

Unified Communications by innovaphone



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PURE IP COMMUNICATIONS

Please note:

- The content is based on the state of knowledge of october 2015
→ All information may be subject to change
- Prices are indicated in retail prices plus VAT



Market trends 2015

Current changes in the market:

- The trend is moving towards Cloud:
 - Growing acceptance in the market
 - Cloud solutions seemingly offer more flexibility
- The way of communicating is changing:
 - Features from our private daily life are nowadays expected in the business world (video, chat, social media...)
 - Office workplace is moving towards anywhere workplace concepts
 - innovaphone: all features included in all devices incl. desk phones (favourites, presence, video etc.)
- All IP: challenge/ opportunity



Highlights V12

New Devices.

- ❖ Gateways and analogue adapter
- ❖ IP112

New Services.

- ❖ Conferencing
- ❖ WebRTC
- ❖ Cloud
- ❖ SIP provider profiles

More Security.

- ❖ All IP
- ❖ Anywhere Workplace



New devices

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New devices

New Hardware V12:



1 Phone



6 Gateways



1 Analogue Adapter



New devices: VoIP gateways – next generation



A new generation of innovaphone VoIP gateways :

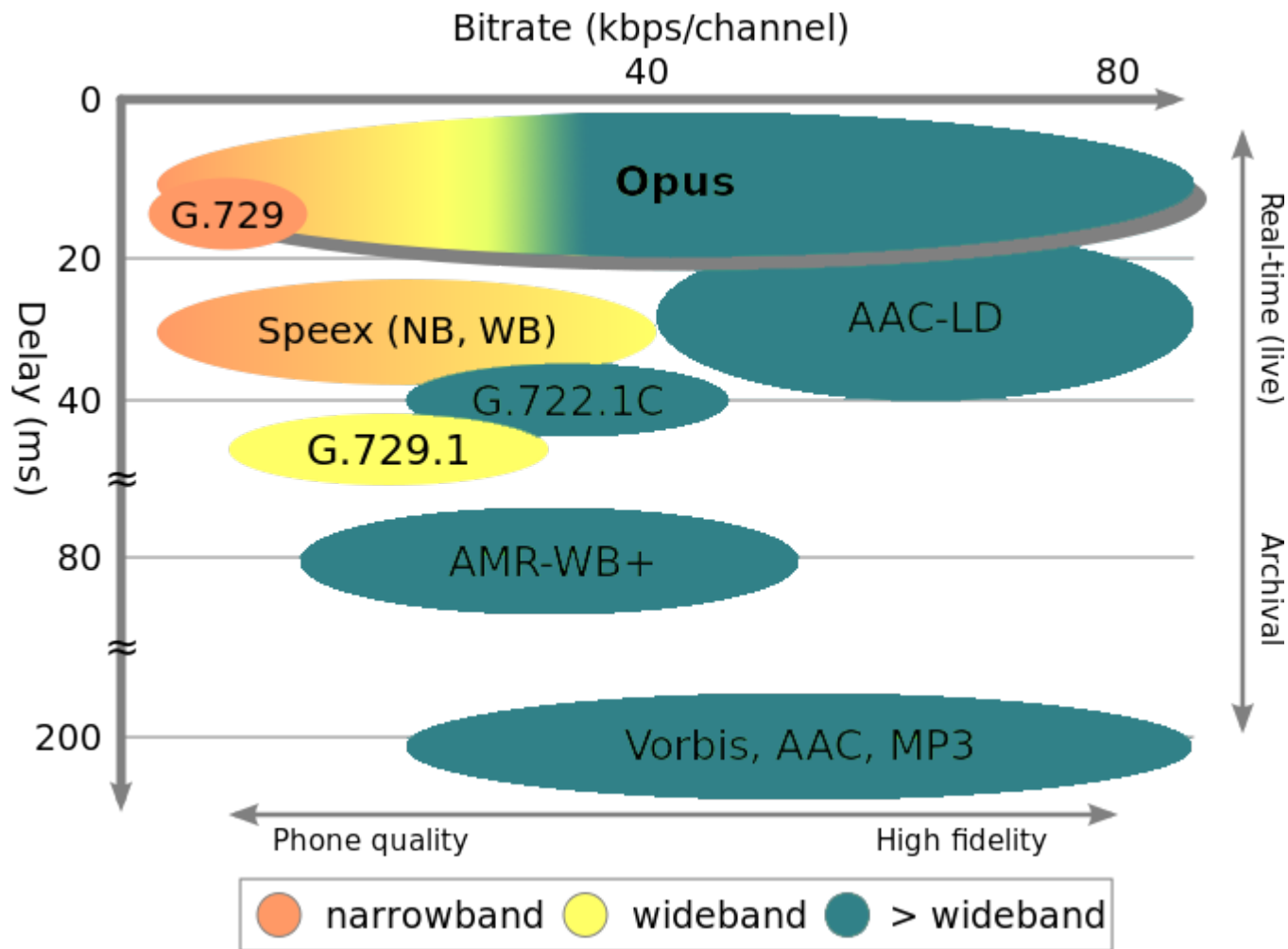
- Faster CPU and more memory
- Modern SSD storage replaces the CF card (for Linux AP)
- Every single gateway with Linux Application Platform
- Gigabit-Ethernet
- Opus Codec for HD voice quality guaranteeing low bandwidth



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New Devices: What is Opus?



