

Siemens Enterprise Communications

Facts and Figures
November 2006

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SIEMENS

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Siemens Enterprise Communications
at a glance

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Value added

Communication for the open minded



Andreas Bernhardt
Chief Executive Officer

We learn from our customers every day. Their needs and goals lie at the heart of our products and strategies. At a time when the information and communications technology market is undergoing fundamental change, this boils down to one thing: offering communications solutions that create real value added.

With Open Communications, Siemens Enterprise Communications offers companies forward-looking solutions that are easy to integrate into existing and future infrastructures. Based on open standards, they enable applications to be perfectly tailored to customer needs.

Open Communications is the next logical step in fulfilling our LifeWorks vision of unifying communications: solutions that are network-independent and multimedia-based and provide a unified user experience.

Open Communications offers businesses future-proof solutions and a long-term competitive edge. It speeds up business processes, increases productivity and forms the basis for a wide range of services and solutions. In this way, Open Communications helps companies of all sizes achieve their business goals.

As the Chief Executive Officer of Siemens Enterprise Communications, I will do all I can to ensure that we engage with our customers even more actively and intensify our dialog and partnership with them. We

bring a number of strengths to the job: a feel for market trends, innovative energy, global experience, and expertise in implementing solutions across all areas of voice, data and video communications.

We aim to define the standards and set new trends with innovations that translate into success for our customers – innovations that make communications easier and more efficient, offering true value added for our customers.



Andreas Bernhardt
Chief Executive Officer

- **Vision:** LifeWorks is our vision for unified communications and collaboration empowering business communities
- **Mission:** By means of OpenPath, Siemens Enterprise Communications will break new ground towards achieving the LifeWorks vision for its customers through innovative IP-based Open Communications solutions

Siemens – Global network of innovation

In 2006, Siemens AG posted sales of approximately € 87.3 billion and recorded profits of about € 3.1 billion after tax. Over 475.000 people in more than 190 countries work together in our global network. Our researchers and engineers develop customized solutions with a budget of over € 5.7 billion each year. One key to this success is our strategy of growing continuously through innovation and lastingly increasing our economic value-added.

To remain successful as the cycles of innovation grow ever shorter, we continue to rely on our ability to identify trends early on and to maintain our position as a technology leader on the strength of patented inventions and developments.

Siemens Enterprise Communications

The Munich-based Siemens Enterprise Communications GmbH & Co. KG was established in October 2006 as a wholly-owned subsidiary of Siemens AG. It is one of the world's leading providers of Open Communications solutions.

More than 15,000 employees in 80 countries develop and implement a forward-looking portfolio of products, solutions and services for the optimization of business processes. Focused on the needs of our customers, our solutions are innovative, secure and flexible – from end-user devices and global enterprise networks to Managed Services. Based on open standards, they can be integrated seamlessly into existing infrastructures.

Open Communications speeds up decision-making processes and improves the way in which teams work together. It ensures that employees can always be reached and information is accessible at all times – quickly, simply and cost-effectively. Our solutions can be deployed with any end-user device, network or IT infrastructure.

About us

The leading provider of Open Communications solutions

Solutions

Communication the way business needs it for the future

Our solutions make the LifeWorks Vision a reality for businesses today. Our Open Communications products, solutions and services perfectly match our clients' requirements and opportunities. They integrate seamlessly into existing infrastructures, thanks to open standards, and help make businesses altogether more competitive.

Our portfolio:

Infrastructure

- Unified Voice over IP communication systems:
 - Peer-to-Peer
 - All-in-one
 - IT-based solutions
- WLAN and VoWLAN infrastructure products

End-user devices/clients

- Software and equipment for stationary and mobile enterprise communications

Applications/solutions

- Applications for contact centers, unified communications, collaboration with presence management
- Mobility solutions
- IT security solutions
- Vertical solutions, for example for the hospitality and healthcare sectors

Services

- Product Related Services
- Professional Services
- Managed and Hosted Services (Customized Deployment Models)

The principles of Open Communications:

