

Certificate

SOCA **A**ssociate

Sales Unified Communications and SMB

Certification has been presented to

Ralf Moellering

In recognition of the successful completion of all certification
requirements of
Siemens Enterprise Communications.

2012-10-12

Valid for 2 years

Cert. No. 111562

Patrick Kehoe

Patrick Kehoe
SVP, Global Business Partners
Siemens Enterprise Communications

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Sales Unified Communications and SMB

Ralf Moellering

has passed a theoretical examination covering the following topics:

- Understanding the SMB market
 - Typical SMB challenges
 - Understanding of the communication pain points and investment criteria
 - Competitive positioning
- Unified Communications fundamentals and values for SMB markets
- Understanding of the Siemens Enterprise Communications SMB portfolio and its positioning
 - OpenScape Office MX / LX / HX
 - OpenScape Office Contact Center
 - HiPath 3000
- Architecture and components overview
- Hardware overview
- Unified Communication Clients myPortal for Desktop, myPortal for Outlook, myAttendant
- Multimedia Contact Center and myAgent
- Mobility Solutions with myPortal for Mobile
- Extended UC Domain (UC features in a network)
- Social Media Integration
- Understanding of licensing concepts
- Overview HiPath 3000 features

The SOCA Sales Unified Communications and SMB has been awarded.

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