Source: wikipedia

New devices: VoIP gateway IP311



VoIP gateway IP311:

- Recommended as an „all in one box“ PBX including UC for up to 50 users
- 4 voice channels(FXO)
- 2 analogue subscribers (FXS)
- All hardware licenses included
- No conference channels
- RRP: 450 €



PBX and UC in one box for analogue connections or All IP

New devices: VoIP gateway IP411



VoIP gateway IP411:

- Successor of the IP302 and IP305
- Recommended as an „all in one box“ PBX and UC for up to 50 users
- 4 Voice Channels (2 BRI)
- 2 analogue subscribers (FXS)
- Combined advantages of IP302/IP305
- All hardware licenses included
- No conference channels
- RRP: 450 €



PBX and UC in one Box for ISDN-Connections or ALL IP

New devices: VoIP gateway IP811



VoIP gateway **IP811**:

- Successor of the IP810/IP800
- Recommended as an „all in one box“ PBX and UC for up to 200 users
- High-performance CPU and high memory
- 10 voice channels (5 BRI)
- 10 potential conference channels
- RRP: 750 €



Future-Proof hardware concept including conferencing for medium sized installations

New devices: VoIP gateway IP3011



VoIP gateway **IP3011**:

- Successor of the IP3010 (partly IP6010)
- Recommended as an „all in one box“ PBX and UC for up to 500 users
- 30 voice channels(1 PRI)
- 30 potential conference channels
- RRP: 1.750 €



New top-of-the line model for ISDN or All IP

New devices: VoIP media gateway IP1130



VoIP gateway **IP1130**:

- Successor of the IP1060
- Media gateway
- No PBX functionality
- 30 potential conference channels
- 1 PRI
- RRP: 1.400 €



High-Performance new generation media gateway

New devices: VoIP gateway IP0011



VoIP gateway IP0011:

- Successor of the IP0010
- For „new“ purposes
- Recommended for structured PBX-installations up to 25.000 users (possibly in combination with additional gateways)
- Perfect platform for SBC/Reverse Proxy
- No conferencing
- RRP: 490 €



Secret weapon for – SBC, Reverse Proxy, Media Relay, PBX and UC

New devices: analogue adapter IP29



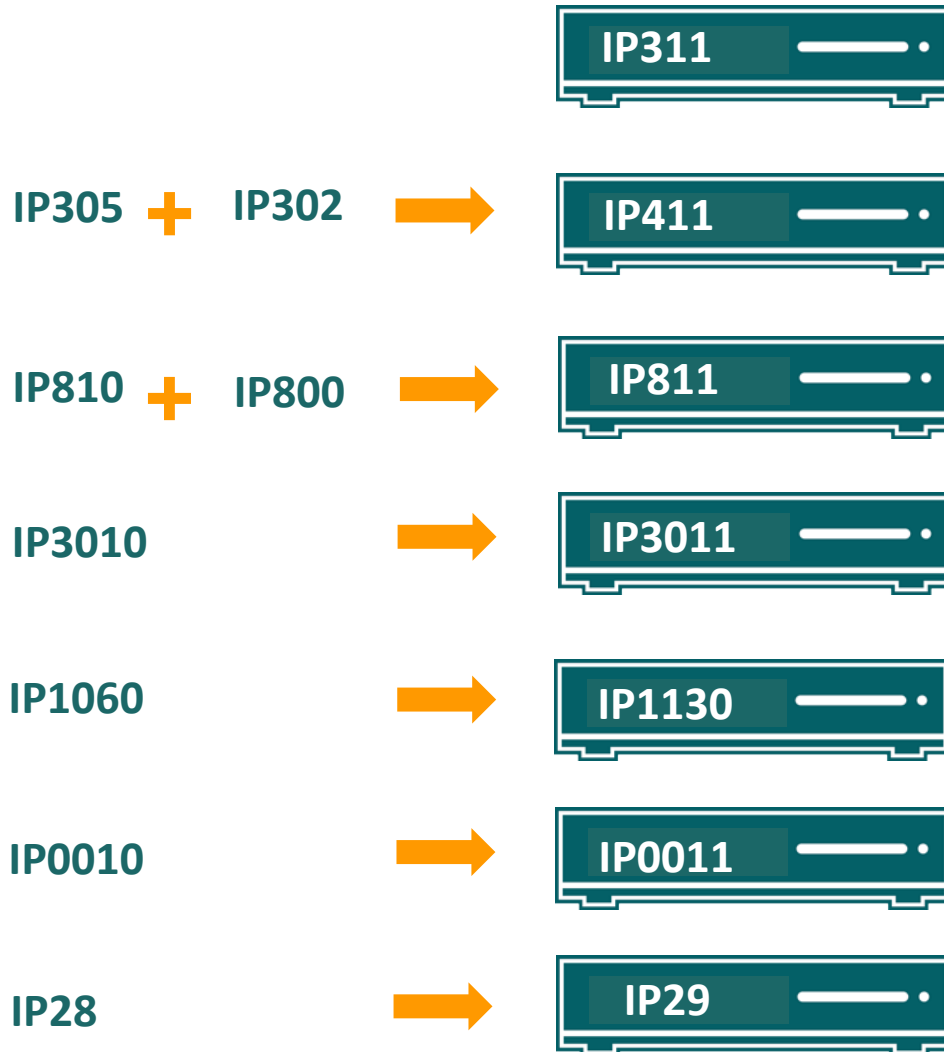
IP29 – High-performance analogue adapter:

- Successor of the IP28
- 8 analogue connections
- Opus Codec for excellent voice quality using low bandwidth
- Available as a combipack
- RRP: 535 € , combipack 930 €



Next Generation: analogue adapter guaranteeing low bandwidth

New devices: VoIP gateways – next generation



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New devices: IP112



The new **IP112**, primed for any scenario:

- Headset-interface (USB 2.0)
- Gigabit Ethernet
- Opus Codec
- 16 function keys
- 32 favourites
- True-Color-Display
- RRP: 143 €

The powerful all-round phone

New services

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New services: conferencing



New: video conference with voice recognition

- New: multiuser video conference
- Voice recognition: the current speaker is shown
- No additional hardware resources
- Integrated within the PBX
- Number of users = conference channels on the gateway
- Cutting-edge security
- Integration of external users via WebRTC



Easy and cost efficient multiuser video conference „on board“



The WebRTC solution from innovaphone

Starting from now: video and Application Sharing!



