



OFFER DEFINITION

FOR AVAYA PARTNERS & DISTRIBUTORS

PHONE 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; ADJUSTMENT OF NPV TEMPLATE MINIMUM \$ THRESHOLD TO 15K USD; UPDATED QUALIFYING PHONE HANDSET LIST**

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Introduction

Phone NOW offers Avaya Connect authorized partners an attractive discount on all popular Avaya telephone handsets when sold either to installed base or net new customers for telephony infrastructure upgrades, expansion or replacement. It is ideally suited for use with small and medium-sized telephony 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 **Phone NOW** to position all popular Avaya telephone handsets including:

16XX Series IP Phones
96x1 Series IP Phones
14XX/94XX Series Digital Phones
95XX Series Digital Phones
B1XX Conference Phones
IP DECT
D1XX DECT
E159 and E169 Media Station Kits
H100 Collab Stations

The incremental package discount of **4%** off APL is available on all qualifying handsets whenever the size of the product opportunity on a single quote exceeds a list price of **\$5,000 USD APL** (\$15,000 USD when the quote also includes Networking and/or Scopia Video). 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.

For a complete list of qualifying material codes and the discounts that apply, please refer to Addendum A towards the end of this document.

Avaya Partner Value Proposition

- A new opportunity to generate revenue from Avaya telephone handsets
- 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:

'PhoneNOW1-US' (for telephone handset-only quotes)

'NPVNOW1-US' (for telephone handsets combined with Networking and/or Scopia Video on the same quote. Note that in this scenario Network NOW and Video NOW package discounts will also be applied to the qualifying Networking and Scopia Video products)

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 including Deal Registration.
4. New quotes and quote modifications for this promotion 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

Phone NOW Package

Please see the Enterprise Promotions page on the Avaya Sales and Partner Portal at <https://sales.avaya.com/en/general/enterprise-promotions>

Product Information

Please see the Phones (UC) product page on the Avaya Sales and Partner Portal at <https://sales.avaya.com/en/pss/uc-phones> or at Avaya.com

Contacts

Questions? Please Contact:

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

Appendix 1 – Qualifying Phone Handsets

MATERIAL CODE	DESCRIPTION (PHONE MODEL)
700508260	1608-I IP PHONE ICON
700504843	1616-I IP PHONE ICON
700510907	1608-I IP DESKPHONE ICON 4 PK
700510908	1616-I IP DESKPHONE ICON 4 PK
700504844	9608 IP PHONE ICON
700505424	9608G IP PHONE ICON
700504845	9611G IP PHONE ICON
700506514	9621G IP PHONE ICON
700506517	9641G IP PHONE ICON
700505992	9641GS GLOBAL
700510904	IP PHONE 9611G GLOBAL 4 PK
700510905	IP PHONE 9608G GRY GLOBAL 4 PK
700501428	IP PHONE 9608 (TAA)
700507948	IP PHONE 9611G ICON ONLY (TAA)
700509409	IP PHONE 9641GS TAA
700507946	IP PHONE 9608G GRY(TAA)
700508084	E159 SIP DESKPHONE
700508095	E169 SIP DESKPHONE
700466105	DECT 3720 HANDSET
700466139	DECT 3725 HANDSET
700479454	DECT 3740 HANDSET
700479462	DECT 3749 HANDSET
700503101	D160 IP DECT HANDSET WITH CHARGER EUROPE
700504841	1408 DIGITAL PHONE
700508194	1416 DIGITAL PHONE
700510909	1408 TELSET CM/IPO/IE UpN ICON 4 PK
700510910	1416 TELSET CM/IPO/IE UpN ICON 4 PK
700508195	9404
700508196	9408
700508197	9504 DIGITAL PHONE
700504842	9508 DIGITAL PHONE
700510913	9508 TELSET FOR IPO ICON 4 PK
700510914	9504 TELSET FOR IPO ICON 4 PK
700504740	AVAYA B179 SIP CONFERENCE PHONE
700508892	AVAYA B169 WRLS CONF PHONE EU
700501533	AVAYA B149 ANALOG CONF PHONE
700501530	AVAYA B159 ANALOG CONF PHONE

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