 or 6450.

OXO Connect Evolution has been specifically designed to run in a hybrid cloud with Alcatel-Lucent Rainbow and Alcatel-Lucent Cloud Connect services. It is designed to be distributed easily by any type of distribution network.

The OXO Connect Evolution is powered by PoE through its main Ethernet interface. If no PoE switch is in place, a standard PoE injector already available in the catalog can be used.

Part number	Designation	Disc. cat.	WPL€	WPL\$
3MJ37001AA	OXO Connect Evolution	AA39	450.00	495.00
3EH01149AA	OXO Connect Evolution Rack Mounting kit	AA36	18.00	21.00
3EH01150AA	OXO Connect Evolution Dual Rack Mounting kit	AA36	23.00	27.00
3MG27035xx	POE Kit			

No ALE Integration Service reference exists for the OXO Connect Evolution, as no hardware option requires integration. The software licenses are integrated automatically at system startup thanks to ALE Cloud Connect. It can also be done manually by the partner.

# Phase-in | Alcatel-Lucent OpenTouch Suite for Small & Medium businesses: H1 2018 preview

EF-Phase-in-C116-EN

Effective date: 09/07/2018

## OXO Connect Compact C25 - Choose your pack for your very small company

To address the lower part of the TDM (UA and analog phones) segment, a dedicated offer is based on a PowerCPU-EE C25 addressing 8-12 users, extendable to 25 users. The PowerCPU-EE C25 is a PowerCPU-EE without any VOIP compressor, which can be used only in an OXO Connect Compact chassis. It can be equipped with the optional VOIP32 for future evolution.

The OXO Connect Compact C25 is only sold assembled with its software included. There are only two prices: One for eight UTLs packs and one for 12 UTLs packs. The user capacity of OXO Connect Compact C25 can be increased up to 25 by adding UTLs, but ports cannot be added, only a VoIP card can be added to support a future IP update. These C25 references are available in ACTIS but they need to be manually selected by the partner. ACTIS will not select automatically a Compact C25 to avoid any unwished constraint due to the limited extensibility of a C25. The OXO Connect PowerCPU-EE C25 is introduced for spare only.

Part number	Designation	Disc. cat.	WPL€	WPL\$
3EH01143AA	Compact C25 2T/4D/4A-8UTL	AA38	1090,00	1199,00
3EH01144AA	Compact C25 4T/8D/4A-12UTL	AA38	1450,00	1595,00
3EH01145AA	Compact C25 4T/4D/8A-12UTL	AA38	1450,00	1595,00
3EH01146AA	Compact C25 4AT/4D/4A-8UTL	AA38	1090,00	1199,00
3EH01147AA	Compact C25 4AT/8D/4A-12UTL	AA38	1450,00	1595,00
3EH01148AA	Compact C25 4AT/4D/8A-12UTL	AA38	1450,00	1595,00
3EH04029AA	OXO Connect PowerCPU EE C25 - 8G MSDB	AA36	400,00	440,00

## OXO Connect R3.0 - Simplification and new features

The OXO Connect R3.0 drastically simplifies the VoIP quotation by suppressing the VoIP Compressor license. IP trunks still require IP trunk licenses but VoIP compressors are no longer under license control. ACTIS will still compute the needed number of VoIP compressors to select the appropriate VoIP board. In case of OXO Connect Evolution, VoIP is natively managed by the platform without any need for an additional VoIP board.

Regarding SIP trunks, OXO Connect R3.0 now supports up to 12 concurrent SIP gateways, each one with its own configuration. The Rainbow WebRTC gateway behaves as one of these SIP gateways.

The software suite OXO Connect R3.0 now includes by default the following R2.x licenses, meaning that they are now enabled in all systems:

- VoIP compressors are no more under license
- The distribution List and Record online
- The greeting messages (max 20)
- The NMC Tickets (max 30000)
- The six-party conference (\*)
- The private B-channels (max) (\*)
- The QSIG and ISVPN for private ISDN links (\*)

(\*) not supported by OXO Connect Evolution

## OXO Connect R3.0 - Universal Telephony Licenses, software suite and migration

OXO Connect R3.0 software quotation follows the same rules as OXO Connect R2.x:

The **software Suite** OXO Connect R3.0 must be completed with one **OXO Connect R3.0 UTL** per phone, and each UTL must be ordered with **Software Assurance**.

