



SIEMENS

Customers rate IP solutions from Siemens higher than those of competitors!

ComConsult
Kommunikationstechnik GmbH

ComConsult Akademie invited the main vendors of TK equipment for enterprise to present their offerings at the “Sommerschule”, which took place last week. Our HiPath IP solution was presented in direct comparison to those of our main competitors and subsequently rated by top-name customers: HiPath was put on the first place!

ComConsult is one of Germany’s leading consulting companies and organizes bi-annual seminars on the latest trends in networks and communications. These events are regularly attended by representatives of big-name organizations (from the chemical, automobile and public sectors, for example) and by larger SMEs.

So that customers would be able to directly compare the proposed solutions, all vendors were sent a virtual Call for tender for the same communication solution: IP solution with Call Center etc. for a fictitious insurance company made up of a Headquarters site and 2 large branch offices.

continue



SIEMENS

Customers rate IP solutions from Siemens higher than those of competitors!

ComConsult
Kommunikationstechnik GmbH

Presentations were made by each vendor in the framework of a complete offer (strategy, detailed concept broken down to individual component level, price calculation).

The Siemens offer (2 variants: homogeneous **HiPath 4000** solution and networked **HiPath 4000/3000**) was prepared by VD Region West with support from ICN EN, and the presentation was made by Frank Czymek and Eric Langer.

After all the vendors had presented, the participating customers were asked which of the vendors they would award the contract to:

To the results



SIEMENS

Customers rate IP solutions from Siemens higher than those of competitors!

ComConsult
Kommunikationstechnik GmbH

SIEMENS

13

ALCATEL

11

AVAYA

7

CISCO SYSTEMS

3

NORTEL NETWORKS

1

TENOVIS
Business Communications.

1

Abstentions

4

continue

The Leader in Real Time Communications



SIEMENS

Customers rate IP solutions from Siemens higher than those of competitors!

ComConsult
Kommunikationstechnik GmbH

The outcome of the vote for Siemens (first place) was extremely gratifying. Our success can be put down to the quality of the offer in terms of

- the clear technical concept, including the applications
- the projected migration path
- the concrete implementation plans
- the competitive pricing

The convincing presentation by the above-mentioned colleagues also played an important role. All in all, this was an excellent example of first-rate cooperation between ICN EN Headquarters and VD.

From what we know about earlier ComConsult seminars, the results of the contest can be expected to also reach many customers who were not themselves present at the event.