



OFFER DEFINITION

FOR AVAYA PARTNERS & DISTRIBUTORS

SMB 100

IP OFFICE BUNDLES

PROMOTION DATES: OCTOBER 1, 2015 – SEPT. 27, 2016

AVAILABILITY: US & CANADA ONLY

V1 OCTOBER 1, 2015

Introduction

Overview

Customers with less than 100 employees are important to our growth strategy. Although they often have basic communication needs, they represent future cloud and UC users. In order to support sales in the small end of the market, Avaya must make it easy for these customers to transact business through partners. This promotion is targeted for those transactions to make it easy for our partners to sell IP Office.

Promotion Description

In order to effectively compete in the sub-100 segment, Avaya is pleased to announce the **SMB100**. The promotion is effective starting **October 1, 2015** through **September 27, 2016**. This promotion focuses on helping partners grow sales with the Avaya™ IP Office platform to customers under 100 users. It is available to IP Office Partners in the US and Canada who commit to making incremental investments to proactively market the promotion and agree to a 20% minimum growth in their current IP Office sales (MPG9) over a 12 month period.

The promotion is targeted for under 100 users in the small business segment. The promotion will be supported with flexible packages that allow for customization of components as long as certain minimum requirements are met. There are digital and IP versions. Partners using the flexible packages have the ability to create customized options for their customers. Eligible equipment must be placed on a single order. Additional equipment not specified in the bundle can be placed on the same order but it will not receive the promotional discount.

Package details – Please see qualifications for a complete description of required items and quantities for each bundle:

| | |
|-----------------------------|--|
| Minimum Requirements | <ul style="list-style-type: none"> • Essential Edition, Preferred, Server Edition R9.1 or Select • At least one IP500 v2 Control Unit or Server Edition Server (Physical server or Virtual License) • 1 ERS switch* required on the IP bundle |
| Maximum Requirements | <ul style="list-style-type: none"> • 100 Ports (IP, Digital or analog) |
| Port/License to Phone Ratio | <ul style="list-style-type: none"> • Min 75% Phones to Digital Port + IP license ratio <ul style="list-style-type: none"> • Note that Power Users, and 3rd Party IP licenses are not required to have the min 75% phone attach <ul style="list-style-type: none"> ○ To support small IP configurations the 6 digital ports on the BRI and Analog trunk Combo card also don't require the minimum phone attach. • Max Phones 100 |

* Eligible data switches for the IP Bundles are listed in Appendix 2

| Package Category | Description | Discount Level | Promotion code |
|--------------------------------|-------------------|------------------------------------|--|
| Digital Bundles | Maximum 100 users | 9% on all eligible material codes | See Appendix 3 for list of promotion codes |
| IP Bundles + networking | Maximum 100 users | 11% on all eligible material codes | See Appendix 3 for list of promotion codes |

Please Note:

1. Detailed list of discountable material codes are in the appendix 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.

Avaya SMB 100 Promotion – Additional Terms and Conditions

- The SMB enrollment period will begin on Oct. 7, 2015 and end on Oct. 31, 2015. This promotion cannot be used in conjunction with any other Avaya promotion or Special Bid.
- Participation is allowed for Partners who agree to a 20% growth target over their FY15 IP Office Sales measured in IP Office revenue (MPG9).
- Partners that participated in the Express 100 program and met their growth target are automatically eligible for the SMB 100 program.
- Partners that participated in the Express 100 program and met >50% of their goal in the US and Canada will be eligible for the SMB 100 program. Those partners will be on probation and need to meet to meet their growth for 2 quarters.
- Partners that participated in the Express 100 program and did not meet >50% of their goals in the US and Canada do not qualify for the SMB program. Those partners can petition for access to the program after 1 quarter of 20% growth over the same quarter in FY15.
- From time-to-time, Avaya, in its sole discretion, may permit partners who have participated in other channel programs to participate in the SMB100 program.
- CAMs or ACAMs will nominate their partners. CAMs or ACAMS will provide the partner name, link id and contact information, by filling out the nomination form. The nomination form can be accessed at <https://goo.gl/IcMduu> . Once the partner is nominated an email will be sent to the partner asking them to confirm they agree to the 20% growth target.
- The 12 month term ending on September 27, 2016 will require Avaya to establish quarterly targets. Avaya will provide a quarterly update to insure progress toward the minimum yearly growth target of 20% over their current IP Office sales. Partners failing to reach established targets for two consecutive quarters are subject to removal from the promotion at Avaya’s discretion. If a partner is removed from the program, any quotes at ready to

order status, with an SMB 100 promo code, will be honored for up to 60 days, no edits or changes allowed