New services: WebRTC example of use 1



Conferencing including video and Application Sharing

Video conferencing:

- Internal and external (WebRTC) users
- Always the current speaker will be displayed
- No additional hardware necessary


Application Sharing:

- Internal and external (WebRTC) users
- Sharing can only be initiated via a myPBX-user (launcher)
- WebRTC users can participate
- Application will be shown on every screen
- Transfer of control to external users possible
- Perfect for webinars, trainings and other similar meetings

Conferencing: video and Application Sharing also available externally!

New services: WebRTC example of use 2



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english Contact Partner Login search ...


f t g+ in x v y


IP telephony Unified Communications Solutions Company References Partner Support



You are here: > Services > Videocall



Video call to innovaphone

 WebRTC enables video telephony from your web browser. If you are using an innovaphone PBX and the myPBX Toolbox, you can also offer this Call Me button and other features on your own website - just try it!


Your innovaphone contact


Self view


Sales
 Available


Development
 Not available

Customer contact via one click of the mouse

New services: myPBX toolbox



myPBX toolbox:

= Toolbox using Javascript Library for easy integration of communication functionalities of the innovaphone PBX

- Easy application: „Call Me Button“ with video und Application Sharing
- Presence status
- Possibilities for developers to build applications such as voice, video, desktopsharing, presence information, etc. for various platforms (Lotus Notes)
- Unlimited possibilities!

We are excited to see your Ideas and Developments!

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New services: innovaphone Cloud



New services: why Cloud?



Cloud is the new „It-Girl“

- Cloud Solutions are becoming extremely popular
- Cloud Solutions are secure and reliable
- Know-how can be outsourced
- Security concerns are being outsourced
- Dynamic adjustment of corporate users in the PBX
- No expensive hardware investments

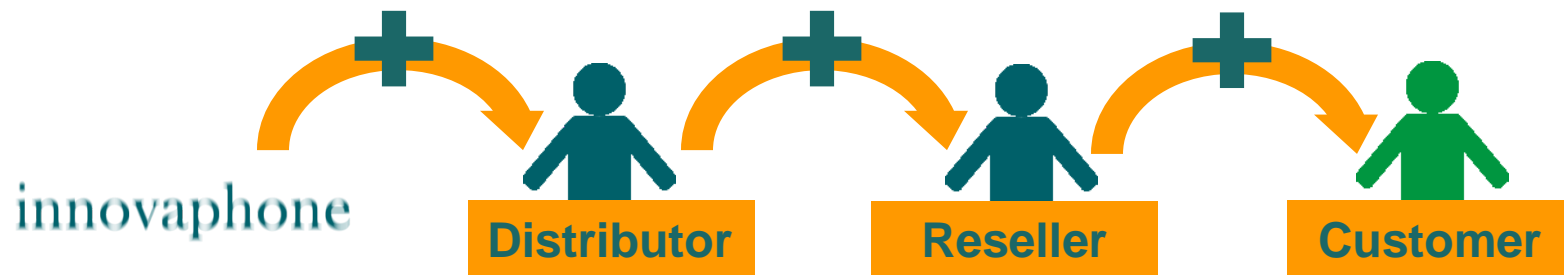




innovaphone offers „own“ Cloud solution

- Sales channels as usual via distributors and resellers
 - Added value and services remain in the channel
 - Administration and configuration will be done by the reseller!

Sales channel in the Cloud:





Innovative commercial model:

- Activation and operation of the Cloud infrastructure is being done by innovaphone
- All the hardware can be rented or purchased (including phones)
- Payment via CSCs (Cloud Service Credits)
- Prepaid concept: number of needed CSCs will be deducted from the „balance“
- There will be only 2 items in the pricelist regarding the Cloud model
 - One time fee for activation of the Cloud PBX by innovaphone
 - Cloud Service Credits
- Cloud model only available for certified partners



Advantages:

- Always up-to-date software version – no SSA needed
- No contractual obligations with innovaphone
- Free choice of SIP providers





Technical features

- All innovaphone PBX features included
- All UC features available (myPBX, video, Application Sharing, mobility, fax, Office Integration...)
- Currently not available: voice recording, reporting and IQM

Advantages:

- Cutting-edge security:
 - European Cloud solution
 - Every customer has its own PBX with its own customer data
 - Reverse Proxy, SBC, DMZ, most secure protocols
- Reseller can access customer devices without configuration of the firewall
- Dynamic adjustment of corporate users in the PBX
- SIP provider independent



Cloud interface

= Web-based user interface for administration of the Cloud PBX

- Enables access to the Cloud PBX of the customer
- Simple interface for the resellers in order to maintain installations and administer all devices and licenses – no „my.innovaphone“ necessary
- Easy management of the rented devices
- Easy handling of the CSCs (Cloud Service Credits)
- Easy upload of the CSC – activation keys for setting up and operating of the installation





Advantages for the reseller:

- No contractual obligations towards innovaphone
- Easy payment model through CSCs (Cloud Service Credits)
- Same margin
- Reseller can offer additional services on top – full flexibility
- No additional training necessary
- No additional investment in infrastructure
- No additional effort to operate or administrate the Cloud infrastructure

Customer loyalty will remain!

New services: Cloud conclusion



Cloud: Yes or No? – personal preference

- innovaphone offers the perfect Cloud solution
- Every innovaphone reseller has easy access to a Cloud solution

→ Don't forget: innovaphone has much more to offer



With the innovaphone Cloud solution, you always have an ace up your sleeve!

