

# Avaya Connect

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## Demo Purchase Program Policy Guide

Global Version  
**Fiscal Year 2017**

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This guide describes the process by which partners can obtain and use Avaya equipment at discounted prices for the purpose of demonstration and lab equipment.

This document is accurate as of the date printed above. For the most current information, please download the electronic version posted on the [Avaya Partner Portal](#).

|   |           |
|---|-----------|
| <b>1. Program Overview .....</b>  | <b>3</b>  |
| <b>2. Eligibility .....</b>   | <b>3</b>  |
| <b>3. Discounts.....</b>  | <b>4</b>  |
| <b>4. Pre-defined Packages .....</b>  | <b>4</b>  |
| 4.1. Package Upgrades.....  | 5         |
| 4.2. Package Purchase Limitations.....  | 5         |
| 4.3. Package Order Examples – Acquiring a Demo Kit for IP Office R10.....                 | 5         |
| <b>5. Custom Enterprise and Aura configurations (Custom Demo Requests – SSR/SBA) ....</b> | <b>6</b>  |
| 5.1. Purchase Allowance.....  | 6         |
| <b>6. Discount Approval and Order Process .....</b>                                       | <b>7</b>  |
| 6.1. Demo Package Discount Approval and Order Process.....                                | 7         |
| 6.2. Custom Demo Discount Approval and Order Process .....                                | 8         |
| <b>7. Product Registration Process .....</b>  | <b>9</b>  |
| <b>8. Service Support .....</b>   | <b>9</b>  |
| <b>9. Contacts.....</b>   | <b>11</b> |
| <b>Appendix A: Defined Demo Kit Packages .....</b>  | <b>12</b> |
| <b>Appendix B: Terms and Conditions .....</b>   | <b>20</b> |
| <b>Appendix C: IP Office R10 Details .....</b>  | <b>21</b> |
| <b>Appendix D: Document Revision History .....</b>  | <b>24</b> |

# Demo Purchase Program Policy Guide

## 1. Program Overview

We are pleased to announce the Global Demo Purchase Program for Avaya Connect partners. The Demo Purchase Program is effective 1 October 2016 through 30 September 2017.

This not-for-resale program offers access to purchase Avaya products at significantly reduced prices enabling partners to learn and demonstrate the latest Avaya solutions - Team Engagement (Unified Communications) and Collaboration, Customer Engagement (Contact Center), Networking, and Video.

The Demo Purchase Program has pre-defined packages that must be ordered as specified, except for Aura demo equipment purchases that can be ordered as custom configurations based on specific needs.

Our strategy in offering pre-defined demo packages is threefold. First, these packages have been created with guidance from the product experts so the most important and commonly requested features can be demonstrated. Second, having consistent demo packages will allow our solution specialists to create and share with demo owners a variety of configurations to address customer scenarios. Third, having packages facilitates automating the request approval process to improve your experience working with Avaya.

Partners are also reminded of the other options that are available to provide demo capabilities at no additional cost - please review the [Demo Advantage Guide](#)<sup>1</sup> to find the right demo option for you.

## 2. Eligibility

All current Avaya Connect partners in good standing may participate in the Global Demo Purchase Program (GDPP).

**To be eligible to purchase under this program the partner must hold the required Sales Authorization(s) for the solutions contained in the package and/or custom configuration before placing an order.** Please refer to the [Avaya Connect Solution Authorization Policy Guide](#)<sup>2</sup> for details.

The partner must agree the demo equipment purchased under this program is to be used for one of the following purposes:

- Installed at a registered partner sales location (as shown in PRM) for purposes of **demonstrating** the solution;
- Installed at a registered partner lab location (as shown in PRM) for purposes of **demonstrating the solution, staff training, troubleshooting, or development**;
- Deployed by partner staff holding the solution Sales Authorization for use at events near the registered partner sales location for purposes of **demonstrating the solution**; or

<sup>1</sup> <https://sales.avaya.com/en/general/demos-enterprise>

<sup>2</sup> [https://sales.avaya.com/en/general/program-requirements##Authorization\\_to\\_Sell\\_&\\_Design](https://sales.avaya.com/en/general/program-requirements##Authorization_to_Sell_&_Design)

- Deployed temporarily for customer **trials or training**. If used for customer trials, the partner must be certified to implement the solution(s) or use another partner that is authorized to install the product.

The partner must also agree that:

- Demo equipment purchased under this program is NOT eligible for resale;
- End user of demo equipment purchased under this program must always be stated as the partner themselves;
- Avaya may audit the partner at any time to confirm the presence of the demo equipment;
- Demo equipment purchased under this program will be maintained in a condition to continue the intended use of it; and
- Demo licenses will not exceed thirty (30) users for the demo equipment purchased.

Whilst Partners are highly encouraged to purchase Avaya equipment for their own infrastructure, infrastructure purchases are not eligible under this Global Demo Purchase Program. Please contact your Avaya Channel Account Manager to discuss infrastructure purchases.

### 3. Discounts

Eligible demo purchases will be discounted at **up to 70% off APL for hardware**, and **up to 80% off APL for software** (at Avaya's discretion). This discount represents the total potential discount amount off the Avaya Price List (APL), which will be calculated and applied as an incremental discount in addition to the Avaya Connect Program Level discount – other special discounts, rebates, programs, promotions or incentives cannot be applied unless otherwise stated.

Maintenance can be purchased, and must be purchased where Mandatory Maintenance Attach rules apply, for products purchased under this program. Maintenance receives no additional discount under this program and is thus purchased at standard discount.

When purchasing from an Avaya authorized Distributor, the partners' actual demo purchase price under this program will be determined by the Distributor.

**Note:** The Demo Purchase Program applies to Avaya products only and does not include OEM (Original Equipment Manufacturer) or 3rd party software sold as a separate product or included in an Avaya branded offer.

### 4. Pre-defined Packages

In order to improve the resources provided to partners to support their demo equipment purchases and overall demonstration capabilities, Avaya is providing complete pre-defined demonstration packages in the program starting this year.

These new demonstration packages will include the equipment required to effectively demonstrate the solution, and over time Avaya will make available documentation in the form of

demo guides, scripts, and/or video examples to help guide best in class solution demonstration using the demo packages.

#### **4.1. Package Upgrades**

Periodically these packages will be updated to reflect product changes and or design changes as determined by Avaya. If an update occurs while a package request is being processed it may require resubmittal. Requestors will be notified when this happens whenever possible.

#### **4.2. Package Purchase Limitations**

**Partners may purchase one of each package shown in [Appendix A](#) for a unique registered office location (as shown in PRM) in any Avaya Fiscal Year.** This limitation is for tracking and ordering purposes only so any package may be installed and used at any partner office location.

