



OFFER DEFINITION

FOR AVAYA PARTNERS & DISTRIBUTORS

VIDEO NOW

PACKAGE START DATE: AUGUST 31, 2015

PACKAGE END DATE: SEPTEMBER 27, 2016

AVAILABILITY: US THEATER

VERSION: 1.1 (OCTOBER 01, 2015)

- **VERSION 1.0:**
 - **FIRST VERSION FOR LAUNCH**
- **VERSION 1.1: (OCTOBER 01, 2015)**
 - **EXTENSION UNTIL SEPTEMBER 27, 2016; ADDITION OF DISCOUNT BAND 2; ADJUSTMENT OF MINIMUM \$ THRESHOLD TO 15K USD; COMBINABLE WITH DEAL REGISTRATION**

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Introduction

Video NOW offers Avaya Connect Scopia Video authorized partners an attractive discount on all Avaya Scopia Video products when sold either to installed base or net new customers for video infrastructure upgrades, expansion or replacement. It is ideally suited for use with small and medium-sized video opportunities and to build run-rate business. Use it as a more convenient and simpler alternative to Special Bids.

Overview / Summary

Starting **August 31, 2015**, partners can leverage **Video NOW** to position all available Avaya Scopia Video products. **Video NOW** is structured with two different discount bands so the larger the deal size, the greater the discount! Available discounts are as follows:

Band 1 (deal size \$15K-\$50K USD APL) - incremental promotion discount of **7%** off APL

Band 2 (deal size >\$50K USD APL) - incremental promotion discount of **8%** off APL

Discounts are available on all Avaya Material Price Group (MPG) 8P material codes whenever the size of the product opportunity on a single quote exceeds a list price of \$15K USD APL. It is simple to apply through the Avaya Marketing Promotions Module (MPM), and there are no restrictions on usage other than those shown in the terms and conditions section of, and elsewhere in this offer document.

Avaya Partner Value Proposition

- A new opportunity to generate revenue from Avaya Scopia Video solutions
- Win with competitive pricing, make good margin, no need for Special Bids
- Retain existing customers and attract new customers

Avaya Partner Package Process / Rules

Quoting & Ordering:

1. Create a quote/design as normal with eligible material codes quoted separately and process the quote through the Marketing Promotions Module (MPM) within the Avaya Enterprise Configurator (EC), applying the appropriate promotion code:
 - **'VideoNOW1-US'** (Band 1, for Scopia Video-only quotes)
 - **'VideoNOW2-US'** (Band 2, for Scopia Video-only quotes)
 - **'NPVNOW1-US'** (for band 1 Scopia Video combined with Networking and/or phone handsets on the same quote. Note that in this scenario Network NOW band 1 and Phone NOW band 1 package discounts will also be applied to the qualifying Networking products and phone handsets)
2. Package discounts apply to products only, not maintenance services. Standard maintenance requirements apply.
3. Package may not be combined with any other Avaya package, promotion or Special Bid except for Deal Registration.
4. New quotes and quote modifications for this package can be made up to and including 27th September 2016. All products must be shipped (sales out) before 1st October 2016.

Promotion and Package Terms and Conditions

Promotional Terms & Conditions (General, Global)

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

Resources

Video NOW Package

Please see the Scopia Video Promotions page on the Avaya Sales and Partner Portal at <https://sales.avaya.com/en/general/video-now>

Product Information

Please see the Scopia Video Product pages on the Avaya Sales and Partner Portal at <https://sales.avaya.com/en/pss/avaya-scopia> or at Avaya.com

Contacts

Questions? Please Contact:

Your Avaya distributor, Channel Account Manager, or emeapromotions@avaya.com

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