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New services: SIP provider profiles

SIP trunk connections made easy:

Choose a predefined SIP provider via dropdown menu
→ User interface will be generated automatically
→ Provider-specific terminology will be predetermined

- Secure connection is automatically assigned
- List of SIP providers will be expanded continuously
- Regular testing to ensure compatibility
- Lower error rate during configuration



Simplifies the connection of SIP trunks tremendously!

New services: SIP provider profiles

SIP trunk connections made easy :

BE_LCR-Telecom_SIP-Trunk

Disable

Number +32/ (without phone number block)

Username

Password

Domain

Session Border

Media-Relay

Intern

Trunk Name

Password

Address

OK

Cancel

Delete

Expert



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More security



More security – Security by innovaphone



innovaphone emphasises security

Security is an important part of V12 → especially in 2 scenarios:

- Security in „All IP“ scenarios
- Security in „Anywhere Workplace“ scenarios

The solution:

- innovaphone Session Border Controller
- innovaphone Reverse Proxy

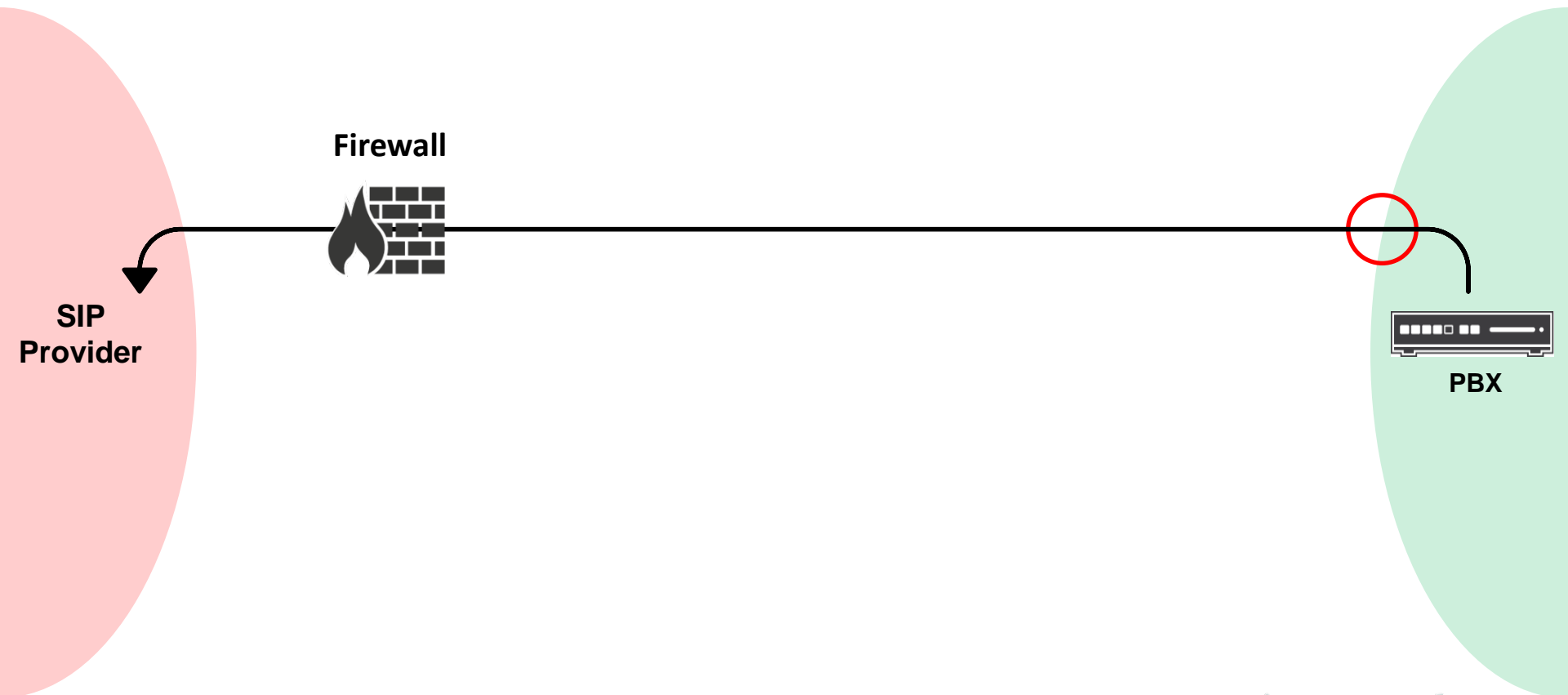


More security: All IP scenario



All IP

Security risk: The IP network of the customer must be opened towards the SIP provider!



