



**OFFER DEFINITION**

**FOR AVAYA PARTNERS & DISTRIBUTORS**

**IP OFFICE GROWTH**

**PROGRAM DATES: OCTOBER 1, 2015 – SEPTEMBER 27, 2016**

**AVAILABILITY: (U.S., CANADA)**

## Introduction

### Overview

Achieve success bringing rich, powerful unified communications capabilities to your customers with the **IP Office Growth** promotion. Avaya™ IP Office is the perfect solution for new and prospective customers up to 2,000 users, one that will easily and cost-effectively scale up as their business grows. The **IP Office Growth** promotion is the mainstream IP Office promotion in the US and Canada for Avaya's fiscal year 2016. A two Level promotion, the **IP Office Growth** promotion is designed to enhance partners' profitability as they propose and close richer IP Office constructs.

### Promotion Description

Avaya is pleased to announce the **IP Office Growth** promotion. The promotion is effective starting **October 1, 2015** through **September 27, 2016**. This promotion focuses on helping partners acquire new customers for the Avaya™ IP Office platform with opportunity for enhanced profitability when Video, Security, Data infrastructure or Contact Center is also sold. Level 1 addresses voice-only opportunities. In this tier, Avaya allows partners to take an additional discount on qualifying Avaya™ IP Office hardware and software and also select IP Phones – all items must be in the same quote.

In Level 2 Avaya accelerates the Level 1 IP Office and IP phones discount percentages and allows partners to apply the higher discount percentage to select Video, Security, Contact Center or Data infrastructure material codes that are present in the same qualifying IP Office quote.

Requirements for eligibility and discount rates are shown below. Please review the offer document for a complete list of codes that trigger the promotion and the discountable material codes.

Level	Eligibility Requirements	Discount
<b>Level 1</b>	IP Office Release 9.1 Essential, Preferred, Server Edition or Select with UC Module	<b>Level 1 Discounts</b> <ul style="list-style-type: none"> <li>• 6 or 7 % (depending on \$ size) off IP Office Hardware &amp; Software</li> <li>• 6 or 7 % (depending on \$ size) off select IP Phones, minimum of 75% attach to IP endpoint licenses and maximum of 105%. Power Users and 3<sup>rd</sup> Party IP licenses are not counted in the minimum or maximum</li> </ul>
<b>Level 2</b>	IP Office Release 9.1 Preferred ,Server Edition with UC Module <b>or Select AND</b> at least one of the following applications in the same IP Office quote: <ul style="list-style-type: none"> <li>• Select ERS Switches <b>OR</b></li> <li>• Video Solution with IP Office <b>OR</b></li> <li>• Select Avaya SBCE <b>OR</b></li> <li>• IP Office Contact Center <b>OR</b></li> <li>• Avaya Contact Center Select <b>OR</b></li> </ul> Wireless LAN can be discounted as part of a Level 2 design	<b>Level 2 Discounts</b> <ul style="list-style-type: none"> <li>• 9 or 10% (depending on \$ size) off IP Office HW/SW</li> <li>• 9 or 10% (depending on \$ size) off select IP Phones, minimum of 75% attach to IP endpoint licenses and maximum of 105%. Power Users and 3<sup>rd</sup> Party IP licenses are not counted in the minimum or maximum</li> <li>• 12% off select ERS Switches and/or</li> <li>• 12% off select Video and/or</li> <li>• 12% off select SBCE and/or</li> <li>• 12% off IPOCC and/or</li> <li>• 12% off ACCS</li> <li>• 12% off WLAN (If Level 2 qualified)</li> </ul>

Promotion codes are shown in Appendix 2.

**Please Note:**

1. Detailed list of discountable material codes are in Appendix 1 of this offer definition.
2. All discounts are based on APL list price. For Example, if the APL list price is \$100 and the discount is 10%, the discount will be an additional \$10 off the partner’s existing buy price.
3. Digital phones are not eligible for this promotion and will not receive any incremental discount under this promotion’s guidelines

**IP Office Growth – Additional Terms and Conditions**

1. This promotion cannot be used in conjunction with any other Avaya promotion or Special Bid.
2. This promotion is combinable with Deal Registration under the specific terms and conditions of the Deal Registration program.
3. Avaya Software Investment Protection Policy (ASIPP) has been updated to include IP Office. ASIPP provides additional discounts on software in the form of a reduced list price for customers migrating from CS1K/Meridian 1, BCM, DEFINITY or CM to IP Office 9.1. ASIPP licenses are eligible to be included in an IP Office Growth quote, but cannot be further discounted. The following list of IP Office material codes will qualify quotes for the Upsell promotion, but the ASIPP codes will not receive any further discounts as part of this

