



# Unify

## Sales Specialist OpenScape Enterprise

Certification has been presented to

Liliana Prada Pineda

In recognition of the successful completion of all  
certification requirements of Unify Academy.

28/04/2017

Valid for 2 years

Cert. No: 130224



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John Balcar  
Global Director  
Unify Academy

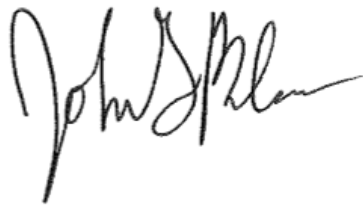
# USS OpenScape Enterprise

## Liliana Prada Pineda

has passed a theoretical examination covering the following topics

- Overview of current Unify marketing messages and large enterprise marketing trends
- Review of Unify SMB and LAB portfolio to include OpenScape Business and OpenScape Enterprise
- Knowledge of OpenScape Voice portfolio to include
  - Voice, Branch, SBC, Management Suite, Contact Center, Enterprise Express, OpenStage Device
- Knowledge of OpenScape Unified Communications portfolio to include
  - Web Collaboration, Mobility, Video solutions, Overview of Xpressions, Fusion, Xpert
- Knowledge of OpenScape 4000 portfolio to include
  - OpenScape 4000, OpenScape Access, OpenScape 4000 Management
- Overview of Unify Professional and Managed Services portfolio
- Overview of competitive positioning of our OpenScape solution against Microsoft, Cisco, Avaya and Alcatel
- Review of available sales resources

The USS OpenScape Enterprise has been awarded.



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John Balcar  
Global Director  
Unify Academy

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