To better address the migration orders, a dedicated UTL for migration has been created with a specific reference and price. Migration of an OmniPCX Office R2-R10 can be done using one of the two **migration**

# Phase-in | Alcatel-Lucent OpenTouch Suite for Small & Medium businesses: H1 2018 preview

EF-Phase-in-C116-EN

Effective date: 09/07/2018

licenses completed with one OXO Connect R3.0 UTL for migration per phone, and each UTL must be ordered with **Software Assurance**.

A free upgrade reference must be used to upgrade an OXO Connect R2.x covered by the Software Assurance to OXO Connect R3.0.

Part number	Designation	Disc. cat.	WPL€	WPL\$
3EH03557AA	OXO Connect Suite	CC31	200,00	220,00
3EH03559AA	OXO Connect Evolution Suite	CC31	200,00	220,00
3EH03567AA	OXO Connect Universal Telephony license (1xUTL)	CC31	16,00	17,50
3EH03565AA	MIGRATION from Office to OXO CONNECT R3	CC31	125,00	137,50
3EH03564AA	MIGRATION from Office to OXO CONNECT R3 with CPU change	CC31	125,00	137,50
3EH03560AA	OXO Connect Universal Telephony license for Migration (1xUTL)	CC31	13,00	14,30
3EH03563AA	License Upgrade from OXO CONNECT R2 to R3 for SA covered systems	CC31	0,07	0,08

## Migration paths

Migration from any OmniPCX Office R2-R10 is possible to an OXO Connect that is PowerCPU-EE based. The prerequisites stay the same as for migration to OXO Connect R2.x, the PowerCPU-EE is mandatory, the hardware check rejecting old chassis and old SLI16 is still applied.

An existing OmniPCX Office cannot be migrated to a Compact C25 or an OXO Connect Evolution. If a customer wants to move to a new, full IP system based on OXO Connect Evolution, a fresh new system must be ordered.

Note that since April 2018, the release policy closed any upgrade to OmniPCX Office R10. Add-on orders are still accepted for OmniPCX Office R9 and R10 and OXO Connect R2.x.

## OXO Connect R3.0 - new terminal support policy

OXO Connect R3.0 comes with a new policy for supporting terminals. The oldest terminals do not support all features of the call server and are not compatible with Rainbow. To have a more homogeneous level of services among users, and to be able to offer even better services in future releases, the new OXO Connect R3.0 installations restrict the use of terminals to recent phone models.

The following phones are accepted:

Part number	Designation
UA Phones	4019, 8029, 8039, 8029s, 8039s
IP Phone NoE mode	8008, 8018, 8028, 8028s, 8038, 8058s, 8068, 8068nBT, 8068s, 8078s, 8088v2
ALE SIP Phones	8001, 8001G, 4135, 8135
DECT Phones	8212, 8232, 8232s, 8242, 8242s, 8262, 8262EX, GAP
WLAN Phones	8118, 8128
OPEN SIP Phones	8212 behind 8318, SIP-Analog gateway, Vtech, SIP 3rd party

No control, however, is made for migrated systems. They will continue to accept the existing phones even if they are end-of-sale. This can result with some features not being available on old phones such as Rainbow support. See cross compatibility document for more information.



# Phase-in | Alcatel-Lucent OpenTouch Suite for Small & Medium businesses: H1 2018 preview

EF-Phase-in-C116-EN

Effective date: 09/07/2018

## OXO Connect R3.0 - Chassis new references

Due to memory price changes, the price in € has been modified for the OXO Connect Compact chassis. The price in \$ has also been modified to follow this evolution as well as the \$ exchange rate. The new references and prices for OXO Connect R3.0 chassis embedding a PowerCPU-EE are:

Part number	Designation	Disc. cat.	WPL€	WPL\$
3EH02123AA	OXO Connect Compact	AA39	420,00 €	\$462,00
3EH02123DU	OXO Connect Compact	AA39	420,00 €	\$462,00
3EH02124AA	OXO Connect Small	AA31	660,00 €	\$726,00
3EH02124DU	OXO Connect Small	AA31	660,00 €	\$726,00
3EH02125AA	OXO Connect Medium	AA32	1 000,00 €	\$1 100,00
3EH02125LU	OXO Connect Medium	AA32	1 000,00 €	\$1 100,00
3EH02125LA	OXO Connect Medium	AA32	1 000,00 €	\$1 100,00
3EH02126AA	OXO Connect Large	AA32	1 300,00 €	\$1 430,00
3EH02126LU	OXO Connect Large	AA32	1 300,00 €	\$1 430,00
3EH02126LA	OXO Connect Large	AA32	1 300,00 €	\$1 430,00
3EH04028AA	OXO Connect PowerCPU EE C25 - 8G MSDB	AA36	400,00 €	\$440,00
3EH04028AA	OXO Connect PowerCPU EE - 8G MSDB	AA36	400,00 €	\$440,00