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promotion, other material codes included in the quote are eligible for the discount according to the Upsell guidelines:

Material Code	Description
339145	IPO R9+ ASIPP AV IP ENDPT 1 PLDS LIC
339146	IPO R9+ ASIPP VM PRO 2 PLDS LIC
339147	IPO R9+ ASIPP AV IP ENDPT 1 ADI LIC
339148	IPO R9+ ASIPP AV IP ENDPT 5 ADI LIC
339167	IPO R9+ ASIPP AV IP ENDPT 20 ADI LIC
339170	IPO R9+ ASIPP ESSNTL ADD 2CH ADI LIC
339171	IPO R9+ ASIPP VM PRO 2 ADI LIC
339172	IPO R9+ ASIPP VM PRO 4 ADI LIC
339180	IPO R9+ ASIPP VM PRO 8 ADI LIC
339181	IPO R9+ ASIPP VM PRO 16 ADI LIC
339184	IPO R9+ ASIPP AV IP ENDPT 50 ADI LIC
339188	IPO R9+ ASIPP AV IP ENDPT 100ADI LIC
339189	IPO R9.1 ASIPP ESSNTL ED ADI LIC
339190	IPO R9.1 ASIPP PREFRD VM PRO ADI LIC
339191	IPO R9.1 ASIPP SE ADI LIC
339192	IPO R9.1 ASIPP VL SE ADI LIC
339551	IPO R9.1 ASIPP VL SE RUSSIA ADI LIC
308398	IPO-SL ASIPP R9.1 VM PRO 2 PLDS LIC
308399	IPO-SL R9.1 ASIPP AV IP EP 1PLDS LIC
308620	IPO-SL R9.1 ASIPP SE PLDS LIC
370521	IPO-SL R9.1 ASIPP VL SE PLDSLIC
370522	IPO-SL R9.1 SE RUSSIA PLDS ASIPP LIC
370523	IPO-SL R9.1 ASIPP VL SE RUS PLDS LIC
370525	IPO R9.1 ASIPP ESSNTL ED PLDS LIC
370526	IPO R9.1 ASIPP PREFRD VM PRO PLDS LIC
370527	IPO R9.1 ASIPP SE PLDS LIC
370528	IPO R9.1 ASIPP VL SE PLDS LIC

More information on ASIPP for IP Office can be found at :

<https://sales.avaya.com/en/general/avaya-software-investment-protection-policy-%28asipp%29>

4. A **unique promotion authorization code is to be used for each individual End User** and cannot be shared among multiple End Users. Furthermore, only the quantity of materials the customer requires at point of sale can be on the order and be eligible to receive promotional discounts. Per the [2013 Global Reseller Sales Reporting Policy](#), stocking of products is strictly forbidden. Any violation of the above, or of any of the terms and

conditions within this document, may result in the promotion discounts being charged back to the reseller, loss of financial benefits, demotion or contract termination.

5. The maximum quantities will be verified by the distributor prior to order submission. If these quantities are exceeded the additional quantities will be moved to a separate purchase order and will not receive the promotional discounts.
6. A non-standard term and condition included with every approval defines that the number of IP phones cannot exceed the number of IP endpoint licenses, subject to partner audit and penalty.
7. All IP Office licenses must be ordered as a License Key within either the ADI or PLDS system. Use of ADI Certificates is not allowed.
8. Avaya partner must place the order in one PO with the minimum configuration from the email confirmation by **September 27, 2016**. The order must be completed and the product must ship and invoice from your Distributor by **September 30, 2016**. Non-compliant orders will automatically be rejected by the distributor.

### Avaya Partner Value Proposition

- High revenue and margin sales
- Incremental margin to bid on competitive situations
- Recurring and profitable product and services cross-sell

### Avaya Partner Promotion Process

**The IP Office Growth promotion can only be executed via the new Marketing Promotions Module inside the Avaya One Source tool:**

1. Create a new merchandize or configured quote at Avaya's One Source tool
2. Ensure that the quote is at ready-to-order status.
3. Search for available promotions via the "check for promotions" button
4. Select the "IP Office Growth" promotion if applicable
5. Apply the "IP Office Growth" promotion to the quote
6. Submit order through the standard distributor sales-out process by **September 27, 2016**. The order must be completed and the product must ship and invoice from your Distributor by **September 30, 2016**. Non-compliant orders will automatically be rejected by the distributor.