Unified Communications

Open Communications unifies business communication and collaboration into a single, simple concept

IT Based Communications

Open Communications embraces open standards and an open IT-oriented approach communications

Fixed Mobile Convenience

Open Communications uses the most cost effective network without losing the convenience and user friendliness of mobile devices

Business Process Integration

Open Communications increases productivity by deeply integrating unified communications into workflows

Rich User Experience

Open Communications solutions are human-centric, focusing strongly on the ease of use and joy of use

Business Continuity and Integrity

Open Communications ensures business continuity through fault-tolerant, zero downtime architectures

Open Service Delivery

Open Communications solutions can be deployed in many ways including managed or hosted options

Our feel for market trends, the expertise of our employees, and our ongoing dialog with customers form the foundation of our successful market position. With Open Communications, we are already translating our expertise into innovative solutions in all areas of voice and data communications. We are the right partner for seamless integration of solutions into business processes.

Unified Communications

With unified communications, employees can access enterprise resources securely, no matter where they are. Messages of all kinds can be retrieved from any device – anytime, anywhere. As a result, employees on the move are connected seamlessly to the company, while teams that are geographically dispersed have access to tools that facilitate smooth collaboration.

Voice over IP

With our expertise in Voice over IP (VoIP), we can offer companies secure migration or a direct switchover to a purely IP platform.

Security

With the across-the-board implementation of the IP standard, security in communications networks has become a matter of survival. With its consulting services, Siemens Enterprise Communications offers companies the highest possible level of security.

Managed Services

Managed Services from Siemens Enterprise Communications lets enterprises focus on their core business and cut communications costs at the same time. We can take over the entire operations of a communications network or just a special area, depending on the customer's needs. With 6,500 service employees, we're always there for you

Expertise

Know-how that pays off for our customers

Innovations

Always a step ahead – for the benefit of our customers

Our innovations are designed to offer special benefits for our customers. Many customers have recognized this and chosen Open Communications solutions. And as numerous awards show, the analysts agree: Siemens Enterprise Communications is on the right track!

HiPath BizIP – a telephone system without a telephone system

For enterprises, a telephone system consisting only of end-user devices means great savings in terms of both cost and effort. The IP telephones, which in the HiPath peer-to-peer system are simply connected to the LAN, recognize each other, configure themselves and even assign their own telephone numbers.

[The trade magazine TeleTalk gave the system its 'Best of CeBIT Award 2006.'](#)

HiPath 8000 – the IP softswitch for large and very large enterprises

HiPath 8000 is a SIP-based real-time IP overlay network with a very high capacity, making it ideal for large and very large enterprises. HiPath 8000 can be integrated into legacy IT infrastructures by our integration services and enables the convergence of voice and data services as well as multimedia applications. HiPath 8000 runs on industry-standard IT servers and is highly scalable.

[InfoWorld gave the system its "2006 Technology of the year" award.](#)

OpenScape – the intelligent software suite for Real Time Communications

OpenScape is an open software suite for presence-based Real Time Communications. It is designed to quickly and easily bring together people and information, optimize business processes and simplify decision-making. It lets companies improve the coordination of communications and information processes and optimize collaboration in workgroups.

[Gartner identified it as the leading Unified Communications application in the 'Magic Quadrant 2006.'](#)

Siemens Enterprise Communications received the 'Market Leadership Award 2006' from Frost & Sullivan in the category Enterprise Telephony for its leading position in the European IP telephony market.

Key figures

Successful for our customers

Key data of 2006

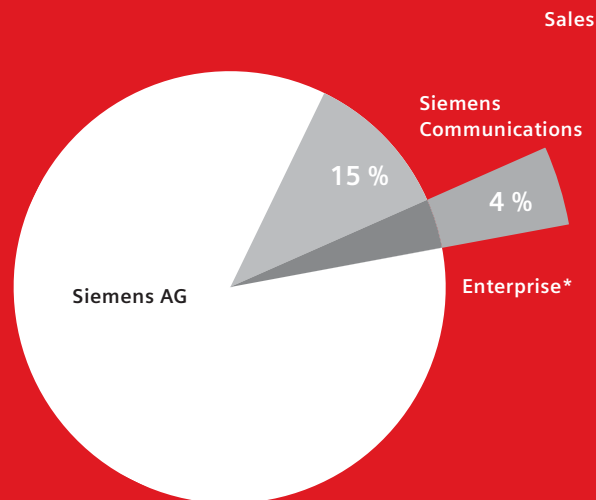
Siemens Enterprise Communications is an independent company which was part of Siemens Communications, the largest corporate division of Siemens AG, until September 30, 2006.