All package purchases are subject to program and configuration review by Avaya before approval. Additional equipment to supplement the packages may be purchased on a separate quote/order at standard discount.

When placing an order, the Bill Of Materials (BOM) – material codes and quantities – shown in [Appendix A](#) should be ordered exactly as shown and as defined for each package in order to access the discounted program pricing. Packages must be ordered individually (one package per order) to receive proper discounting using the Marketing Promotions Module (MPM) process.

#### **4.3. Package Order Examples – Acquiring a Demo Kit for IP Office R10**

In August 2016 we made a major update to the IP Office packages to accommodate the new release of R10 and we will use it here as an example for how to order a demo kit using the several packages available to showcase Avaya IP Office MidMarket solutions.

For details on the exact contents and line items making up the IP Office R10 demo packages, please refer to [Appendix C](#). Here you also find simple instructions for upgrading your kit.

#### **Upgrading from 9.1**

If you already have a demonstration kit for IP Office prior to R10, you may simply update the kit by ordering the **IP Office Software Package R10** in [Appendix A](#) and following the new [Avaya IP Office R10 Anywhere & Power Demo Global Resource Guide](#) instructions for either of the hardware configurations - NA (North America) and the INTL (outside North America). The same software will work on both.

If your old Power Demo Kit requires the UC Module you may order that using the IP Office UC Upgrade Package in [Appendix A](#) and following the instructions in the R10 Resource Guide noted above.

If you already have an IP Office Server Edition demonstration kit, you may update the kit by ordering the **IP Office Server Edition Full Feature Software Package - R10** in [Appendix A](#) and following the same R10 Resource Guide noted above.

### Buying a new IPO Demo Kit

To purchase a new IP Office demonstration kit, you must first decide which method works best for your purposes. Please consult with your local Avaya account team for recommendations. For this example we will consider a partner who wants to build a Power Demo kit with basic telephony, advanced telephony, and networking capability.

The partner will order the following GDPP Packages separately (one order for each package) using the Avaya OneSource Design Tool and select the associated MPM promotion for each.

- IP Office Software Package – R10
- IP Office Hardware Package – R10
- IP Telephony Package (IP Office)
- Advanced Telephony Package (IP Office)
- MidMarket Networking and WLAN Package

The partner will follow the order instructions found in [section 6](#) of this document for each of the above GDPP demo packages.

## 5. Custom Enterprise and Aura configurations (Custom Demo Requests – SSR/SBA)

**Partners can purchase custom configurations up to their applicable Purchase Allowance in any Avaya Fiscal Year.** All custom demo configurations are subject to program and configuration review by Avaya before approval. Custom configurations may also be used in unique situations to supplement the pre-defined demo packages for specific demo/lab scenarios (at Avaya’s discretion) up to the applicable annual Partner’s Purchase Allowance.

### 5.1. Purchase Allowance

Partners have an annual demo purchase allowance governing the amount of *customized Aura demo equipment and software* they may purchase for a unique registered office location (as shown in PRM) in each Avaya Fiscal Year based on their current Avaya Connect Program Level.

The annual customized demo purchase allowance is **capped at US\$300,000 for Platinum, US\$200,000 for Gold, US\$100,000 for Silver, and US\$50,000 for Authorized** level partners. *(Note: these caps refer to post-discounted demo purchases.)*

The demo purchase allowance is applicable to the current Avaya Fiscal Year only and cannot be carried forward. Once a partner has reached their dollar threshold limit, that partner will be responsible for ordering and funding any additional demo purchases at their standard discount.

## 6. Discount Approval and Order Process

The process for obtaining discount approval and then ordering demonstration equipment under this program depends on whether the order is for a pre-defined package or for a custom demo configuration.

Discount approval for packages is through Avaya One Source with program discounts applied using the MPM process whilst discount approval for custom demo follows the standard SSR/SBA process.

### 6.1. Demo Package Discount Approval and Order Process

1. Ensure the appropriate Sales Authorization has been attained for the package as shown in [Appendix A](#).
2. Create an Avaya One Source quote– a tutorial link is available for the new process to [Create Quote](#)<sup>3</sup>. Be sure to use the material codes and quantities exactly as defined in [Appendix A](#) in order to access the discounted program pricing.
  - a. For packages where 'Order Process' = 'Merchandise Only' in [Appendix A](#)
    - i. From the A1S home screen click the **Desgin/Quote** menu at top of screen.
    - ii. Select **A1S Configurator / BOM Create Quote** to be taken to the Bill Of Material/Merchandise Quote screen.  
(note: a shortcut is available with the 360 Dashboard at URL: <http://earlyrenewals.avaya.com/csqt/360/#/dashboard> - click **Welcome Tab** and select **BOM Quote Create**)
    - iii. Either choose to 'Upload Bill of Materials' by uploading an Excel file with the demo package materials and quantities (you can copy and paste the details from [Appendix A](#)) or choose the '+Add' button for the 'Add' section to manually enter the materials and quantities.  
Once all of the materials and quantities have been added, select 'Validate.'  
After validation, you weill be able to click 'Submit' and see your QRN.
  - b. For packages where 'Order Process' = 'Configured Order' in [Appendix A](#)
    - i. Select the relevant solution in the 'Product' field (select 'IP Office' for IPOCC and ACCS packages or select 'Conferencing' for Scopia packages) and the

Note: Excel files for each package to use for uploading are available on the [Global Demo Purchase Program portal page](#).<sup>4</sup>

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<sup>3</sup> example using new BOM Create Quote option: <https://sales.avaya.com/documents/1399624559361>

<sup>4</sup> <https://sales.avaya.com/cs/Sites?lookuphost=/&lookuppage=/en/general/global-demo-purchase-program---not-for-resale>



'Quote Activity' field should be set to 'ASD Generated'.  
Click 'Go' to be taken into Avaya Solution Designer (ASD).

- ii. Select 'New Systems'.  
Either choose to work step-by-step through all the solution options by following the prompts on each screen then clicking the 'Next' button or find the solution you need directly in the left hand navigation menu.  
Select the material codes/descriptions and quantities exactly as defined in [Appendix A](#) for the package – clicking 'Next' until completed.  
Save the design...with a name you will remember!
  - iii. Click on the 'Configure Design' button. You will receive a message that Maintenance is automatically attached.  
Click 'Continue'.  
Select the Maintenance offer that best fits your needs. Save the design.
  - iv. Click 'Configure'. The screen will display the generated quote with the maintenance now included.  
Save the quote.
3. Apply the package discount via the Marketing Promotions Module.  
Scroll down and click on the '**Check for Automated Discounts**' button.  
Select the 'Global Demo Purchase Program' option from the list that is displayed to apply the program pricing to your quote.
  4. Obtain program management approval for your quote/order.  
Click on the '**Automated Discount Approval Request**' button.  
In the quote summary page, type the information below into the 'Business Justification' field then click the 'Submit' button.
    - a. Your Avaya Partner Link ID;
    - b. The office address you are ordering the demo package for; and
    - c. Any other comments regarding your purchase.
  5. Your request will be reviewed by the Global Demo Team within five (5) working days. You will receive an email notification to advise if your request was approved (quote status will change to 'Ready to Order') or denied (and the reason why).