### **MPM order process flow**



### **Distributors' Process / Rules**

For Distributors' Process/Rules please reference the [Global Distributor Handbook](#) for Promotions Offer Policy. Distributor will refer to the flow chart for additional information in reference to processing the eligible discount.

### **Avaya Promotion Terms and Conditions**

Please see standard terms and conditions available from the Avaya Sales and Partner Portal at <https://sales.avaya.com/documents/1399552195998>

### **Resources**

- **SME Promotions Information:**  
<https://sales.avaya.com/en/general/small-and-midmarket-business-promotions>
- **Avaya Financial Services:**  
[https://avaya.my.salesforce.com/apex/sp\\_ViewDetailPage?id=a3j30000000L6qMAAS](https://avaya.my.salesforce.com/apex/sp_ViewDetailPage?id=a3j30000000L6qMAAS)

### **Contacts – Promotion and SME Pre-Sales Support 888-297-4700**

Please contact your Avaya Channel Account Manager (CAM).

**Appendix 1 - Promotion Qualifiers and Discountable Codes:**

**IP Office Growth Level 1**

To qualify for Level 1 discount one of the following material codes must be present on the order:

Material Code	Description
339189	IPO R9.1 ASIPP ESSNTL ED ADI LIC
339096	IPO R9.1 ESSNTL ED ADI LIC
275631	IPO R9 ESSNTL ED ADI LIC
273913	IPO R9 ESSNTL ED PLDS LIC
370525	IPO R9.1 ASIPP ESSNTL ED PLDS LIC
339212	IPO R9.1 ESNTL ED PLDS LIC
339192	IPO R9.1 ASIPP VL SE ADI LIC
339191	IPO R9.1 ASIPP SE ADI LIC
339101	IP OFFICE R9.1 VIRTUALIZED SERVER EDITION ADI LIC:DS
339100	IP OFFICE R9.1 SERVER EDITION ADI LIC:DS
339104	IP OFFICE R9.1 SOFTWARE ONLY SERVER EDITION ADI LIC:DS
370528	IP OFFICE R9.1 ASIPP VIRTUALIZED SERVER EDITION PLDS LIC:DS
370530	IP OFFICE R9.1 ASIPP VIRTUALIZED SERVER EDITION RUSSIA PLDS LIC:DS
370527	IP OFFICE R9.1 ASIPP SERVER EDITION PLDS LIC:DS
339217	IP OFFICE R9.1 VIRTUALIZED SE PLDS LIC:DS
339216	IP OFFICE R9.1 SERVER EDITION PLDS LIC:DS
339220	IP OFFICE R9.1 SOFTWARE ONLY SERVER EDITION PLDS LIC:DS
370521	IP OFFICE SELECT R9.1 ASIPP VRTULZD SEREVER EDITION PLDS LIC:DS
308620	IP OFFICE SELECT R9.1 ASIPP SERVER EDITION PLDS LIC:DS
339194	IPO-SL 9.1 VRTLZD SE PLDS LIC
339193	IPO-SL 9.1 SE PLDS LIC
339195	IPO-SL 9.1 SE RUSSIA PLDS LIC
339198	IPO-SL 9.1 SFTW ONLY SE PLDS LIC

**Discountable Material Codes**

**IP Office : All Material Codes classified in the Material Price Group 9P**

**Avaya IP Phone Set Material Codes**

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Single Pack

700504844 IP PHONE 9608 GLOBAL  
700505424 IP PHONE 9608G GRY  
700504845 IP PHONE 9611G ICON ONLY  
700506514 IP PHONE 9621G ICON ONLY  
700506517 IP PHONE 9641G  
700506209 IP PHONE 9650 GRY  
700505992 IP PHONE 9641GS GLOBAL  
700507947 IP PHONE 9608 TAA  
700507946 IP PHONE 9608G TAA  
700507948 IP PHONE 9611G TAA  
700506516 IP PHONE 9621G TAA  
700506519 IP PHONE 9541G TAA  
700509409 IP PHONE 9541GS GLOBAL TAA  
700508259 1603-I IP DESKPHONE ICON ONLY  
700508258 1603SW-I IP DESKPHONE ICON ONLY  
700508260 1608-I IP DESKPHONE ICON ONLY  
700504843 1616-I IP DESKPHONE ICON ONLY