- Quarterly progress reports will be shared with Partners as part of the review process.
- All eligible items must be on the same order.
- Extended discounts do not apply to services; however, IPOSS maintenance is strongly recommended to maximize system availability and investment protection for your customers and is required on Server Edition.
- This promotion cannot be combined with other Avaya promotion or Special Bid; however, alternative short term promotions may be presented as an option for certain opportunities.
- The promotional discounts are not applicable to any material code announced as End of Sale during the duration of the promotion
- This promotion is combinable with Grow Right and Deal Registration under the specific terms and conditions of those respective programs.
- 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, CM or DEFINITY to IP Office 9.1. ASIPP licenses are eligible to be included in an SMB100 quote, but cannot be further discounted. The following list of IP Office material codes will qualify quotes for the SMB 100 promotion, but the ASIPP codes will not receive any further discounts as part of this promotion, other material codes included in the quote are eligible for the discount according to the SMB 100 guidelines:

Material Code Description

- 339145 IPO R9+ ASIPP AV IP ENDPT 1 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
 - 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 VMPRO ADI LIC
 - 339191 IPO R9.1 ASIPP SE ADI LIC
 - 339192 IPO R9.1 ASIPP VL SE ADI LIC
 - 370525 IPO R9.1 ASIPP ESSNTL ED PLDS LIC
 - 370526 IPO R9.1 ASIPP PREFRD VMPRO PLDS LIC
 - 370527 IPO R9.1 ASIPP SE PLDS 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
- Standard Avaya policy does allow the inclusion of additional material codes even though they may not receive promotional discounts. However authorized business partners should

consult with their distributor to determine if the distributor will permit extra material codes, beyond the pre-determined bundle criteria, to be on the same quote.

- Avaya's standard quote requirements for promotion eligibility require a quote to be at "Ready to Order" status, and only a single quote for a single site can contain the material codes to meet minimum eligibility requirements.
- While no separate SKU is being used to define individual bundles, quotes with the required SKU and quantities for less than 100 users will have the discounts listed in the package details table applied by the promotion tool.
- **A unique promotion authorization code applies to each bundle package.** 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.
- The maximum number of phones associated with each specific bundle are shown in the requirements. **The end customer can purchase less than the maximum number of phones,** however, after the initial sale; discounts based on this promotion will not be available for the additional purchase of phones.
- A non-standard term and condition included with every approval defines that **the number of phones cannot exceed the number of IP endpoint licenses or digital ports associated with a specific bundle, subject to partner audit and penalty.**
- Partners can set up their own rate cards and embed them into their offers as well as their tools for a maximum of 100 users according to the offer descriptions.
- 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.

Avaya Partner Value Proposition

- Predictable pricing for sub-100 IP Office bundles
- Simplified ordering and competitive offering for lower end of the market
- 12 month term provides the opportunity for partners to include these bundles as part of their standard product offering
- Shorten sales cycle, quick time to cash

Avaya Partner Promotion Process

The SMB 100 IP Office Bundle promotion can only be executed via the 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
 - a. The Promotion tool will show all eligible promotions based on the quote details
4. Select the appropriate “IP Office Bundle” promotion code if eligible
5. Apply the selected “IP Office Bundle” promotion code to the quote
6. Submit order through the standard distributor sales-out process by **September 27, 2016**. The product must ship and invoice from the Distributor by **September 30, 2016**. Non-compliant orders will automatically be rejected by the distributor
7. The MPM promotional tool **WILL NOT** check for design errors.