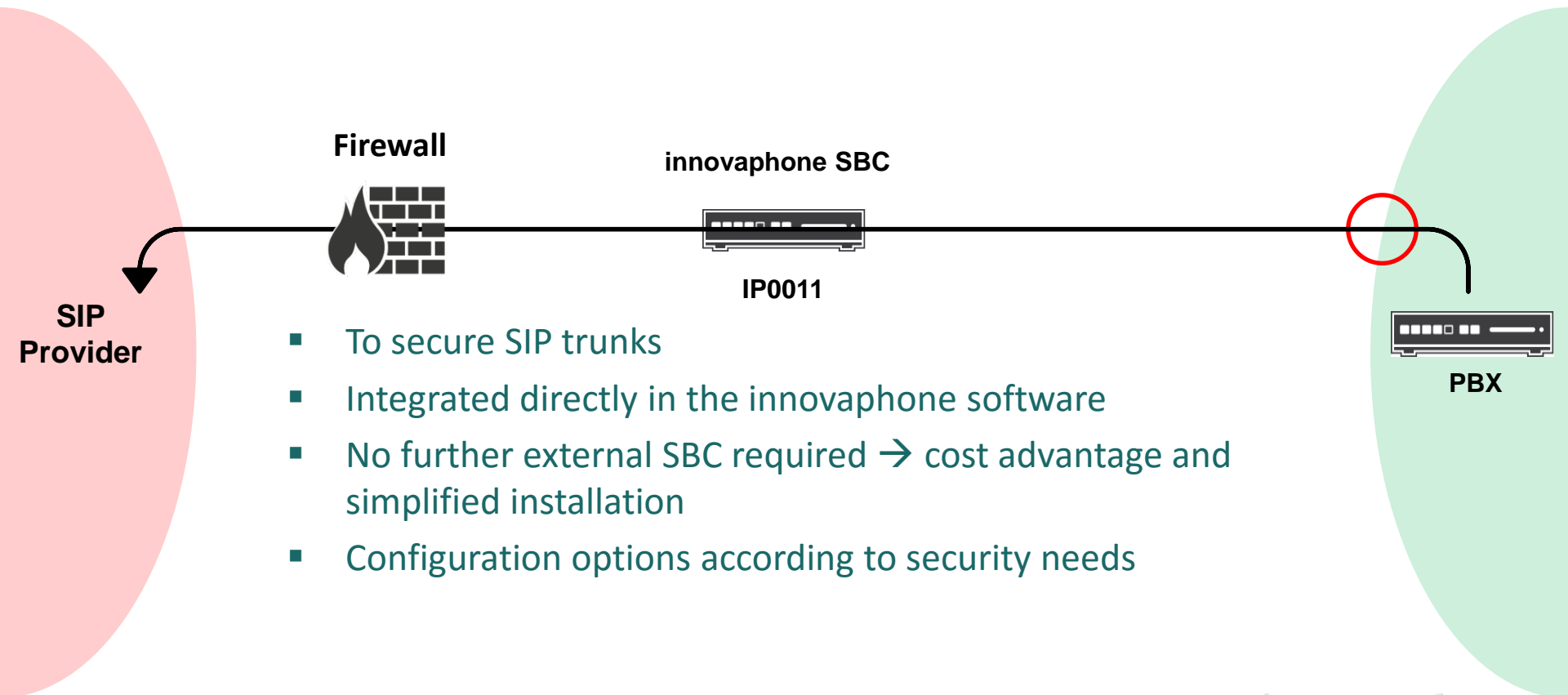
More security: the innovaphone SBC



All IP

Security risk: The IP network of the customer must be opened towards the SIP provider!

The solution: the innovaphone Session Border Controller (SBC)



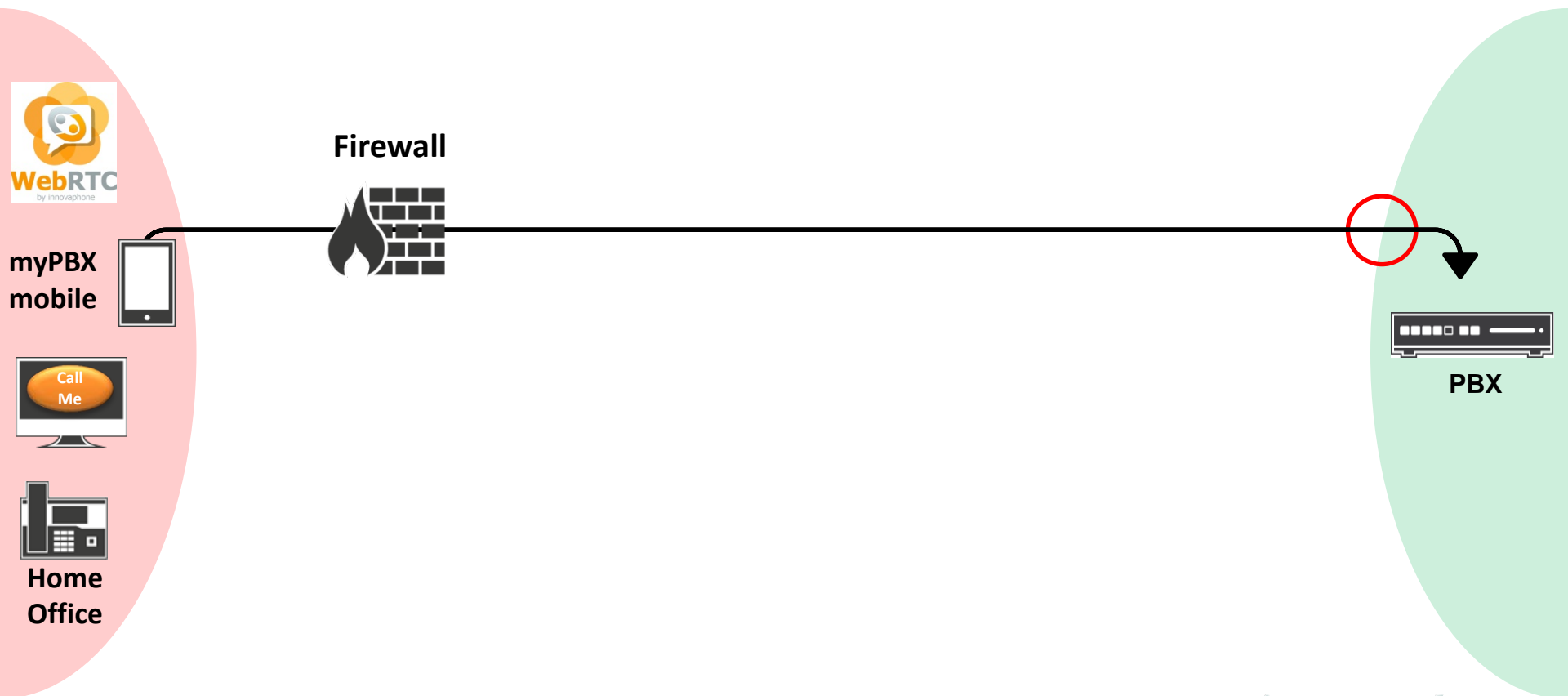
- To secure SIP trunks
- Integrated directly in the innovaphone software
- No further external SBC required → cost advantage and simplified installation
- Configuration options according to security needs