With the new independence of Siemens Enterprise Communications we can now address our customers' wishes even more effectively.

Key figures FY 2006

	Siemens AG	Siemens Communications	Enterprise*
Sales			
(in billions of euros)	87.3	13.1	3.3
New Orders			
(in billions of euros)	96.3	13.6	3.4
Employees (thousand)	475	50	15
Countries	190	150	80
R&D in % of sales	6.5	11.9	7.0

*Figures not consolidated



Organization

The perfect lineup for our customers



Andreas Bernhardt
Chief Executive Officer
(CEO)



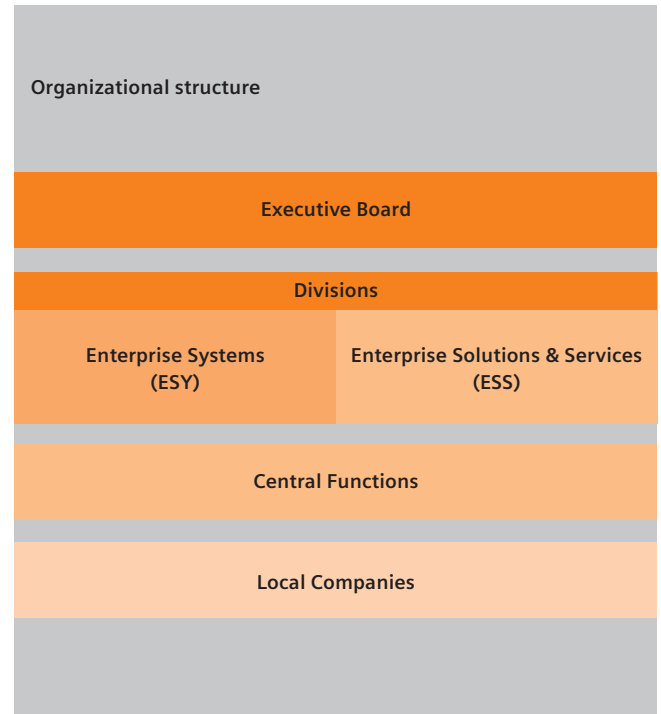
Thomas Zimmermann
Chief Operating Officer
(COO) and responsible
for ESY



Gerhard Otterbach
Chief Market Operations
Officer (CMOO) and
responsible for ESS



Reinhard Benditte
Chief Financial Officer
(CFO)



Glossary

Communications technology terms

ICT	Information and Communication Technology
LifeWorks	LifeWorks is our vision for unified communications and collaboration empowering business communities
OpenPath	OpenPath is our logical and elegant transition path to unified communications while protecting existing investments
Open Communications	Is our unique way for unifying communications based on open products and services
SIP	Session Initiation Protocol; network protocol used to set up a communication session between two or more parties, e.g. for IP telephony
VoIP	IP-based telephony; the basis for the integration of voice, data, and video services such as those for multimedia conferencing, application sharing or call-center applications
VoWLAN	Voice over WLAN, mobile voice communications over wireless networks
WAN	Wide Area Network, transmission and switching technology used to combine a number of LANs to form a large network
WLAN	Wireless Local Area Network; wireless data transmission in a local area network

Communications for the open minded

The information provided in this brochure contains only general descriptions and performance characteristics, which in actual use do not necessarily always apply as described or which may change as a result of further developments of the products. An obligation to provide the desired characteristics shall only exist if expressly agreed in the terms of the contract. Availability and technical specifications are subject to change without notice.

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