# Atos Unify Academy

## Unify Software Subscription V3 (Fixed Rate) - Training for Service, TS und Consulting

**Course code** OSSSL30SDX

**Target Group**  Service

Consulting

Pre-Sales

| Course language | Delivery type | Duration |
|---|---|---|
| English | WBT | 18 min. |

## Course description

This Web Based Training is for service engineers and consultants to learn about the new Opex-based Software Subscription Fixed rate (SSL V3R0) model .

## Learning Target

The participant knows the Unify Opex offering "Software Subscription Fixed Rate" as an option for the Capex price items.

He will learn the benefits and details of Software Subscription (SSL) V3, for which products can SSL be used, what are the differences selling our "Capex" software, which contract terms can be offered, how the contract scope can be changed, what are the benefits for a customer ordering Opex licenses.

The new Software Subscription Model (SSL) can be used for all Unify OpenScape Enterprise software products.

## Prerequisites

Knowledge about the Unify OpenScape Enterprise Portfolio

## Contents

Presentation of Software Subscription (SSL)

Specifics of SSL Fixed Rate contract (contract term, order items, minor/major updates, change of original order quantity)

Available SSL licenses

SSL specific services

Comparison of SSL Fixed rate versus SSL High Watermark

## Comments

Web Based Training:
- For participation and booking a myTraining-Account is required

System requirements:
- PC with sound card and stereo headset / speaker is required
- Screen resolution at least 1280*1024
- Windows 7 or higher
- Browser: Chrome, Firefox, Internet Explorer 9 or higher, Safari
- Javascript has to be activated

## Further information:

Please contact us for further information or bookings:

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Website        http://www.unify.com/academy