## New terminals support

All terminals and DECT base stations mentioned in this document are supported by OXO Connect Release R3.0. For all other product interoperability, please consult the OXO Connect Cross Compatibility document or the OmniPCX Office RCE Cross compatibility document.

## Alcatel-Lucent 8029s and 8039s Premium DeskPhones

Introduction of 8029s and 8039s Digital Premium DeskPhones with Industrial Design alignment IP Premium DeskPhone series:

- Moon Grey, Magnetic alphabetic keyboard, Silver Foot
- Jack 3.5 mm 4 poles

Part number	Designation
3MG27218xx	8029s Premium DeskPhone
3MG27219xx	8039s Premium DeskPhone

## Alcatel-Lucent 8088 Smart DeskPhone V2

As announced in eFlash Phase-in C115, the new 8088 Smart DeskPhone V2 is supported by OXO Connect R3.0.

Part number	Designation
3MG27112AB	8088 Smart DeskPhone v2, 5M pixels HD camera, new BT handset, 7" WVGA touch screen
3MG27112ND	8088 Smart DeskPhone v2, no internal camera, new BT handset, 7" WVGA touch screen

More information about this smart DeskPhone are available on the [ALE internet site](#)

# Phase-in | Alcatel-Lucent OpenTouch Suite for Small & Medium businesses: H1 2018 preview

EF-Phase-in-C116-EN

Effective date: 09/07/2018

## 80x8(s) DeskPhones software release 4.0

8008, 8018, 80x8s DeskPhones software version and feature level are aligned with release 4.0. A new unified User Manual is available.

### New “Local Menu -> About” section for 80x8s

- About section provides easy access to hardware and software information, and displays a QR code for documentation and Rainbow

### VPN improvement

- Support of new mode aggressive and IKEV2
- New release of IPsec VPN Deployment Guide with Zyxel Gateway

## Alcatel-Lucent 8058s Premium DeskPhone dual display

8058s supports dual display modes (graphical user interfaces)

- The 8058s native user interface
- The 8068s user interface



When using the 8068s user interface on an 8058s set, it will support the same features than an 8068s set without BlueTooth. For example, it can be used as an operator console.

The switch between the two user interfaces can be done manually on the 8058s set.

## Alcatel-Lucent Premium add-on “s” series introduction

Premium Smart Add-on alignment with Industrial Design alignment IP Premium DeskPhone s series:

- Moon Grey
- Silver Foot (add-on 14 & add-on 40), clip included

Part number	Designation
3MG27105AC	PREMIUM ADD-ON MODULE S - 10 KEYS
3MG27106AC	PREMIUM ADD-ON MODULE S - 40 KEYS
3MG27107AC	PREMIUM ADD-ON MODULE S - SMART ADD-ON

## Alcatel-Lucent DeskPhone new accessories



# Phase-in | Alcatel-Lucent OpenTouch Suite for Small & Medium businesses: H1 2018 preview

EF-Phase-in-C116-EN

Effective date: 09/07/2018

Introduction of new accessories to enlarge the DeskPhone ecosystem and to re-use 40xx phone accessories with the Premium DeskPhone s Series.

- USB interface module with two relays for external ringing
- Cable adapter Jack and SATA
- USB A to USB C cable to connect computers with a USB Type A port to Premium DeskPhone s series with Type C connector.

Part number	Designation
3GV28184AA	USB interface module 2 relays
3MG08018AA	80XXS JACK 4-3 POLE CABLE (x10)
3MG08019AA	80X8S SATA-RJ11 CABLE (x10)
3MG08020AA	USB-C TO USB-A CABLE (x10)

## Hospitality and Healthcare - VTech SIP phones

OXO Connect R3.0 supports VTech SIP phone lines already introduced in the M&L Enterprise offer. These are SIP phones and require **1xUTL + 1 Open SIP licenses** to be configured.

The phones will be available in Matte Black and Silver & Black colors, with 10 or five speed dials and a customizable faceplate to display the hotel/hospital brand and dialing instructions.

