

Your customers are looking for a new communications experience

# Win with Avaya Cloud Office by RingCentral

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**AVAYA**  
CLOUD OFFICE™  
by **RingCentral**®



Avaya makes migrating your base hassle-free with Avaya Cloud Office — the market-leading solution that's intuitive to use and available from virtually any location or device.

From a single interface users can:

- Chat with colleagues
- Make and receive calls
- Plan and join meetings
- Collaborate with screen sharing and video
- Keep teams on-task with file sharing, task management and virtual team rooms that lets everyone share and stay up-to-date



## Top 3 Reasons to Sell

Now is the perfect time to migrate your installed base of customers to Avaya Cloud Office. Use these selling points to start conversations with your prospects:

### 1. Its Always What You Need

Avaya Cloud Office provides a solution at cloud speed, Your Way:

- Avaya Cloud Office means always being up-to-date – automatically and with new features with no hardware churn or challenging upgrades
- New features to meet your expanding requirements, at least four times a year
- Streamline payments – staying up-to-date is included in the cost
- Scale up or down effortlessly with no limits on-site or across sites
- Pay only for what you use, no spare hardware capacity or licenses
- Clone users and add as required, simply and quickly

### 2. Communicate Where and How You Work

With Avaya Cloud Office you have the flexibility to meet your daily challenges:

1. An all in one solution: Take calls, make calls, chat, collaborate – what your employees need, anywhere, anytime
2. One app on your devices of choice: phone, mobile, tablet and PC/Laptop
3. Over 100 easy to implement integrations with business apps including Office 365, Salesforce, and Google G-Suite bring communications to the apps you use everyday
4. Intuitive to use, easy to manage



### 3. Service that Simplifies

With Avaya Cloud Office you get the value your money deserves. We look after upgrades, security, and fixes and leave you free to focus on your business priorities:

1. Advanced capabilities without having to be an expert
2. No additional hardware or server maintenance costs – no surprises or lump sum costs
3. No need for dedicated IT personnel
4. Industry leading support & security included
5. Lets you put high-value in-house IT people on high-value projects



## What to Say About the Product

We've made it easy with these boilerplate language options you can use for websites, collateral, emails and anything you use to promote the products you sell.

### Simple Message

Hassle-free migration to the cloud communications experience you need today

### 25 words

Avaya makes migrating to the cloud communications experience you need today easy and hassle free. Call, Meet, Message and More with Avaya Cloud Office.

### 50 words

Avaya makes migrating to the cloud communications experience you need today easy and hassle-free. Intuitive to use and available from virtually any location or device, Avaya Cloud Office lets you call, meet, message and more at a predictable monthly price. Let Avaya look after your communications so you can focus on your business.

### 100 words

Avaya Cloud Office makes migrating to the cloud communications experience you need today easy and hassle-free. Intuitive to use and available from virtually any location or device, users can chat with colleagues, make and receive calls, plan and join meetings, and collaborate with screen sharing, video, and team management tools that let everyone share and stay up-to-date. Available at a predictable monthly price, our white-glove migration services will get you up and running quickly and includes ongoing security, upgrades, and fixes. Let Avaya look after your communications so you can focus on your business.

# Useful Questions to Qualify Your Leads

- Are you looking for ways to improve your employee productivity / responsiveness?
- Do you have the tools you need to support mobility and/or remote working?
- Do you feel you're getting value for your current communications spend?
- Do you have any concerns about migrating to a new solution? Are you aware of Avaya's white glove migration services and tools?
- What conferencing services are you using today? Do you find them cost effective?
- Do you find your current communications solutions intuitive to use? Do they provide a complete set of messaging, calling, conferencing and collaboration capabilities? Are they integrated?
- Are your current solutions burdensome in terms of maintenance, patching and security?
- Do your solutions scale to meet your needs?





## Social Media Posts

You may cut and paste the following posts on Facebook, LinkedIn, and Twitter for prospect engagement:

- 58% of surveyed businesses say they are now able to hire a more distributed workforce. Communicate where and how you work with @Avaya #Cloud Office. #ExperiencesThatMatter
- Get cloud speed your way – always up to date, always what you need. Call, message, meet, and more all in one app with Avaya #Cloud Office
- #DidYouKnow – Avaya Cloud Office is service that simplifies? Stop your communications sprawl with expert-level solutions that don't need you to be an expert. Easy migration, easy access to service and support. #ExperiencesThatMatter





## For More Information

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To find out more about Avaya Cloud Office and to access the complete WinKit please visit:

<https://sales.avaya.com/en/product-detail/avaya-cloud-office>

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