Multipack

700510904 IP PHONE 9611G GLOBAL 4 PK  
700510905 IP PHONE 9608G GRY GLOBAL 4 PK  
700510907 1608-I IP DESKPHONE ICON 4 PK  
700510908 1616-I IP DESKPHONE ICON 4 PK

**DECT Phones**

70046610 DECT 3720 Handset  
700466139 DECT 3725 Handset  
700479454 DECT 3740 Handset  
700479462 DECT 3749 Handset

**Conference Phones**

700501533 B149 Conference Phone  
700501530 B159 Conference Phone  
700508893 B169 Conference Room Phone US  
700504740 B179 Conference Room Phone

**SIP Phnes**

700508095 E169 Media Station Kit  
700508085 E159 Media Station Kit



## IP OFFICE GROWTH Level 2

To qualify for Level 2 discount one of the following material codes must be present on the order:

Material Code	Description
700501442	IP OFFICE R8.0+ UNIFIED COMMUNICATIONS MODULE
700507449	IP OFFICE UC Mod V2
339190	IPO R9.1 ASIPP PREFRD VM PRO ADI LIC
339098	IPO R9.1 PREFRD VM PRO ADI LIC
275653	IPO R9 PREFRD VM PRO ADI LIC
370526	IPO R9.1 ASIPP PREFRD VM PRO PLDS LIC
339214	IPO R9.1 PREFRD VM PRO PLDS LIC
339192	IPO R9.1 ASIPP VL SE ADI LIC
339191	IPO R9.1 ASIPP SE ADI LIC
339101	IP OFFICE R9.1 VIRTUALIZED SERVER EDITION ADI LIC:DS
339100	IP OFFICE R9.1 SERVER EDITION ADI LIC:DS
339104	IP OFFICE R9.1 SOFTWARE ONLY SERVER EDITION ADI LIC:DS
370528	IP OFFICE R9.1 ASIPP VIRTUALIZED SERVER EDITION PLDS LIC:DS
370527	IP OFFICE R9.1 ASIPP SERVER EDITION PLDS LIC:DS
339217	IP OFFICE R9.1 VIRTUALIZED SE PLDS LIC:DS
339216	IP OFFICE R9.1 SERVER EDITION PLDS LIC:DS
339220	IP OFFICE R9.1 SOFTWARE ONLY SERVER EDITION PLDS LIC:DS
370521	IP OFFICE SELECT R9.1 ASIPP VRTULZD SEREVER EDITION PLDS LIC:DS
308620	IP OFFICE SELECT R9.1 ASIPP SERVER EDITION PLDS LIC:DS
339194	IPO-SL 9.1 VRTLZD SE PLDS LIC
339193	IPO-SL 9.1 SE PLDS LIC
339198	IPO-SL 9.1 SFTW ONLY SE PLDS LIC

### Discountable Material Codes

**IP Office : All Material Codes classified in the Material Price Group 9P**

### **Avaya IP Phone Set Material Codes**

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Single Pack

700504844 IP PHONE 9608 GLOBAL  
700505424 IP PHONE 9608G GRY  
700504845 IP PHONE 9611G ICON ONLY  
700506514 IP PHONE 9621G ICON ONLY  
700506517 IP PHONE 9641G  
700506209 IP PHONE 9650 GRY  
700505992 IP PHONE 9641GS GLOBAL  
700507947 IP PHONE 9608 TAA  
700507946 IP PHONE 9608G TAA  
700507948 IP PHONE 9611G TAA  
700506516 IP PHONE 9621G TAA  
700506519 IP PHONE 9541G TAA  
700509409 IP PHONE 9541GS GLOBAL TAA  
700508259 1603-I IP DESKPHONE ICON ONLY  
700508258 1603SW-I IP DESKPHONE ICON ONLY  
700508260 1608-I IP DESKPHONE ICON ONLY  
700504843 1616-I IP DESKPHONE ICON ONLY