## **6.2. Custom Demo Discount Approval and Order Process**

Custom demo configurations for up to 30 users are designed depending on partner needs and credentials.

The Service Support Request (SSR) process is used to secure a special bid approval for the GDPP discounts to apply to the custom demo configuration.

The order process for custom demo configurations is as follows:

1. Ensure the appropriate Sales Authorizations have been attained for the solutions to be purchased.



2. Create an Avaya One Source quote to the Ready to Order stage with the required product and services content for the planned demonstration equipment, ensuring the number of users for the configuration does not exceed thirty (30).
3. Create an SSR Special Bid Request (SBA) within the opportunity, add the QRN to the SSR, select 'Demo Solution' in the Type Of Request field, identify it as 'Custom Demo', then Submit SSR.
4. The request is validated and processed internally within Avaya by the relevant Channel Account Manager and the Global Demo Team.
  - a. If approved, the Global Demo Team records the purchase at this point against the custom demo configuration [Purchasing Allowance](#).
5. An SSR outcome notification is sent to the requestor and the approved discount will be reflected in the Avaya One Source Ready to Order quote.
6. The demo order is then submitted via the standard Avaya One Source order process.
7. Partner records will be updated monthly with final demo purchase information based on POS information.

For more detail, please refer to the [A1S Pricing for Demo Equipment Job Aid](#)<sup>5</sup>.

**Note:** Orders under the Demo Purchase Program must be placed as a separate and individual demo-specific purchase order request.

## 7. Product Registration Process

Once the order is received, the equipment must be registered using the normal product registration process via the [Global Registration Tool](#)<sup>6</sup>.

Partners should register their own company as the end-user customer in this process for demo purchases. Partners will also need the SAP order number to complete the registration; that number can be found on the equipment packing lists.

System registration is required in order to access software patches, install upgrades and receive GSS software.

## 8. Service Support

Maintenance can be purchased, and must be purchased where Mandatory Maintenance Attach rules apply, for products purchased under this program. Maintenance receives no additional discount under this program and is thus purchased at standard discount.

In the event of a DOA or failure situation, the partner is required to complete diagnostic procedures to the best of their ability, or call Avaya Services for remote support in accordance with any current maintenance agreement.

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<sup>5</sup> <https://sales.avaya.com/documents/1399551614876>

<sup>6</sup> <https://sales.avaya.com/en/general/global-registration-tool>

The Global Support Services organization will provide the following remote software support on configurations that require and have mandatory Software Support on the order:

1. Access to Product Correction Notices (PCNs) and software updates. If the PCN or Update corrects a major failure, support will be available 24X7. Support is available by contacting the GSS Service Desk support number for assistance.
2. Access to Helpline Support during Standard Business Hours for general usability questions or product-specific questions, such as non-programming issues and general information around the functionality of a product.
3. If the partner experiences a problem with supported software, the partner can report an issue to the GSS Service Desk during Standard Business Hours. Avaya will troubleshoot, analyze and resolve problems with Supported Software. The partner will have unlimited access to remote maintenance assistance, documentation, and other information via web-enabled case-based reasoning tools on Avaya's support website.

Further details can be found in the [Software Support Service Agreement Supplement](#)<sup>7</sup>.

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<sup>7</sup> <https://sales.avaya.com/en/pss/software-support-and-hardware-maintenance>

## 9. Contacts

General questions should be directed to your Avaya Channel Account Manager.

Policy and Program questions can be directed to your theatre Demo Purchase Program Manager at [partnerdemo@avaya.com](mailto:partnerdemo@avaya.com).

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## Appendix A: Defined Demo Kit Packages

Please take note of header information for the package(s) you wish to purchase:

| the Package Name appears here  |   |                 |
|--|---|-----------------|
| <b>Sales Authorization</b>   | Your company must hold the Sales Authorization listed here for you to be able to purchase the package. You can view your company's Sales Authorization status in PRM at any time or alternatively contact the Partner Help Desk to confirm details. |                 |
| <b>Order Process</b>   | When starting to create your quote for a demo package please ensure the correct options are chosen in the 'Product' and 'Quote Activity' fields in Avaya One Source Configurator.   |                 |
| <b>Material Code</b>   | <b>Material Code Description</b>  | <b>Quantity</b> |
| Ensure the details that appear here in these three columns appear exactly the same in your Quote, otherwise the Global Demo Purchase Program discounts will not be able to be applied to your Quote.<br>Also ensure you choose your country specific option for products and power cords as indicated. |   |                 |

| IP Office Software Package – R10 (New and Upgrade)   |   |                 |
|--|---|-----------------|
| <b>Sales Authorization</b>   | IP Office (post Release 8.1)  |                 |
| <b>Order Process</b>   | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only |                 |
| <b>Material Code</b>   | <b>Material Code Description</b>                                      | <b>Quantity</b> |
| 383154   | IP OFFICE R10 DEMO BUNDLE IP500V2 LIC                                 | 1               |
| <i>The above software bundle works with either of the hardware kits below and is the UPGRADE BUNDLE for any existing upgradable IP Office Power Demo kits.</i> |   |                 |

| IP Office Hardware Package – R10 |  |                 |
|----------------------------------|--|-----------------|
| <b>Sales Authorization</b>       | IP Office (post Release 8.1)   |                 |
| <b>Order Process</b>             | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only    |                 |
| <b>Material Code</b>             | <b>Material Code Description</b>   | <b>Quantity</b> |
| 700511215<br>OR<br>700511216     | IP OFFICE R10 POWER DEMO KIT - NA<br>IP OFFICE R10 POWER DEMO KIT - INTL | 1               |

| IP Office UC Upgrade Package – (for kits prior to R10) |   |                 |
|--|---|-----------------|
| <b>Sales Authorization</b>                             | IP Office (post Release 8.1)  |                 |
| <b>Order Process</b>                                   | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only |                 |
| <b>Material Code</b>                                   | <b>Material Code Description</b>                                      | <b>Quantity</b> |
| 700507449  | IPO UC MODULE V2  | 1               |