More security: Anywhere Workplace



Anywhere Workplace

Access from external networks → increased security risk



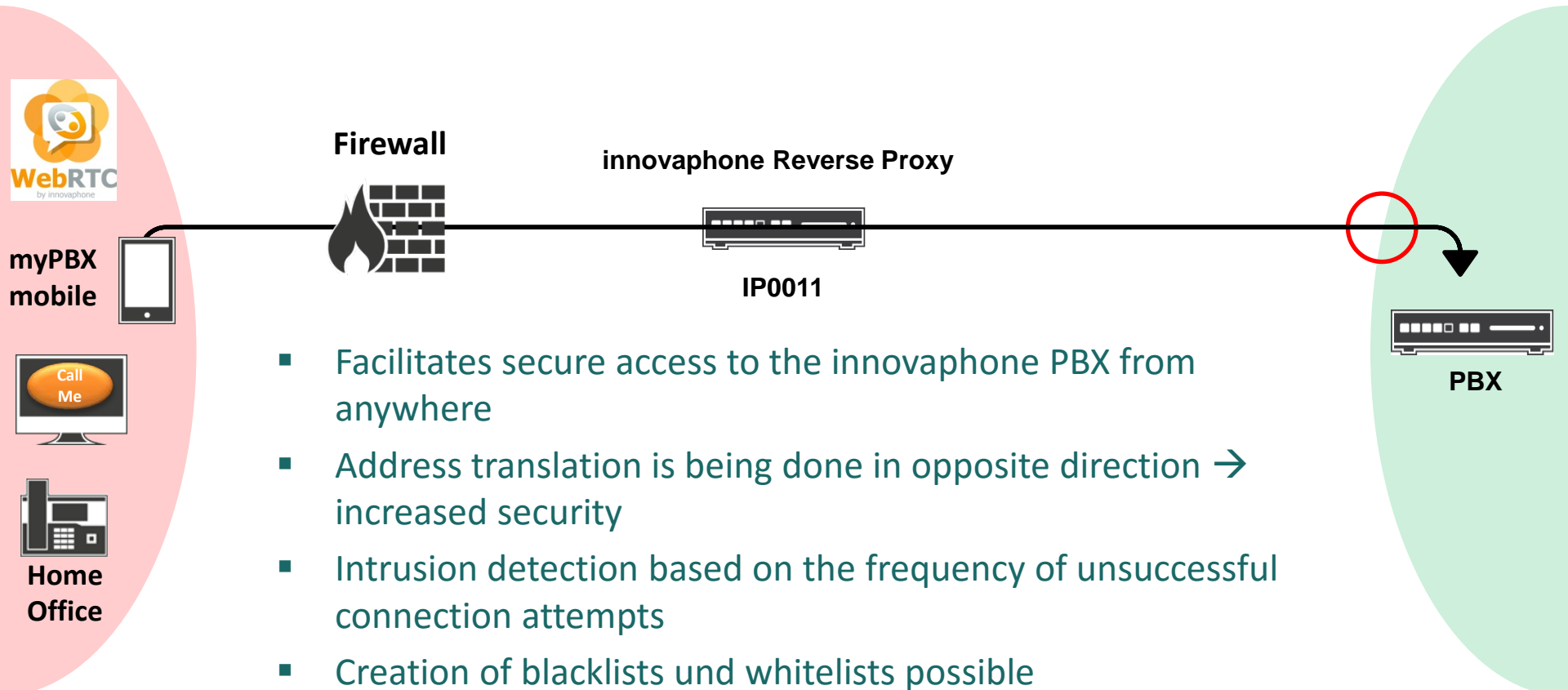
More security: innovaphone Reverse Proxy



Anywhere Workplace

Access from external networks → increased Security risk

The solution: innovaphone Reverse Proxy



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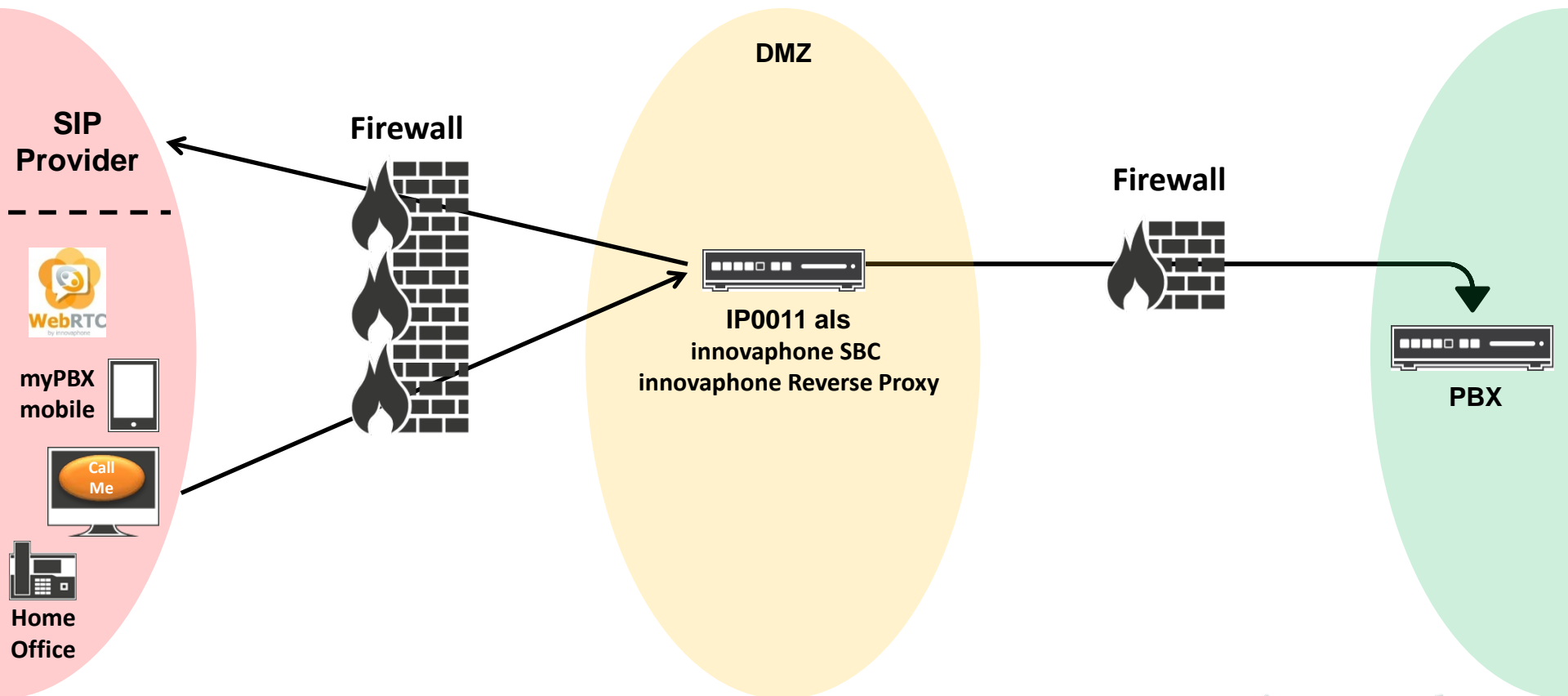