Multipack

700510904 IP PHONE 9611G GLOBAL 4 PK  
700510905 IP PHONE 9608G GRY GLOBAL 4 PK  
700510907 1608-I IP DESKPHONE ICON 4 PK  
700510908 1616-I IP DESKPHONE ICON 4 PK

**DECT Phones**

70046610 DECT 3720 Handset  
700466139 DECT 3725 Handset  
700479454 DECT 3740 Handset  
700479462 DECT 3749 Handset

**Conference Phones**

700501533 B149 Conference Phone  
700501530 B159 Conference Phone  
700508893 B169 Conference Room Phone US  
700504740 B179 Conference Room Phone

**SIP Phnes**

700507151 E129 SIP Deskphone  
700508095 E169 Media Station Kit  
700508085 E159 Media Station Kit

**IN ADDITION** one of the following add-on products must also be on the order in the appropriate quantities to meet the customer needs in addition to the IP Office qualifiers. Note, all add-on products are NOT required to qualify for Level 2 discounts, just one of them. Codes marked with an X are promotion triggers and are required on the order to qualify for the discount. Other codes listed are discountable as part of that product category.

**Video**

Material Code	Description	Promotion Trigger
55211-0021	AV Video SRVR for IP Office Base Product	X
555211-0020	SCOPTA XT5000 for IP OFFICE	X

**Or**

Base Scopia Elite 6000 Series MCUs			Promotion Trigger
Scopia Elite 6105 MCU	55547-00001	MCU providing: 3x1080p60 / 5x1080p30 / 5x720p60 / 5x720p30 / 20x480p30 ports	X
Scopia Elite 6110 MCU	55547-00005	MCU providing: 5x1080p60 / 10x1080p30 / 10x720p60 / 10x720p30 / 40x480p30 ports	X
Scopia Elite 6120 MCU	55547-00010	SMCU providing: 10x1080p60 / 20x1080p30 / 20x720p60 / 20x720p30 / 80x480p30 ports	X
Scopia Elite 6140 MCU	55547-00020	Standalone MCU providing: 20x1080p60 / 40x1080p30 / 40x720p60 / 40x720p30 / 160x480p30 ports	X
Scopia Elite 6000 Series Software Packages			
Scopia Elite 6105 Software Licensing Package	54547-00901	Includes Scopia Management with Gatekeeper, Scopia Desktop & Scopia Mobile clients	
Scopia Elite 6110 Software Licensing Package	54547-00902	Includes Scopia Management with Gatekeeper, Scopia Desktop & Scopia Mobile clients	
Scopia Elite 6120 Software Licensing Package	54547-00903	Includes Scopia Management with Gatekeeper, Scopia Desktop & Scopia Mobile clients	
Scopia Elite 6140 Software Licensing Package	54547-00904	Includes Scopia Management with Gatekeeper, Scopia Desktop & Scopia Mobile clients	
Scopia Elite 6000 Series HD 720p30 Double Capacity License			
Scopia Elite 6105 - 720p30 Double Capacity License	55547-00911	Doubles the 720p30 capacity from 5 to 10 ports	
Scopia Elite 6110 - 720p30 Double Capacity License	55547-00912	Doubles the 720p30 capacity from 10 to 20 ports	
Scopia Elite 6120 - 720p30 Double Capacity License	55547-00913	Doubles the 720p30 capacity from 20 to 40 ports	
Scopia Elite 6140 - 720p30 Double Capacity License	55547-00914	Doubles the 720p30 capacity from 40 to 80 ports	

**Ethernet Networking**

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**Networking ports at a minimum of 48 ports to qualify for the Level 2 IP Office Growth promotion.**