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>

Promotion Qualifiers

Digital Bundle Qualifications

SMB 100 Digital Bundle

Call Control Unit or Virtual Server

1 of the following required on each design:

- 700476005 IPO IP 500 V2 Control Unit or
- 700501510 IPO 500V2 Control Unit TAA

October 1, 2015

- 302788 R210 II XL SRVR IPO SE EXP
- 306961 R620 SRVR IPO SE PRIMARY
- 339192 IPO R9.1 ASIPP VL SE ADI LIC
- 339101 IPO R9.1 VRTULZD SE ADI LIC
- 339104 IP Office R9.1 Software ONLY Server EDITION LICENSE ADI LIC:DS
- 370528 IP Office R9.1ASIPPP Software ONLY Server EDITION LICENSE ADI LIC:DS
- 339217 IPO R9.1 VRTULZD SE PLDS LIC
- 339220 IP OFFICE R9.1 SOFTWARE ONLY SERVER EDITION PLDS LIC:DS
- 370521 IP OFFICE SELECT R9.1 ASIPP VIRTUALIZED SERVER EDITION PLDS LIC:DS

Edition Licenses

1 of the following required on each design:

- 339096 IPO R9.1 ESSNTL ED ADI LIC
- 339212 IPO R9.1 ESSNTL ED PLDS LIC
- 339100 IPO R9.1 SE ADI LIC
- 339216 IPO R9.1 SE PLDS LIC
- 339101 IPO R9.1 VRTULZD SE ADI LIC
- 339217 IPO R9.1 VRTULZD SE PLDS LIC
- 339189 IPO R9.1 ASIPP ESSNTL ED ADI LIC
- 370525 IPO R9.1 ASIPP ESSNTL ED PLDS LIC
- 339190 IPO R9.1 ASIPP PREFRD VMPRO ADI LIC
- 370526 IPO R9.1 ASIPP PREFRD VMPRO PLDS LIC
- 339191 IPO R9.1 ASIPP SE ADI LIC
- 370527 IPO R9.1 ASIPP SE PLDS LIC
- 339192 IPO R9.1 ASIPP VL SE ADI LIC
- 308398 IPO-SL ASIPP R9.1 VM PRO 2 PLDS LIC
- 308620 IPO-SL R9.1 ASIPP SE PLDS LIC
- 370521 IPO-SL R9.1 ASIPP VL SE PLDSLIC

IP Endpoints

Configurations cannot exceed 100 telephone sets in total. See Appendix 1 for a list of qualifying material codes. If you choose to add IP Phone Sets to your design, you will need to add either a Combo Card (material code 700504556) or a VCM card (32 or 64 ports) and an appropriate data switch for your design to work.

If IP endpoints are selected 1 IP endpoint license is required for each IP telephone Design cannot exceed 30 IP Endpoint Licenses. You can mix and match material codes to achieve the right number of licenses. All IP Endpoints regardless of package (digital or IP) must have an associated IP Endpoint License from the list below

- 275618 IPO R9+ AV IP ENDPT 1 ADI LIC (do not exceed quantity 100)
- 275619 IPO R9+ AV IP ENDPT 5 ADI LIC (do not exceed quantity 20)

October 1, 2015

- 275620 IPO R9+ AV IP ENDPT 20 ADI LIC (do not exceed quantity 5)
- 273900 IPO R9+ AV IP ENDPT 1 PLDS LIC (do not exceed quantity 100)
- 339091 IPO R9+ AV IP ENDPT 50 ADI (do not exceed quantity of 2)
- 339092 IPO R9+ AV IP ENDPT 100 ADI (do not exceed quantity of 1)
- 339145 IPO R9+ ASIPP AV IP ENDPT 1 PLDS LIC (do not exceed quantity of 100)
- 339147 IPO R9+ ASIPP AV IP ENDPT 1 ADI LIC (do not exceed quantity of 100)
- 339148 IPO R9+ ASIPP AV IP ENDPT 5 ADI LIC (do not exceed quantity of 20)
- 339167 IPO R9+ ASIPP AV IP ENDPT 20 ADI LIC (do not exceed quantity of 5)
- 339184 IPO R9+ ASIPP AV IP ENDPT 50 ADI LIC (do not exceed quantity of 2)
- 339188 IPO R9+ ASIPP AV IP ENDPT 100 ADI LIC (do not exceed quantity of 1)
- 308399 IPO-SL R9.1 ASIPP AV IP EP 1PLDS LIC
-

Data Switches

Configurations cannot exceed a total of 4 eligible data switches. See Appendix 2 for a list of qualifying material codes

Other components that will meet the design rules and requirements

Any material code that belongs to MPG 9P will be receive the SMB bundles discount.
Material codes that do not belong to MPG 9P will not receive SMB 100 discounts.