More security: DMZ – the full blast solution



DMZ (Demilitarized Zone)

= A shielded zone protected by one or more firewalls



More security: advantages of the SBC/Reverse Proxy

- No additional costs → no additional devices
- No extra license required
(no innovaphone license nor any other external licenses)
- Standardised administration / management
- Compatibility assured
- No 3rd party manufacturer
- Lesser complexity (if on the same GW as the PBX) – less hardware
- Can also run on an IPVA
- No additional training required
- Great cost savings

More Security without any additional costs and investment

More security: more highlights



- End-to-end encryption via DTLS-SRTP
- Own operating system – fast and lean (→ less prone for attacks)
- „Made in Germany“ → products are being developed in Germany
- Wide variety of security protocols:
 - Authentication protocols: EAP-TLS (based on certificates)
 - TLS encryption for media data
 - ICE, STUN, TURN

SecurITy
made
in
Germany

TeleTrust Quality Seal
www.teletrust.de/itsmig



Pricing, licenses and more

- ❖ Licenses
- ❖ New pricing
- ❖ innovaphone Forum
- ❖ innovaphone partner portal





Simplified PBX license model

- No Max20 licenses anymore
 - Will be compensated for by lower GW prices
- Fewer PBX-licenses (port and standby) necessary
 - License for Slave PBX in Master-Slave-configurations not necessary anymore

New wording:

- DSP licenses will be called „channel licenses“





Licensing WebRTC

Required licenses for using WebRTC:

- Port license + myPBX license
(respectively if requested: Video + Application Sharing or UC lic)
- WebRTC channel license: mandatory per voice channel that is used simultaneously via WebRTC Call

Licensing myPBX Toolbox:

- Free of charge 😊





Licensing example WebRTC:

Call-Me Button, that enables a call-center with 6 agents to be called:

- 6 * Port- and UC-licenses for the users (one per agent)
- 1 * Port- and UC-license for the button
- 6 * WebRTC licenses

50 sales managers with a myPBX/WebRTC integration, who are occasionally communicating on the move through the innovaphone PBX via WebRTC (max. 10 simultaneously)

- 50 * Port + UC for the users (one per sales manager)
- 10 * WebRTC license

Pricing, licenses and more : new pricing



New Gateways

Product	Price
IP311	450 €
IP411	450 €
IP811	750 €
IP3011	1.750 €
IP1130	1.400 €
IP0011	490 €

New analogue-adapter

Product	Price
IP29	535 €

New IP-Phone

Product	Price
IP112	143 €

Design Phones (15th of January)

Product	Price
IP222	199 €
IP232	254 €

WebRTC License

Product	Price
WebRTC License	30 €



Pricing, licenses and more : innovaphone forum



You are currently using guest access (Login)

Search Forums

Go!

Advanced search

Administration

Enregister me here

innovaphone Forum

[Introduction to the innovaphone Forums](#)

General news and announcements as well as forum rules.

[Help on using the innovaphone Forums](#)

Find some hints and tips how to use or ask any question related to the use of this site.

Discussion Forums

You've got questions? Need help? Look for something and cannot find it? Or simply want to discuss topics with fellow innovaphone users? This is your place!

Note that this is primarily a forum for innovaphone users, experts and enthusiasts! So we (that is, innovaphone) may or may not respond here - but you definitely should 😊

[Discussions \(English\)](#)

English language forum.

[Discussions \(German\)](#)

German language forum

Suggestions (English recommended)

You have a suggestion related to innovaphone? Submit a post here!
Be sure to read the posts in [Help on using the innovaphone Forums](#) before.

Device Firmware

[Telephone UI & Functions](#)

Suggestions related to the telephone user interface and functionality.

[PBX Features](#)

Suggestions related to the PBX functionality.

