PORTFOLIO BULLETIN
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Renewed distribution agreement with new TigerTMS

"After almost 5 years ownership by Mitel Networks, TigerTMS are once again an independent company." This was in essence the first phrase we received on March, 1st from the new owner of TigerTMS. Since then a lot has been discussed which led to a renewed distribution agreement. In this portfolio bulletin we explain the consequences for the short and mid-term.

Parts and Pricing

(New) TigerTMS is a software only company which means that the few remaining hardware parts are phased out per direct. All other parts are still available without part codes being changed. For a full overview of all available parts see Annex A.

Pricing of all parts will be adapted per July, 1st and is matching the new global pricelist of TigerTMS. The list price of all licences went up, however by increasing the channel discount the transfer price is even better than before. The exception on all this are the Professional Services tariffs; these have been increased (not changed over the last decade). Pricing can be obtained from your NEC representative/ Channel Manager or Prophix.

Portfolio and Prophix

All the mentioned solutions can be used as Premises-based, Virtualised or as Cloud Solutions for Single or Multiproperty Environments.

The standard TigerTMS solution modules that are available in Prophix are:
- iLink   Interface Aggregation and Protocol Translation
- iCharge   Call Accounting
- InnLine   Guest Voice Messaging, Wake-Up and Minibar posting systems

The enhanced Guest Mobility Applications that are still available are:
- iPGS   Guest Content Application
- iConnect   Make and receive calls over the hotel's WiFi network
- XML   XML Content Delivery to IP Handsets

Although these Mobility applications are also available in Prophix (RFS status), they need to be assessed by TigerTMS (via technical RAP) for the time being as these applications has gone through substantial technical changes and we need to make sure that the end-customer requirements do match with the product capabilities. This may include additional Customised Development Work / Professional Services.

We are working with TigerTMS to introduce standard packages for the enhanced modules. Furthermore, new applications are expected to be added to the portfolio.

Way of Working

The way of working has not changed, meaning NEC is acting as distributor for the licences, while all installation, maintenance and professional services will be carried out by TigerTMS. Of course there is the possibility for partners to be trained to be able to do most of installation and maintenance services. In that case a 3rdline service contract with TigerTMS is required.

Training & Webinars

There will be webinars hosted by TigerTMS and NEC in due time. NEC Hospitality partners will be approached for this webinar by the NEC EMEA Hospitality director, Kees van Donk.

Annex A – TigerTMS licences

Product code	Description
EU913200	TigerTMS iLink Base Lic
EU913201	TigerTMS iLink 1 room Lic
EU913216	TigerTMS iLink base exp. Lic
EU913217	TigerTMS iLink 1 room Exp Lic
EU913203	TigerTMS iCharge CUB Base Lic
EU913204	TigerTMS iCharge CUB 1 Room Lic
EU913205	TigerTMS iCharge PRO Base Lic
EU913206	TigerTMS iCharge PRO 1 Room Lic
EU913207	TigerTMS iCharge base upg to PRO Lic.
EU913208	TigerTMS iCharge room upg to PRO Lic.
EU913209	TigerTMS iCharge base CUB Exp. Lic.
EU913210	TigerTMS iCharge 1 room CUB Exp Lic.
EU913211	TigerTMS iCharge base PRO Exp. Lic.
EU913212	TigerTMS iCharge 1 room PRO Exp Lic.
EU913214	TigerTMS iCharge Add Site Lic
EU913218	TigerTMS iCharge Add Interface Lic
EU913215	TigerTMS iCharge Add Client Lic
EU913128	TigerTMS WakeUp base lic
EU913129	TigerTMS WakeUp 1 room lic
EU913130	TigerTMS VM&WU base lic
EU913131	TigerTMS VM&WU 1 room lic
EU913132	TigerTMS WU to VM base upgr lic
EU913133	TigerTMS WU to VM 1 room upgr lic
EU913134	TigerTMS WU base exp lic
EU913135	TigerTMS WU 1 room exp lic
EU913136	TigerTMS WU&VM base exp lic
EU913137	TigerTMS WU&VM 1 room exp lic
EU913138	TigerTMS additional language lic
EU913139	TigerTMS HMP 1 port lic
EU913140	TigerTMS HMP 1 port exp lic
EU913305	TigerTMS iConnect base lic
EU913306	TigerTMS iConnect 1 room lic
EU913307	TigerTMS iConnect base exp lic
EU913308	TigerTMS iConnect 1 room exp lic
EU913309	TigerTMS iPGS content base lic
EU913310	TigerTMS iPGS content 1 room lic
EU913311	TigerTMS iPGS content base exp lic
EU913312	TigerTMS iPGS content 1 room exp lic
EU913314	TigerTMS iPGS&iConnect base lic
EU913315	TigerTMS iPGS&iConnect 1 room lic
EU913316	TigerTMS iPGS&iConnect base exp lic
EU913317	TigerTMS iPGS&iConnect 1 room exp lic
EU913300	TigerTMS XML base lic
EU913301	TigerTMS XML 1 room lic
EU913302	TigerTMS XML base exp lic
EU913303	TigerTMS XML 1 room exp lic