| IP Office Server Edition Full Feature Software Package – R10 |   |                 |
|--|---|-----------------|
| <b>Sales Authorization</b>                                   | IP Office (post Release 8.1)  |                 |
| <b>Order Process</b>   | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only |                 |
| <b>Material Code</b>   | <b>Material Code Description</b>                                      | <b>Quantity</b> |
| 383155   | IP OFFICE R10 DEMO BUNDLE SE/VRTLZD LIC                               | 1               |

| <b>IP Telephony Package (IP Office)</b> |   |                 |
|---|---|-----------------|
| <b>Sales Authorization</b>              | IP Office (post Release 8.1)  |                 |
| <b>Order Process</b>                    | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only   |                 |
| <b>Important Note</b>                   | The 'IP Office Hardware Package' or 'IP Office Server Edition Full Feature Software Package' should be purchased prior to or along with this Package to ensure the proper function of the overall solution. |                 |
| <b>Material Code</b>                    | <b>Material Code Description</b>  | <b>Quantity</b> |
| 700505424                               | IP Telephony 9608G GRY  | 1               |
| 700504845                               | IP Telephony 9611G ICON ONLY  | 1               |
| 700505992                               | IP Telephony 9641GS   | 1               |

| <b>Advanced Telephony Package (IP Office)</b> |   |                 |
|---|---|-----------------|
| <b>Sales Authorization</b>                    | IP Office (post Release 8.1)  |                 |
| <b>Order Process</b>                          | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only   |                 |
| <b>Material Code</b>                          | <b>Material Code Description</b>  | <b>Quantity</b> |
| 700508246                                     | H175 Video Collaboration Station with Cordless Handset – includes DECT handset with batteries and camera with long cable and Ethernet cable – <b>(NOT for China, Korea, India, Macau, Taiwan and Peru) Only order DECT or ANALOG, NOT BOTH</b>    | 2               |
| 700509929                                     | H175 Video Collaboration Station with Analog Handset – includes Analog handset and camera with long cable and Ethernet cable <b>(order this for demo kits in China, Korea, India, Macau, Taiwan and Peru) Only order DECT or ANALOG, NOT BOTH</b> | 2               |
| 700507187                                     | H100 Series Power Supply  | 2               |
| 700504740                                     | AVAYA B179 SIP CONF PHONE POE ONLY  | 1               |

| <b>DECT Station Package (IP Office)</b> |  |                 |
|---|--|-----------------|
| <b>Sales Authorization</b>              | IP Office (post Release 8.1)   |                 |
| <b>Order Process</b>                    | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only  |                 |
| <b>Material Code</b>                    | <b>Material Code Description</b>   | <b>Quantity</b> |
| 700466139                               | DECT 3725 HANDSET (basic handset with color screen, includes battery)  | 1               |
| 700466261                               | DECT Handset Basic Charger – <b>order this for UK/NAR/AU</b>   | 1               |
| 700466253                               | DECT Handset Basic Charger – <b>order this for EU</b>  | 1               |
| 700500011                               | DECT Handset Basic Charger – <b>order this for Mexico</b>  | 1               |
| 700500012                               | DECT Handset Basic Charger – <b>order this for Argentina</b>   | 1               |
| 700511088                               | DECT IP RBS V3 COMPACT IPO (DECT base station)   | 1               |
| 700466451                               | DECT RBS PWR SUPP US (power supply for base station with North America power plug) – <b>order this for NAR</b> | 1               |
| 700466436                               | DECT RBS PWR SUPP UK – <b>order this for UK</b>  | 1               |
| 700466444                               | DECT RBS PWR SUPP EU – <b>order this for EU</b>  | 1               |
| 700466469                               | DECT RBS PWR SUPP AU – <b>order this for AU</b>  | 1               |

| <b>Media Station Package (IP Office)</b> |  |                 |
|--|--|-----------------|
| <b>Sales Authorization</b>               | IP Office (post Release 8.1)   |                 |
| <b>Order Process</b>                     | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only  |                 |
| <b>Material Code</b>                     | <b>Material Code Description</b>   | <b>Quantity</b> |
| 700508084                                | E159 Base Station with Handset, w/ 27.5 in spiral cord, RJ9, Power Adapter w/ interchangeable country plugs 5V/3A, E-159 Media Station Accessories Kit, Box  | 1               |
| 700508095                                | E169 Base Station with Handset, w/ 27.5 in spiral cord, USB, Power Adapter w/ interchangeable country plugs 12V/3A, E-169 Media Station Accessories Kit, Box, Snap on tablet mount/stand, plastic, Black | 1               |

| <b>IP Office Contact Center Package</b> |   |                 |
|---|---|-----------------|
| <b>Sales Authorization</b>              | Avaya IP Office Contact Center  |                 |
| <b>Order Process</b>                    | Configured Order<br>Product = IP Office + Quote Activity = ASD Generated  |                 |
| <b>Important Note</b>                   | <u>Mandatory Maintenance Attach applies</u> to this package. Please select the best maintenance offer for your needs – minimum ESS UA required. |                 |
| <b>Material Code</b>                    | <b>Material Code Description</b>  | <b>Quantity</b> |
| 308392                                  | IPO R9+ IPOCC BASE SE LIC**   | 1               |
| 308395                                  | IPO R9+ IPOCC MULTI CH AGT LIC  | 5               |
| 308397                                  | IPO R9+ IPOCC SPV LIC   | 2               |
| 339499                                  | IPO R9+ IPOCC VCE AGT LIC   | 10              |
| 380151                                  | IPO R9+ CONTACT RECORDER PLDS /E  | 1               |
| 380801                                  | IPO R9+ IPOCC WALLBRD USER LIC  | 1               |

| <b>Avaya Contact Center Select Package</b> |   |                 |
|--|---|-----------------|
| <b>Sales Authorization</b>                 | Avaya Contact Center Select   |                 |
| <b>Order Process</b>                       | Configured Order: Product = IP Office + Quote Activity = ASD Generated  |                 |
| <b>Important Note</b>                      | <u>Mandatory Maintenance Attach applies</u> to this package. Please select the best maintenance offer for your needs – minimum ESS UA required. |                 |
| <b>Material Code</b>                       | <b>Material Code Description</b>  | <b>Quantity</b> |
| 380227                                     | WEBLM LIC MANAGER R7 VE VAPP LIC  | 1               |
| 385465                                     | ACCS R7 VCE AGT LIC /E  | 10              |
| 385466                                     | ACCS R7 MMED LIC /E   | 1               |
| 385467                                     | ACCS R7 SPV LIC /E  | 1               |
| 385469                                     | ACCS R7 MMED LIC  | 4               |
| 385490                                     | ACCS R7 SPV LIC   | 1               |
| 385464                                     | ACCS R7 BASE SFTW BNDL LIC  | 1               |
| 385492                                     | ACCS R7 BUS CONTINUITY LIC  | 1               |
| 385496                                     | ACCS R7 AMS VE VAPP   | 1               |
| 385497                                     | ACCS R7 AMS NEW SYS VIRTUAL TRK   | 1               |
| 380151                                     | IPO R9+ CONTACT RECORDER PLDS /E  | 1               |
| 339224                                     | IPO R9.1 ACCS ENABLEMENT PLDS LIC   | 1               |
| 380153                                     | IPO R9+ VM PRO 1 PLDS /E  | 10              |
| 380150                                     | IPO R9+ CTI PLDS /E   | 1               |
| 380152                                     | IPO R9+ AV IP ENDPT 1 PLDS /E   | 1               |
| 700511785                                  | ACCS R7 DVD   | 1               |

