



## Avaya Networking Promotions

# Network NOW (US)

For Channel Partners (v3 – 1<sup>st</sup> October 2015)

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# Network NOW

## UPDATED!

- ▶ Incentive promotion to grow the network (edge & core) and/or replace legacy installations with the latest from Avaya
- ▶ Objectives:
  - Grow the network – grow revenue
  - Replace legacy equipment – position the customer for Fabric Networking
  - Upsell network management and access control (IDE) – increase sale value



- ▶ Products and Eligibility:
  - All Avaya Networking products included under MPG 6P
  - Open to authorized Avaya Networking partners in US Theater



- ▶ Offer:
  - **EXTENDED! Runs until September 27, 2016**
  - **Discount Band 1 (<50K USD APL): 10% incremental discount off APL**
  - **Discount Band 2 (50K-100K USD APL): 11% incremental discount off APL**
  - **Discount Band 3 (>100K USD APL): 12% incremental discount off APL**

- ▶ Mechanism:
  - EC Marketing Promotions Module
  - See Offer Definition for full T&Cs

# Promotion Codes and Supporting Collateral

- ▶ Promotion Codes:
  - Discount Band 1, Networking-only: *NetworkNOW-US*
  - Discount Band 2, Networking-only: *NetworkNOW2-US*
  - Discount Band 3, Networking-only: *NetworkNOW3-US*
  - *NPVNOW1-US* (for quotes covering Networking, Video and phone handsets)
- ▶ Offer Definition
- ▶ Channel Partner Presentation
- ▶ See the Avaya Sales and Partner Portal for further details  
<https://sales.avaya.com/en/general/network-now>

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