

Customer References Compilation

November 2018

ALE | Where
Everything
Connects

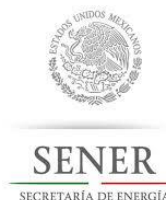


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What our
customers say
about our
government
solutions



Our customers in government



Meeting the telephony needs of a world-class event.

Cloud Communications, Business Telephony



- Solution implementation in advance of the G20 summit.
- Little technology required on-site.
- Generates savings.
- No need to purchase permanent licences.
- Excellent communications services accessible across multiple venues.

ITaaS flexibility

Pay-as-you-go model

Telephony services (7000 attendees)



Meeting the telephony needs of a world-class event.

Cloud Communications, Business Telephony

“

The financial model really worked for us. It allowed us to deliver a highly critical service for an intense period without the need to buy and own expensive technology, meaning that we only paid for what we consumed. The alternative would have been to purchase a large number of permanent licenses to meet the needs of our 7000 attendees. We made the right choice.

”



Ben Coutts, Director of ICT Service Operations,
Department of the Prime Minister and Cabinet



Free city-wide WiFi offers connected visitor experience to drive tourism.

Mobile Campus



- City-wide availability.
 - Increased attractiveness as destination.
 - Simple user interface.
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- Centralized control.
 - Facilitated user data gathering.



Free WiFi

Simplified management



Free city-wide WiFi offers connected visitor experience to drive tourism.

Mobile Campus



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We are pleased that the development of the WiFi environment in convention facilities has improved convenience for convention participants and has made Fukuoka City a more attractive destination for meetings and events. They can download and read the academic documents, business materials anywhere, anytime. It gives them flexibility and mobility to power their success!

”

Fukuoka City



Simplifying cross-county communications with a centralized solution.

Business Telephony



- Simplified management.
- Efficient preventative maintenance.
- Staff free to focus on priority tasks.
- Single maintenance contract.
- 20% lower carrier costs.
- VoIP cut re-cabling costs.
- Uniform experience across county.
- Single auto attendant.
- User friendly handsets.



Network centralization

Cost savings

Improved user experience



Simplifying cross-county communications with a centralized solution.

Business Telephony



“

Calling is an essential part of how the County conducts business to deliver services to our citizens. The ALE communication solution simplifies communications and delivers a homogeneous user experience to internal and external users. We are more effective today than we were before.

”

Brian Whiting, Systems & Database Manager,
Volusia County Government



Saving lives with a cloud-based UC platform.

Business Telephony, Cloud Communications, Rainbow, Unified Communications



- Facilitated staff communication across sites.
- Easy-to-use messaging.
- Leveraged analog and digital connectivity.

- Monthly OPEX model.
- Simple implementation.
- Low staff requirement.

- 24/7 availability.
- Notification system to inform rescue forces.
- UC collaboration features.



Improved communications

Cloud-based solution

Support for emergency services



Saving lives with a cloud-based UC platform.

Business Telephony, Cloud Communications, Rainbow, Unified Communications

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Rainbow means a considerable workload reduction in everyday life. Before, communication between sites was limited to phone calls and sending documents via e-mail. Today, multisite teams work together on sales or presentations, using video calls and instant messaging in addition to the telephone.

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Peter Sandner, Rainbow Coordinator,
Blickle & Scherer





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