Product	Material Code	Description
ERS	AL3500E11-E6	Ethernet Routing Switch 3526T-PWR+ with 24 10/100 (802.3af/at) PoE ports, 2 combo 10/100/1000 SFP ports, plus 2 rear SFP ports (stack cable not included). Incl Base S/w Lic Kit. (RoHS compliant). (N America power cord)
ERS	AL3500E15-E6	Ethernet Routing Switch 3524GT-PWR+ with 24 10/100/1000 (802.3af/at) PoE ports & 4 shared SFP ports, plus 2 rear SFP ports (stack cable not included). Incl Base S/w Lic Kit. (RoHS compliant). (N America power cord)
ERS	AL4500E12-E6	ERS 4550T-PWR with 48 10/100 802.3af PoE ports plus 2 combo 10/100/1000 SFP ports, HiStack ports and RPS connector. Inc. Base Software License & 46cm stack cable. (N America power cord)
ERS	AL4800E88-E6GS	ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. NA PC GSA VERSION
ERS	AL4800E89-E6GS	ERS 4826GTS-PWR+ with 24 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. NA PC GSA VERSION
ERS	AL4800E88-E6	ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. NA PC
ERS	AL4800E89-E6	ERS 4826GTS-PWR+ with 24 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. NA PC
ERS	AL3500B11-E6	Ethernet Routing Switch 3526T-PWR+ with 24 10/100 (802.3af/at) PoE ports, 2 combo 10/100/1000 SFP ports, plus 2 rear SFP ports (stack cable not included). Incl Base S/w Lic Kit. (RoHS compliant). (N America power cord)
ERS	AL3500B15-E6	Ethernet Routing Switch 3524GT-PWR+ with 24 10/100/1000 (802.3af/at) PoE ports & 4 shared SFP ports, plus 2 rear SFP ports (stack cable not included). Incl Base S/w Lic Kit. (RoHS compliant). (CALA power cord)
ERS	AL4500B12-E6	ERS 4550T-PWR with 48 10/100 802.3af PoE ports plus 2 combo 10/100/1000 SFP ports, HiStack ports and RPS connector. Inc. Base Software License & 46cm stack cable. (CALA power cord)
ERS	AL4800B88-E6	ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. (CALA power cord)
ERS	AL4800B89-E6	ERS 4826GTS-PWR+ with 24 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. (CALA power cord)

### Wireless Networking

**Wireless LAN can be discounted as part of a Level 2 design. Following are the discountable material codes:**

Material Code	Description
WAP913200-E6	WLAN 9132 Indoor Access Point (11ac, 2x2)
WAP913300-E6	WLAN 9133 Indoor Access Point
WAP911200-E6	WLAN 9112 INDOOR 2 -RADIO ACCESS POINT, 802.11ac, 2x2
WLC0020APP	20 AP licenses for Application Control SW Upgrade
WOS9100E	WLAN ORCHESTRATION SYSTEM FOR WLAN 9100 SERIES
WLC0050WOS	WOS Licenses- support for 50 Access Points

### Security

**A minimum of 24 licenses either standard or advanced are required along with the Server or OVA to qualify for Level 2 of the IP Office Growth promotion. The other SBC codes below are discountable as part of Level 2.**

Material Code	Description	Promotion Trigger
273792	ASBCE R6.2+ STD SVCS IPO LIC 1-500	Minimum 20
381662	ASBCE R6.2+ STD SVCS IPO LIC 501-1000	
300720	ASBCE R6.2+ ADV SVCS IPO LIC 1-500	Minimum 20
381664	ASBCE R6.2+ ADV SVCS IPO LIC 501-1000	
307177	ASBCE R6.X STD SVCS HA IPO LIC 1-500	
381663	ASBCE R6.X STD SVCS HA IPO LIC 501-1000	
307178	ASBCE R6.X ADV SVCS HA IPO LIC 1-500	
381665	ASBCE R6.X ADV SVCS HA IPO LIC 501-1000	
270407	ASBCE R6.2+ HA LIC	
270408	ASBCE R6.2+ ELEMENT MGR LIC	
307534	ASBCE R6.2 VIDEO CONF IPO LIC	
308410	Video HA for IPO	
382524	ASBCE R6 OVA IPO LIC	
306995	ASBCE R6.X ENCRYPTION LIC FOR IPO	
382300	ASBCE R7 STD SVCS IPO LIC 1-500	Minimum 20
382301	ASBCE R7 STD SVCS IPO LIC 501-1000	
382302	ASBCE R7 STD SVCS IPO LIC 1001-2000	
382305	ASBCE R7 ADV SVCS IPO LIC 1-500	Minimum 20
382306	ASBCE R7 ADV SVCS IPO LIC 501-1000	
382307	ASBCE R7 ADV SVCS IPO LIC 1001-2000	
382310	ASBCE R7 STD SVCS HA IPO LIC 1-500	
382311	ASBCE R7 STD SVCS HA IPO LIC 501-1K	
382312	ASBCE R7 STD SVCS HA IPO LIC 1001-2K	
382315	ASBCE R7 ADV SVCS HA IPO LIC 1-500	
382316	ASBCE R7 ADV SVCS HA IPO LIC 501-1000	
382317	ASBCE R7 ADV SVCS HA IPO LIC 1001-2K 1	
382283	ASBCE R7 ELEMENT MGR LIC	
382284	ASBCE R7 HA LIC	
382320	ASBCE R7 SCOPIA VIDEO CONF IPO LIC	
382323	ASBCE R7 SCOPIA VIDEO HA IPO LIC	
382326	ASBCE R7 OVA IPO FILES LIC	
382329	ASBCE R7 ENCRYPTION FOR IPO LIC	
273793	ASBCE R6.2 CORE PORTWELL CAD-208 IPO	
307175	ASBCE R6.X CORE DELL R210-II FOR IPO	
307176	ASBCE R6.X EMS DELL R210-II FOR IPO	
381670	DELL R320 MID RANGE SRVR IPO ASBCE	