| <b>Midmarket Networking and WLAN Package</b> |  |                 |
|--|--|-----------------|
| <b>Sales Authorization</b>                   | NA   |                 |
| <b>Order Process</b>                         | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only  |                 |
| <b>Material Code</b>                         | <b>Material Code Description</b>   | <b>Quantity</b> |
| AL3500?15-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)   | 1               |
| WLC0005APP                                   | WLAN 9100 APPLICATION CONTROL LICENCE, SW UPGRADE FOR 5 ACCESS POINTS  | 1               |
| WOS9100E                                     | WOS-IDE Bundle. WOS Base license for 10 9100 APs. Identity Engines Ignition Server LITE license for 5 Standard Authenticators plus 75 9100 APs. Ignition Guest Tunneling single instance (up to 10 9100 APs). Guest Manager & Access Portal sold separately. | 1               |
| WAP9132??-E6                                 | WLAN 9132 INDOOR ACCESS POINT, 802.11n/ac, DUAL RADIO 2x2 MIMO, OMNI-DIRECTIONAL ANTENNA, INTEGRATED WIRELESS CONTROLLER   | 2               |
| EB1639235                                    | Identity Engines Guest Starter Kit (includes 1 x Ignition Server LITE and Ignition Guest Manager Virtual Appliances software for VMware ESXi).   | 1               |

| <b>Enterprise Networking and WLAN Package</b> |   |                 |
|---|---|-----------------|
| <b>Sales Authorization</b>                    | NA  |                 |
| <b>Order Process</b>                          | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only   |                 |
| <b>Material Code</b>                          | <b>Material Code Description</b>  | <b>Quantity</b> |
| AL4900?02-E6                                  | ETHERNET ROUTING SWITCH 4926GTS-PWR+ 24 10/100/1000 802.3AT & 2 SFP+ PORTS INCLUDES BASE SOFTWARE LICENSE, 1 x 1025W POWER SUPPLY, .5M STACK CABLE "x" POWER CORD               | 1               |
| EC4400E05-E6                                  | VSP 4450GSX-PWR+ with 12 10/100/1000 Base-T PoE+ ports, 36 1G SFP ports and two 10G SFP+ uplink ports. Inc. Base Software License, 1 Field replaceable 1000W PSU. NA Power Cord | 2               |
| AL2011020-E6                                  | AVAYA DB-9 FEMALE TO RJ-45 CONSOLE CONNECTOR (RED)  | 1               |
| 383772  | ETHERNET ROUTING SWITCH 4900 ADVANCED FEATURE SET PLDS LICENSE ENABLES OSPF, VRRP, ECMP, PIM-SM/SSM FOR SINGLE UNIT OR STACK  | 1               |
| WLC0005APP                                    | WLAN 9100 Application controller license, SW upgrade for 5 access points  | 1               |
| WOS9100E                                      | WLAN ORCHESTRATION SYSTEM FOR WLAN 9100 SERIES, BASE SOFTWARE WITH 10 AP LICENSES   | 1               |
| EB1639235                                     | Identity Engines Guest Starter Kit (includes 1 x Ignition Server LITE and Ignition Guest Manager Virtual Appliances software for VMware ESXi).                                  | 1               |
| WAP9133??-E6                                  | WLAN 9133 INDOOR ACCESS POINT, 802.11n/ac, DUAL RADIO 3x3 MIMO, OMNI-DIRECTIONAL ANTENNA, Integrated wireless controller  | 2               |



| <b>Fabric Package</b>      |  |                 |
|----------------------------|--|-----------------|
| <b>Sales Authorization</b> | NA   |                 |
| <b>Order Process</b>       | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only  |                 |
| <b>Important Note</b>      | The 'Enterprise Networking and WLAN Package' should be purchased prior to or along with this Package to ensure the proper function of the overall solution.  |                 |
| <b>Material Code</b>       | <b>Material Code Description</b>   | <b>Quantity</b> |
| EC4400?05-E6               | VSP 4450GSX with 12 10/100/1000 BaseT PoE+ ports 36 1G SFP ports and two 10G SFP+ uplink ports. Inc. Base Software License 1 Field replaceable 1000W PSU. ?? Power Cord  | 2               |
| AL4900?02-E6               | ETHERNET ROUTING SWITCH 4926GTS-PWR+ 24 10/100/1000 802.3AT & 2 SFP+ PORTS INCLUDES BASE SOFTWARE LICENSE, 1 x 1025W POWER SUPPLY, .5M STACK CABLE "x" POWER CORD  | 1               |
| 338836                     | VIRTUAL SERVICES PLATFORM 4000 PLDS PREMIER LICENSE - 1 UNIT   | 2               |
| AH2735001-3.1              | CONFIGURATION + ORCHESTRATION MANAGER (COM) 3.1 "ENTERPRISE 50" IS 50 DEVICE NODE LICENSE. COM IS A WEB-BASED, MULTI-USER, NETWORK WIDE REAL-TIME CONFIGURATION MANAGEMENT APPLICATION FOR AVAYA ETHERNET, WLAN, VSP, STACKABLE & MODULAR PRODUCTS | 1               |
| AH2735012-3.1              | COM VSN MANAGER UPGRADE + BASIC COMBINED   | 1               |
| AH3313109-3.0              | VPFM Base - DVD for Linux and Windows. Base License manages up to 500 network devices  | 1               |
| AH2735006-3.1              | BULK CONFIGURATION MANAGER (BCM) LICENSE TO MANAGE 100 DEVICES. "BCM BASE 100" IS THE BASE LICENSE TO ENABLE BULK CONFIGURATION MANAGER MODULE FOR COM. THIS LICENSE REQUIRES "COM BASE 50" LICENSE IN ORDER TO INSTALL.                           | 1               |
| EC1100010-E6               | ONA 1101GT 1 NETWORK+1 DEVICE 10/100/1000 BASE-T PORT. POWER FROM POE/POE+/uPOE. OPTIONAL POWER ADAPTER SOLD SEPARATELY.   | 2               |