IP Bundle Qualifications

SMB 100 IP Bundle

1 of the following required on each design:

- 700476005 IPO IP 500 V2 Control Unit
- 700501510 IPO 500 V 2 CONTROL UNIT TAA
- 302788 R210 II XL SRVR IPO SE EXP
- 306961 R620 SRVR IPO SE PRIMARY
- 339192 IPO R9.1 ASIPP VL SE ADI LIC
- 339101 IPO R9.1 VRTULZD SE ADI LIC
- 339104 IP Office R9.1 Software Only Server Edition License ADI LIC:DS
- 370528 I Office R9.1ASIPPP Software Only Server Edition License ADI LIC:DS
- 339217 IPO R9.1 VRTULZD SE PLDS LIC
- 339220 IP OFFICE R9.1 SOFTWARE ONLY SERVER EDITION PLDS LIC:DS
- 339194 IP OFFICE SELECT R9.1 VIRTUALIZED SE PLDS LIC:DS

Edition Licenses

1 of the following required on each design:

- 339096 IPO R9.1 ESSNTL ED ADI LIC
- 339212 IPO R9.1 ESSNTL ED PLDS LIC
- 339100 IPO R9.1 SE ADI LIC
- 339216 IPO R9.1 SE PLDS LIC
- 339101 IPO R9.1 VRTULZD SE ADI LIC
- 339189 IPO R9.1 ASIPP ESSNTL ED ADI LIC
- 370525 IPO R9.1 ASIPP ESSNTL ED PLDS LIC
- 339190 IPO R9.1 ASIPP PREFRD VMPRO ADI LIC
- 370526 IPO R9.1 ASIPP PREFRD VMPRO PLDS LIC
- 339191 IPO R9.1 ASIPP SE ADI LIC
- 370527 IPO R9.1 ASIPP SE PLDS LIC
- 308398 IPO-SL ASIPP R9.1 VM PRO 2 PLDS LIC
- 308620 IPO-SL R9.1 ASIPP SE PLDS LIC
- 339193 IPO SELECT R9.1 Server Edition PLDS LIC
- 339194 IP OFFICE SELECT R9.1 VIRTUALIZED SE PLDS LIC:DS

IP Endpoints

Designs cannot exceed 100 telephone sets in total. See Appendix 1 for list of qualifying material codes. If you choose to add digital phone sets to your IP design, you will need to select the 500v2 Call Control Unit to support digital and/or analog and IP Phone sets.

1 IP endpoint required for each IP telephone

- 275618 IPO R9+ AV IP ENDPT 1 ADI LIC (do not exceed quantity 100)
- 275619 IPO R9+ AV IP ENDPT 5 ADI LIC (do not exceed quantity 20)
- 275620 IPO R9+ AV IP ENDPT 20 ADI LIC (do not exceed quantity 5)
- 273900 IPO R9+ AV IP ENDPT 1 PLDS LIC (do not exceed quantity 100)
- 339091 IPO R9+ AV IP ENDPT 50 ADI (do not exceed quantity of 2)
- 339092 IPO R9+ AV IP ENDPT 100 ADI (do not exceed quantity of 1)
- 339145 IPO R9+ ASIPP AV IP ENDPT 1 PLDS LIC (do not exceed quantity of 100)
- 339147 IPO R9+ ASIPP AV IP ENDPT 1 ADI LIC (do not exceed quantity of 100)
- 339148 IPO R9+ ASIPP AV IP ENDPT 5 ADI LIC (do not exceed quantity of 20)
- 339167 IPO R9+ ASIPP AV IP ENDPT 20 ADI LIC (do not exceed quantity of 5)
- 339184 IPO R9+ ASIPP AV IP ENDPT 50 ADI LIC (do not exceed quantity of 2)
- 339188 IPO R9+ ASIPP AV IP ENDPT 100 ADI LIC (do not exceed quantity of 1)
- 308399 IPO-SL R9.1 ASIPP AV IP EP 1PLDS LIC
-

Power Users can be used instead of IP telephones but will count in your max quantity of 100 in the bundle package

- 382745 IPO R9.1. PWR User 1 ADI LIC (do not exceed quantity 100)
- 382746 IPO R9.1 PWR USER 5 ADI LIC (do not exceed quantity 20)
- 382747 IPO R9.1 PWR USER 20 ADI LIC (do not exceed quantity 5)
- 338987 IP OFFICE R9+ POWER USER 50 ADI LIC:CU (do not exceed quantity 2)
- 338988 IP OFFICE R9+ POWER USER 100 ADI LIC:CU (do not exceed quantity of 1)
- 382753 IPO R9.1 PWR USER 1 PLDS LIC (do not exceed quantity 100)

Data switches

1 data switch is required on each design. Designs cannot exceed a total of 4 eligible data switches. See Appendix 2 for a list of qualifying material codes.