Designation
S2210 - 1 line corded bed and desk phone
S2411 - 1 line cordless bed and desk phone
S241SDU - 1 line cordless accessory handset (requires A2411)
S2211 - 1 line corded « Petite » phone

## DECT Intercom



The Alcatel-Lucent DECT Intercom is a unique interphone using DECT technology on the market.

It's easy to install. A simple click on the configuration button and your DECT Intercom is paired with your DECT infrastructure. It's easy-to-use, too, as a simple click establishes a direct call to join a person at the right time. It's easy to customize as the DECT Intercom is a generic product ready to be customized with your own graphic charter or your own need. The high audio quality of the DECT Intercom delivers reliable voice communications, even in noisy situations, such as retail markets, warehouses, and industrial environments.

Part number	Designation
3BN67363AA	DECT Intercom

The DECT Intercom is configured as a standard DECT in OXO Connect R3.0 and thus requires **1xUTL** license.

# Phase-in | Alcatel-Lucent OpenTouch Suite for Small & Medium businesses: H1 2018 preview

EF-Phase-in-C116-EN

Effective date: 09/07/2018

## 8318 SIP-DECT Single Base Station



The Alcatel-Lucent 8318 SIP-DECT Single Base Station offers cost-effective on-site mobility using IP network connectivity. This entry level priced single base station complements and enriches the existing DECT Base Station product range. SIP DECT is perfectly designed for environment looking for high voice quality and provides a lower cost, easier to manage solution in comparison with other wireless technologies.

The 8318 SIP-DECT Single DECT Base Station combined with the 8212 DECT Handset, an ideal solution for small branch offices, notably improves your employees' responsiveness by ensuring on-site mobility and full reachability.

### Product compatibility

- 8318 SIP-DECT Single base station works only with the 8212 DECT Handset. Also, the firmware version of the 8212 DECT handset must be at least V0009B0004.

Part number	Designation
3BN67364AA	8318 SIP-DECT SINGLE BASE STATION
3BN07006AA	8318 SIP-DECT SINGLE BASE STATION + 1x8212 DECT Handset with Desktop charger

8212s behind 8318s are configured as Open SIP Phones in OXO Connect R3.0 and thus require 1xUTL + 1x Open Sip License per configured 8212.

## Alcatel-Lucent 8378 DECT IP-xBS

The Alcatel-Lucent 8378 DECT IP-xBS is a new worldwide IP-DECT solution.

The 8378 DECT IP-xBS offers cost-effective operations in all sizes of enterprise business from small to large multi-site companies with networked communication servers. The base stations leverage the IP network for voice, do not require any IP network customization, and are centrally managed by the communication servers. Their unique radio tuning capabilities and on-air synchronization enable network coverage in most difficult areas for excellent voice quality everywhere.

8378 DECT IP-xBS range consists in three products:

- 8378 DECT IP-xBS with integrated antennas
- 8378 DECT IP-xBS for external antennas (without antenna)
- 8378 DECT IP-xBS OUTDOOR external antennas (with antennas)

### Product compatibility

- 8378 DECT IP-xBS base station is only compatible with 82x2 ALE DECT Handsets range

Part number	Designation
3BN67365AA	8378 DECT IP-xBS integrated antennas
3BN67366AA	8378 DECT IP-xBS for external antennas
3BN67367AA	8378 DECT IP-xBS OUTDOOR external antennas





# Phase-in | Alcatel-Lucent OpenTouch Suite for Small & Medium businesses: H1 2018 preview

EF-Phase-in-C116-EN

Effective date: 09/07/2018

## Alcatel-Lucent 8379 DECT IBS Base Station

ALE renewed its TDM DECT IBS Base Station to extend the product life of TDM DECT offers. The 8379 DECT IBS base stations replace the 4070 IBS base stations as of July 2018.

The 8379 DECT IBS is fully compatible and backward compatible with the 4070 IBS solution on MLE solutions.

The 8379 DECT IBS is a worldwide base station replacing every country's dedicated 4070 IBS products.