| <b>7th character (indicated by ? above) for Networking Products</b> | <b>Networking Product Power Cord Country Options</b> |
|---|--|
| A   | No power cord provided                               |
| B   | European Union (EU)                                  |
| C   | United Kingdom (UK) and Ireland (IRE)                |
| D   | Japan (JP)   |
| E   | North America (NA)                                   |
| F   | Australia and New Zealand (ANZ)                      |

| <b>Security Package</b>    |   |                 |
|----------------------------|---|-----------------|
| <b>Sales Authorization</b> | Avaya Enterprise Team Engagement Solutions or Avaya MidMarket Solutions |                 |
| <b>Order Process</b>       | Merchandise Only order<br>Product = Heritage Avaya / Merchandise Only   |                 |
| <b>Material Code</b>       | <b>Material Code Description</b>  | <b>Quantity</b> |
| 382300                     | ASBCE R7 STD SVCS IPO LIC 1-500   | 20              |
| 382305                     | ASBCE R7 ADV SVCS IPO LIC 1-500   | 10              |
| 382310                     | ASBCE R7 STD SVCS HA IPO LIC 1-500                                      | 20              |
| 382315                     | ASBCE R7 ADV SVCS HA IPO LIC 1-500                                      | 10              |
| 382320                     | ASBCE R7 SCOPIA VIDEO CONF IPO LIC                                      | 5               |
| 382323                     | ASBCE R7 SCOPIA VIDEO HA IPO LIC  | 5               |
| 382326                     | ASBCE R7 VE VAPP IPO FILES LIC  | 2               |
| 382327                     | ASBCE R7 VE VAPP TRK CODE IPO NEW LIC                                   | 1               |
| 382329                     | ASBCE R7 ENCRYPTION FOR IPO LIC   | 1               |

| <b>Video Standard Package</b>   |  |                 |
|---------------------------------|--|-----------------|
| <b>Sales Authorization</b>      | Avaya Scopia Solution  |                 |
| <b>Order Process</b>            | Configured Order<br>Product = Conferencing + Quote Activity = ASD Generated  |                 |
| <b>Important Note</b>           | <u>Mandatory Maintenance Attach</u> applies to the SMB9-C and XT7100 in this package. Please select the best maintenance offer for your needs – minimum ESS UA required. |                 |
| <b>Material Code</b>            | <b>Material Code Description</b>   | <b>Quantity</b> |
| 39000-000XX                     | SCOPIA PWR CORD 125V 1.83M   | 1               |
| 55511-00001                     | SCOPIA XT7100  | 1               |
| 55511-00901<br>(or 55511-00981) | SCOPIA XT7100 BASE LIC<br>(optional unencrypted endpoint for Russia/Kazakhstan)  | 1               |
| 55111-00942                     | SCOPIA XT FULL SMB9 SFTW AND LIC PKG   | 1               |

| <b>Video Advanced Package</b>   |   |                 |
|---------------------------------|---|-----------------|
| <b>Sales Authorization</b>      | Avaya Scopia Solution   |                 |
| <b>Order Process</b>            | Configured Order<br>Product = Conferencing + Quote Activity = ASD Generated   |                 |
| <b>Important Note</b>           | <u>Mandatory Maintenance Attach</u> applies to the SMB4-B and XT240 in this package. Please select the best maintenance offer for your needs – minimum ESS UA required. |                 |
| <b>Important Note</b>           | The 'Video Standard Package' should be purchased prior to or along with this Package to ensure the proper function of the overall solution.                             |                 |
| <b>Material Code</b>            | <b>Material Code Description</b>  | <b>Quantity</b> |
| 55111-00941                     | SCOPIA XT FULL SMB4 SFTW AND LIC PKG  | 1               |
| 55411-00001                     | SCOPIA XT EXECUTIVE 240   | 1               |
| 55411-000XX                     | SCOPIA PWR CORD KIT   | 1               |
| 55411-00901<br>(or 55411-00981) | SCOPIA XT BASE LIC FOR XTE240 NE /E<br>(optional unencrypted endpoint for Russia/Kazakhstan)  | 1               |

| <b>Video Elite Package</b>                                    |  |                 |
|---|--|-----------------|
| <b>Sales Authorization</b>                                    | Avaya Scopia Solution  |                 |
| <b>Order Process</b>  | Configured Order<br>Product = Conferencing + Quote Activity = ASD Generated  |                 |
| <b>Important Note</b>   | Mandatory Maintenance Attach applies to the 6105 SW, 6105 DC-B and 6105 DC-B in this package. Please select the best maintenance offer for your needs – minimum ESS UA required. |                 |
| <b>Material Code</b>  | <b>Material Code Description</b>   | <b>Quantity</b> |
| 39000-000XX   | SCOPIA PWR CORD 125V 1.83M   | 1               |
| 54547-00901   | SCOPIA ELITE 6105 SFTW LICENSING PKG   | 1               |
| 55547-00901<br>(or 55547-00981)                               | SCOPIA ELITE 6105 BASE /E<br>(optional unencrypted endpoint for Russia/Kazakhstan)   | 1               |
| 55547-00911   | SCOPIA ELITE 6105 720P30 DBL CAP LIC   | 1               |
| 55547-00001 <b>OR</b><br>55547-00801 <b>OR</b><br>55547-30001 | SCOPIA ELITE 6105  | 1               |

| <b>Video PathFinder Package</b> |   |                 |
|---------------------------------|---|-----------------|
| <b>Sales Authorization</b>      | Avaya Scopia Solution   |                 |
| <b>Order Process</b>            | Configured Order<br>Product = Conferencing + Quote Activity = ASD Generated   |                 |
| <b>Important Note</b>           | Mandatory Maintenance Attach applies to the UA PFIND 10-P in this package. Please select the best maintenance offer for your needs – minimum ESS UA required. |                 |
| <b>Material Code</b>            | <b>Material Code Description</b>  | <b>Quantity</b> |
| 39000-000XX                     | SCOPIA PWR CORD 125V 1.83M  | 1               |
| 55678-30610<br>(55678-00810)    | AVAYA SCOPIA PATHFINDER 10 PTS – P<br>(optional unencrypted endpoint for Russia/Kazakhstan)   | 1               |