[Gateway](#)

innovaphone forum (forum.innovaphone.com)

- Accessable by all
- German or English

Pricing, licenses and more : innovaphone forum



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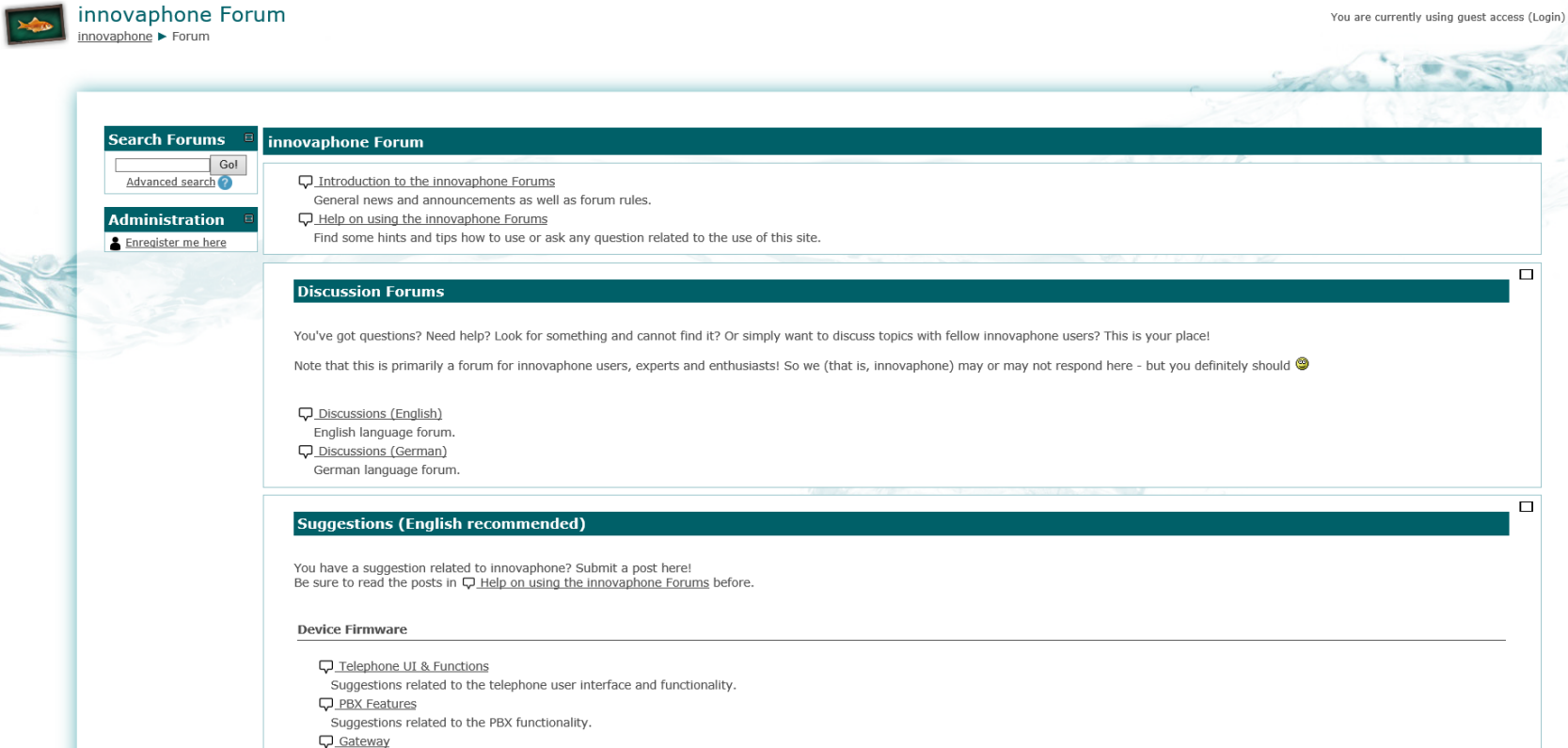
Suggestions

- Platform for „feature requests“
- Will be monitored and evaluated continuously by innovaphone
- Suggestions are being implemented in current Software Versions (in 12r1 app: 10!!!)

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Pricing, licenses and more : innovaphone forum



The screenshot shows the innovaphone Forum website. At the top left is the logo and name "innovaphone Forum" with a sub-link "innovaphone Forum". At the top right, it says "You are currently using guest access (Login)". The main content area is divided into several sections:

- Search Forums:** Includes a search bar with "Advanced search" and a "Go!" button.
- Administration:** Includes a link "Enregister me here".
- innovaphone Forum:** A header section containing two links:
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- Suggestions (English recommended):** A header section with the text: "You have a suggestion related to innovaphone? Submit a post here! Be sure to read the posts in [Help on using the innovaphone Forums](#) before." Below this is a sub-section "Device Firmware" with three links:
 - [Telephone UI & Functions](#): Suggestions related to the telephone user interface and functionality.
 - [PBX Features](#): Suggestions related to the PBX functionality.
 - [Gateway](#)

Participation will be worthwhile!

- Your suggestions will be considered
- We rely on your feedback
- Keep it up!!!

Pricing, licenses and more : innovaphone partner portal

innovaphone partner portal:

- Informative platform exclusively for innovaphone certified partners
- Exclusive News about innovaphone and our products
- Price lists
- Price calculator
- Project registration
- Access to our newsletter
- Partner downloads
- Event support
- And much more

The screenshot shows the innovaphone Partnerportal website. The header features the innovaphone logo (PURE IP COMMUNICATIONS) and a navigation menu with items: IP Telefonie, Unified Communications, Lösungen, Unternehmen, Referenzen, Partner, Support, and Partnerportal (highlighted). The main content area displays the title 'Partnerportal' and a large banner for 'innovaphone Dialoge 2015' with a 'Mehr Infos' button. The left sidebar contains links for Partner Newsletter, Partner Tools, Eventunterstützung, Partner Downloads, Wegweiser, and FAQs. The bottom of the sidebar lists contact information: 'Kontakte: Vertriebskontakt, Pressekontakt' and 'Finden Sie Ihren Business Partner' with phone and email details.

Thanks!



Questions?

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