The 8379 DECT IBS range is comprised of three products:

- 8379 DECT IBS with integrated antennas
- 8379 DECT IBS for external antennas (without antenna)
- 8379 DECT IBS OUTDOOR with external antennas (with antennas)

### Product compatibility

- 8379 DECT IBS base station works with all current and previous ALE DECT Handsets

Part number	Designation
3BN77020BA	8379 DECT IBS Integrated Antennas
3BN77020CA	8379 DECT IBS for External Antennas
3BN77020DA	8379 DECT IBS OUTDOOR with External Antennas

## Alcatel-Lucent OmniVista 8770 NMS release 4.0

OmniVista 8770 R4.0 is a major release and includes the following features:

- Support of Windows 2016 Server Datacenter and Standard Editions
- Support OXO Connect Evolution

Part number	Designation
3EH07791AH	8770 METERING 30 EXTENSIONS
3EH07792AH	8770 METERING 250 EXTENSIONS
3EH07793AH	8770 START PACK 30 EXTENSIONS
3EH07794AH	8770 START PACK 250 EXTENSIONS
3EH07833AF	8770 Upgrade for 100 extensions from R3.2 to R4.0
3EH07833AG	8770 Upgrade for 100 extensions from lower than R3.2 to R4.0

## Delivery and shipment

ACTIS 22.2 (available for download on Business Portal)	July 9, 2018
OpenTouch Suite for SMB component first order acceptance	July 9, 2018
Catalog overlap SMB Offer H2-2017 (ACTIS 22.1)/ SMB Offer H1-2018 (ACTIS 22.2)	October 5, 2018

For a detailed status on country product availability, please refer to the document "Country Saleable Solutions List" available on the Business Portal.

## Guarantee

The standard Alcatel-Lucent Enterprise warranty applies to all products mentioned in this document. Details are available at <https://businessportal2.alcatel-lucent.com> under the customer section category: Hardware Support.

# Phase-in | Alcatel-Lucent OpenTouch Suite for Small & Medium businesses: H1 2018 preview

EF-Phase-in-C116-EN

Effective date: 09/07/2018

## Training

### Sales

The new online course “OXO Connect Sales” (Ref. OXOCWSA002) provides information about the new OXO Connect R3 solution which is an extra, and significant, step in ALE’s hybrid strategy for profiting from the ALE cloud while delivering better services to our end customers and business partners.

### Presales

The existing online course “OXO Connect Presales” (Ref. OXOCWPS001) for newcomers was updated with the new functionalities brought by R3 and enables solution quoting.

### Post-sales

For newcomers, a new training offer is available to learn how to install and configure the solution:

- “OXO Connect Starter” (Ref. OXOCCTE200)
- “OXO Connect IP/SIP” (Ref. OXOCCTE201)
- “OXO Connect Advanced” (Ref. OXOCCTE202)

For experienced learners, a new training offer is available to keep skills updated but also renew ACFE and ACSE certifications. The learner can choose among two different training delivery methods:

- A new online course (Ref. OXOXWTE003) for self-study and self-practice on the learner’s own demo-lab system
- A training course in a classroom (Ref. OXOCCTE003) to learn and practice on OXO Connect Evolution and the new OXO Connect R3.0 features (8378 DECT IP-xBS, SIP trunking, Rainbow WebRTC gateway) with the help of an instructor.

## Resources

### Alcatel-Lucent Enterprise Business Partner Portal will be updated with:

- Price list: [“OpenTouch® Suite for SMB – Global Commercial Catalog \(Euro July 2018\)”](#)  
[“OpenTouch® Suite for SMB – Global Commercial Catalog \(Dollar July 2018\)”](#)
- [“Country Saleable Solutions List”](#) for country availability of various SMB H1-2018 components
- [“Alcatel-Lucent OpenTouch® Suite for SMB - RELEASE POLICY INFORMATION”](#)
- [“OXO Connect - H1-2018 - Cross Compatibility”](#)
- ‘OmniPCX Office RCE - H1-2018 - Cross Compatibility’
- [“OXO Connect Feature List”](#)
- [“OXO Connect Global Limits”](#)
- Latest collateral will be published on [OXO Connect page of business portal](#)
- EF-Phase-out-C112: [EN FR ES DE](#) - SMB offer- H1 2018 – End of sales and phase-out of components
- EF-Pricing-C113: [EN FR ES DE](#) - SMB Offer H1-2018 price changes

Datasheets, brochures, quick guides and user guides are updated on [ALE internet site](#).

Webinar presentations, recordings, Q&A are available on [Webinar page of Business portal](#).

*For your convenience, this eFlash will be available in French, German and Spanish on the Business Portal a few days after publication in English.*

The content of this eFlash may not apply to your region, please check with your Channel Sales Manager.

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