| <b>Video WCS Package</b>     |  |                 |
|------------------------------|--|-----------------|
| <b>Sales Authorization</b>   | Avaya Scopia Solution  |                 |
| <b>Order Process</b>         | Configured Order<br>Product = Conferencing + Quote Activity = ASD Generated  |                 |
| <b>Important Note</b>        | Mandatory Maintenance Attach applies to the WBCB LIC and WBCB SRVR in this package. Please select the best maintenance offer for your needs – minimum ESS UA required. |                 |
| <b>Material Code</b>         | <b>Material Code Description</b>   | <b>Quantity</b> |
| 39000-000XX                  | SCOPIA PWR CORD 125V 1.83M   | 1               |
| 55548-00050                  | AV SCOPIA WEB COLLAB SRVR  | 1               |
| 88548-00050<br>(88548-00850) | AV SCOPIA WEB COLLAB LIC<br>(optional unencrypted endpoint for Russia/Kazakhstan)  | 1               |

| <b>Video ASR Package</b>   |   |                 |
|----------------------------|---|-----------------|
| <b>Sales Authorization</b> | Avaya Scopia Solution   |                 |
| <b>Order Process</b>       | Configured Order<br>Product = Conferencing + Quote Activity = ASD Generated   |                 |
| <b>Important Note</b>      | Mandatory Maintenance Attach applies to the R630 ASSR in this package. Please select the best maintenance offer for your needs – minimum ESS UA required. |                 |
| <b>Material Code</b>       | <b>Material Code Description</b>  | <b>Quantity</b> |
| 381262                     | AV SCOPIA STRMNG RCDG ALLINONE MGR/E  | 1               |
| 383562                     | R630 SRVR ASSR  | 1               |
| 381476                     | AV SCOPIA STRMNG RECDG MNODE 1PT /E   | 1               |

| <b>Material Code for Scopia XT Executive 240</b> | <b>Material Code for Scopia XT7000 / XT5000 / XT4000</b> | <b>Avaya Scopia Product Power Cord Country Options</b> |
|--|--|--|
| 55411-00010                                      | 39000-00002  | EU Schuko plug, mostly for European countries          |
| 55411-00016                                      | 39000-00009  | UK plug  |
| 55411-00012                                      | 39000-00005  | US plug  |
| 55411-00025                                      | 39000-00034  | Argentina, Uruguay                                     |
| 55411-00014                                      | 39000-00007  | Australia, New Zealand                                 |
| 55411-00023                                      | 39000-00032  | Brazil   |
| 55411-00015                                      | 39000-00008  | China  |
| 55411-00022                                      | 39000-00031  | Denmark  |
| 55411-00017                                      | 407790591  | India  |
| 55411-00011                                      | 39000-00003  | Italy  |
| 55411-00019                                      | 39000-00028  | Japan  |
| 55411-00018                                      | 39000-00012  | Korea  |
| 55411-00020                                      | 39000-00029  | South Africa, Pakistan                                 |
| 55411-00021                                      | 39000-00033  | Switzerland  |
| 55411-00013                                      | 39000-00006  | Taiwan   |

## Appendix B: Terms and Conditions

The Demo Purchase Program is subject to the following terms and conditions:

1. Avaya reserves the sole right to amend, modify, revoke, or cancel this program, in whole or in part, for any reason, at any time, without notice.
2. Avaya reserves the sole right to determine whether a partner has satisfied the program's requirements and other criteria, including eligibility to participate in the program.
3. All orders must be placed through Avaya's order management system or an authorized Distributor. Billing, shipment, and payment of equipment purchased under this program follow standard Avaya procedures. Any product obtained in an unauthorized manner may disqualify the partner from participating in the Demo Purchase Program, including jeopardy of that partner's status as a Partner in Good Standing with Avaya.
4. Discounts offered by this program cannot be combined with any other standard or special discounts, rebates, programs, promotions or incentives offered by Avaya.
5. In the event of a partner acquisition or merger, that partner's continued participation in this program must be approved and authorized by Avaya in its sole discretion.
6. Avaya reserves the sole right to interpret and establish the terms and conditions of this program.
7. Equipment purchased under this program may not be used for maintenance or spares purposes and may not be resold.
8. Violation of the terms and conditions of this program may result in the partner being billed for any discount received associated with this program, and possible disqualification from participating in this program and other promotions. In addition, such violation of the terms and conditions of this program may also jeopardize a participant's status as a Partner in Good Standing, which is a basic requirement of Avaya Connect.
9. Avaya Channel Account Managers or other similar Avaya representatives have no authority to interpret or vary the terms of this program.
10. Avaya expressly disclaims any and all liability relating to the results of any of its marketing plans or promotions/programs.
11. Information contained herein is confidential and proprietary information of Avaya and is provided for the internal use of Avaya and its authorized partners. Except as specifically authorized in writing by Avaya, the partner shall not alter any terms and conditions of this program. Any attempted alteration shall be deemed null and void and of no force or effect. In no event shall Avaya be liable for any errors or omissions resulting from the information contained herein. Any communication of this program or its parameters beyond an authorized partner may jeopardize the participant's status as a Partner in Good Standing with Avaya.
12. Partner's participation in this program is partner's acceptance of the terms and conditions of this program. In the event that partner does not agree with any terms or conditions of this program, partner may not participate in this program.
13. Both Avaya and the Partner agree that customer information or any other sales-related information provided to Avaya under this program is confidential and proprietary whether marked as such or not. Avaya agrees that it shall use such information solely for the purposes of this program, and for no other purposes.
14. Partner must be otherwise authorized for each product line and meet any additional requirements for reselling specific products. The partner is not automatically authorized for a product line by virtue of receiving this documentation.
15. All sales made from this program are fulfilled under the terms and conditions under which partner has agreed to resell Avaya products and services. This program does not alter or change the terms and conditions under which partner has agreed to resell Avaya products and services unless otherwise specifically stated in this program.
16. When purchasing from an Avaya authorized Distributor, the partners' actual final demo purchase price under this program will be determined by the Distributor.
17. All documentation and information submitted for or in relation to this Program becomes the property of Avaya and will not be returned to Partner or its employees. It is a condition of participation in this Program that Avaya may use any of the information supplied, including personal data of Partner/Partner employee, solely for the purpose of administering and managing this Program. All personal data provided shall be treated by Avaya according to Avaya's Privacy Statement as set out in: <http://www.avaya.com/gcm/master-usa/en-us/includedcontent/privacy.htm>

## Appendix C: IP Office R10 Details

### Upgrading existing IP Office Power Demo kits to R10:

In order to upgrade an existing IP500 V2 demo system from R9.1 or prior to R10.0, the steps below must be followed. There is no separate demo license upgrade order code.