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**IP Office Contact Center:**

**One of the following IP Office Contact Center Base license is required to trigger Level 2 of the IP Office Growth promotion.**

Material Code	Description	Promotion Trigger
308392	IPOCC BASE SE LIC IPO R9.1.0	X
308394	IPO R9+ IPOCC BASE IP500 V2 LIC IPO R9.1.0	X
308393	IPO R9+ IPOCC IP500 V2 TO SE LIC	X
339552	IPO SL R9+ IPOCC BASE SE LIC IPO R9.1.0 Select	X
339553	IPO R9+ IPOCC Base 500v2 to SL SE LIC IPO R9.1.0 Select	X

**All material codes in IP Office Contact Center Profit Center 20001600 are discountable as part of Level 2.**

**Avaya Contact Center Select:**

**The Avaya Contact Center Select Base license is required to trigger Level2 of the IP Office Growth promotion.  
The other ACCS codes are discountable under Level 2.**

Material Code	Description	Promotion Trigger
370230	ACCS R6 FP2 BASE SFTW BNDL LIC (10 voice, 1 MM, 1 Supervisor)	X
306808	ACCS 1X Voice Agent License	
306809	ACCS 1X Contact Center – Multimedia Agent License	
306810	ACCS 1X Contact Center – Supervisor License	
370231	ACCS Business Continuity	
370230	ACCS R6 FP2 Base System Software + License Bundle	X
380825	ACCS R6 FP2 BASE SW ASIPP UPG LIC	X
380826	ACCS R6 FP2 BASE SW ASIPP ENTL LIC	X

## Appendix 2 - Promotion Codes:

Following are the promotion Codes.

US Level 1 Promotion Codes			Canada Level 1 Promotion Codes		
Code	Description	Discount %	Code	Description	Discount %
<b>IPGROW1-US-L1</b>	IP Office Growth Level 1 Package (\$5-50K List) - Base offer for US	6% off IPO HW/SW and select IP Phones	<b>IPGROW1-CA-L1</b>	IP Office Growth Level 1 Package (\$5-50K List) - Base offer for Canada	6% off IPO HW/SW and select IP Phones
<b>IPGROW2-US-L1</b>	IP Office Growth Level 1 Package (>\$50K List) - Base offer for US	7% off IPO HW/SW and select IP Phones	<b>IPGROW2-CA-L1</b>	IP Office Growth Level 1 Package (\$50-100K List) - Base offer for Canada	7% off IPO HW/SW and select IP Phones
US Level 2 Promotion Codes			Canada Level 2 Promotion Codes		
Code	Description	Discount %	Code	Description	Discount %
<b>IPGROW1-US-L2</b>	IP Office Growth Level 2 Package (\$5-50K List) - Networking, Video or Contact Center attach for US	9% off IPO HW/SW and select IP Phones, 12% off upsell	<b>IPGROW1-CA-L2</b>	IP Office Growth Level 2 Package (\$5-50K List) - Networking, Video or Contact Center attach for Canada	9% off IPO HW/SW and select IP Phones, 12% off upsell
<b>IPGROW2-US-L2</b>	IP Office Growth Level 2 Package (>\$50K List) - Networking, Video or Contact Center attach for US	10% off IPO HW/SW and select IP Phones, 12% off upsell	<b>IPGROW2-CA-L2</b>	IP Office Growth Level 2 Package (\$50-100K List) - Networking, Video or Contact Center attach for Canada	10% off IPO HW/SW and select IP Phones, 12% off upsell

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