- Download and Upgrade IPO R10 Software via IP Office Manager or Web Manager
- Purchase and Activate via PLDS - A1S/MPM order *GDPP IP Office Software Package – R10*

As of R10, the PLDS host ID used for the license file must match the 12 digit PLDS ID printed on the SD card label. The existing older demo system SD card can be re-used for license management. Older SD cards will have a 10 digit feature key serial number shown by FK or FK SN. **For those cards, add the prefix “11” to the front of the 10 digit serial # to get the new 12 digit PLDS Host ID.**

### Upgrading existing IP Office Server Edition/Virtualized Demo to R10:

In order to upgrade an existing IP Office Server Edition or Virtualized demo system from R9.1 or prior to R10, the steps below must be followed. There is no separate demo license upgrade order code.

- Download and Upgrade IPO R10 Software via IP Office Manager or Web Manager
- Purchase and Activate via PLDS - A1S/MPM order *GDPP IP Office Server Edition Full Feature Software Package – R10*

An existing IP Office Server Edition or Virtualized demo system must download and upgrade from R9.1 or prior to the latest R10 software via IP Office Manager or Web Manager. Once the demo system has been upgraded, the purchased IPO R10 DEMO BUNDLE SE/Virtualized License can be activated in order to enable a fully functional demo system.

Pre-existing ADI licenses on the demo system will co-exist with PLDS demo licenses and partners must still follow the terms and conditions specified in Section 5 and 6 of the IP Office R10 Demo Resource Guide.

### IP Office R10 demo package details:

The *IP Office Hardware Package – R10* (Material Code: **700511215**) for North America version is made up of the following hardware components:

| Material Code | Description                   | Qty |
|---------------|-------------------------------|-----|
| 700476005     | IPO IP500 V2 CNTRL UNIT       | 1   |
| 700504556     | IPO IP500v2 COMBO CARD ATM V2 | 1   |
| 700479710     | IPO IP500 V2 SYS SD CARD MUL  | 1   |
| 700507449     | IPO UC MODULE V2              | 1   |
| 700289770     | PWR CORD NA 18AWG 10 Amp AC   | 1   |

The *IP Office Hardware Package – R10* (Material Code: **700511216**) International version is made up of the following hardware components:

| Material Code | Description                      | Qty |
|---------------|----------------------------------|-----|
| 700476005     | IPO IP500 V2 CNTRL UNIT          | 1   |
| 700504556     | IPO IP500v2 COMBO CARD ATM V2    | 1   |
| 700476021     | IPO/B5800 IP500 V2 COMB CARD BRI | 1   |
| 700479702     | IPO IP500 V2 SYS SD CARD AL      | 1   |
| 700507449     | IPO UC MODULE V2                 | 1   |
| 700289762     | IPO/B5800 PWR LEAD (EARTHED) EU  | 1   |
| 700289747     | IPO/B5800 PWR LEAD (EARTHED) UK  | 1   |

The *IP Office Software Package - R10* (Material Code: **383154**) is made up of the following licenses and quantities:

| 383154 Contents                    | Qty |
|------------------------------------|-----|
| IPO R10 PREFRD VM PRO PLDS LIC     | 1   |
| IPO R10 ESSNTL ED PLDS LIC         | 1   |
| IPO R10 PWR USER 1 PLDS LIC        | 5   |
| IPO R10 MOBILE WORKER 1 PLDS LIC   | 5   |
| IPO R10 TELEWORKER 1 PLDS LIC      | 5   |
| IPO R10 OFF WORKER 1 PLDS LIC      | 5   |
| IPO R10 RECEPTIONIST 1 PLDS LIC    | 1   |
| IPO R10 AV IP ENDPT 1 PLDS LIC     | 5   |
| IPO R10 IP500 VCE NTWK 4 PLDS LIC  | 1   |
| IPO R10 SIP TRNK 1 PLDS LIC        | 5   |
| IPO R10 IPSEC VPN PLDS LIC         | 1   |
| IPO R10 CTI PLDS LIC               | 1   |
| IPO R10 TAPI WAV 4 PLDS LIC        | 1   |
| IPO R10 ACCS ENABLEMENT PLDS LIC   | 1   |
| IPO R10 WEB COLLAB USER 1 PLDS LIC | 5   |



The *IP Office Server Edition Full Feature Software Package – R10* (Material Code: **383155**) is made up of the following licenses and quantities:

| Description                        | Qty |
|------------------------------------|-----|
| IPO R10 VRTLZD SE PLDS LIC         | 1   |
| IPO R10 PWR USER 1 PLDS LIC        | 5   |
| IPO R10 OFF WORKER 1 PLDS LIC      | 5   |
| IPO R10 RECEPTIONIST 1 PLDS LIC    | 1   |
| IPO R10 AV IP ENDPT 1 PLDS LIC     | 5   |
| IPO R10 SIP TRNK 1 PLDS LIC        | 5   |
| IPO R10 IPSEC VPN PLDS LIC         | 1   |
| IPO R10 CTI PLDS LIC               | 1   |
| IPO R10 TAPI WAV 4 PLDS LIC        | 1   |
| IPO R10 ACCS ENABLEMENT PLDS LIC   | 1   |
| IPO R10 WEB COLLAB USER 1 PLDS LIC | 5   |

## Appendix D: Document Revision History

| Date         | Page   | Section         | Summary   |
|--------------|--------|-----------------|---|
| 20 Oct 2016  | 14     | Appendix A      | Update ACCS package.  |
| 17 Oct 2016  | 20     | Appendix C      | Added new appendix to synchronize IP Office R10 upgrade instructions and details with resource guide.                                   |
| 4 Oct 2016   | 1, 3   | Title, Overview | New program timeframe for Avaya FY17  |
| 14 Sep 2016  | 14     | Appendix A      | Update MidMarket and Enterprise Networking and WLAN packages.   |
| 14 Sep 2016  | 7      | 6               | Update order process steps for new A1S Create Quote process.  |
| 30 Aug 2016  | 5      | 4               | Clarification on MPM package updates and how they may effect the order process. Example for new R10 release of IP Office demo packages. |
| 30 Aug 2016  | 8      | 6               | Clarification on Custom Demo Requests   |
| 30 Aug 2016  | 11, 12 | Appendix A      | Update IPO Packages to R10 and DECT Package   |
| 11 July 2016 | 13, 14 | Appendix A      | Update Enterprise Networking and WLAN package and Fabric package  |
| 05 July 2016 | 12     | Appendix A      | Update Avaya Contact Center Select package to R7  |
| 7 June 2016  | 15     | Appendix A      | Update certification requirement for Security Package   |
| 31 May 2016  | 15, 16 | Appendix A      | Special nonencrypted video endpoint codes for Russia and Kazakhstan   |
| 3 May 2016   | 17     | Appendix A      | Power Cord for Switzerland code changed.  |
| 3 May 2016   | 5      | 5               | Clarification of 'custom demo configuration' definition to allow non Aura configurations too.   |
| 1 Apr 2016   | All    | All             | NEW Policy document – please review the entire document.  |