October 1, 2015

Security

Avaya Session Border Control is optional but can be added to the package as necessary, Following are the allowed codes:

- 273793 ASBCE R6.2 CORE PORTWELL CAD-208 IPO
- 273792 ASBCE R6.2+ STD SVCS IPO LIC 1-500
- 300720 ASBCE R6.2+ ADV SVCS IPO LIC 1-500
- 382300 ASBCE R7 STD SVCS IPO LIC 1-500
- 382305 ASBCE R7 ADV SVCS IPO LIC 1-500

Other components

Any material code that belongs to MPG 9P will be receive the SMB bundles discount. Material codes that do not belong to MPG 9P will not receive SMB 100 discounts.

Resources

- **SME Promotions Information:**
https://avaya.my.salesforce.com/apex/sp_ViewDetailPage?id=a3ja000000Lrq4AAC
- **Avaya Financial Services:**
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: Eligible Phones

The tables below list the Eligible Phones that can be added to each corresponding Digital or IP bundle to apply the appropriate discounts. See “Avaya Partner promotion process” for more details. After the initial sale; the discounts in this promotion will not be available for the additional purchase of phones. A mix of IP and digital handsets can be added to either Digital or IP bundles as long as they do not exceed the quantity rules and design parameters.

October 1, 2015

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
700504841 1408 TELSET FOR CM/IPO/IE ICON
700508194 1416 TELSET FOR CM/IPO/IE ICON
700508197 9504 TELSET FOR IPO ICON
700504842 9508 TELSET FOR IPO 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
700510909 1408 TELSET CM/IPO/IE UpN ICON 4 PK
700510910 1416 TELSET CM/IPO/IE UpN ICON 4 PK
700510913 9508 TELSET FOR IPO ICON 4 PK
700510914 9504 TELSET FOR IPO 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

October 1, 2015

700508893 B169 Conference Room Phone US

700504740 B179 Conference Room Phone

SIP Phnes

700508095 E169 Media Station Kit

700508085 E159 Media Station Kit

Appendix 2: Data Switches SMB 100 Bundles

The tables below lists the data switch options for the SMB 100 IP bundle. A minimum quantity of 1 switch must be included on the same order as the IP Office for IP Endpoints. No more than 4 switches are allowed on a SMB 100 IP design.

| Material Code | Descripton |
|-----------------------------|--|
| AL3500E02-E6 ERS 3550T | 48 port 10/100 w/ 2 SFP's and two SFP dual personality stacking ports NA Power Cord |
| AL3500E12-E6 ERS 3550T-PWR+ | 48 port 10/100 POE+ w/ 2 SFP's and two SFP dual personality stacking ports NA Power Cord |
| 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 (NA power) |
| 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 (NA power cord) |
| AL3500E16-E6 | Ethernet Routing Switch 3549GTS-PWR+ with 48 10/100/1000 802.3at PoE |
| 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 (N America power) |
| AL4800E88-E6GS | ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. NA PC GSA VERSION |
| AL4800E89-E6GS | ERS 4826GTS-PWR+ with 24 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. NA PC GSA VERSION |
| AL4800E88-E6 | ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. NA PC |
| AL4800E89-E6 | ERS 4826GTS-PWR+ with 24 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. NA PC |

Appendix 3: - Promotion Codes

The tables below list the promotion codes associated with each bundle. Separate codes exist for Canada and US. These codes will be displayed when the new merchandise or configured quote is entered into Avaya's One Source tool. By clicking the "check promotions button", the automated promotion tool will present all eligible promotions to the partner/distributor. If a quote qualifies for multiple promotions (or bundles), the partner/distributor can select only one promotion to apply to the quote. Once a promotion is selected, the appropriate discounts are

October 1, 2015

automatically inserted into the quote, and standard ordering/claims processes apply. See “Avaya Partner promotion process” for more details.

United States IP Office Bundle Promotional codes

| Bundle Description | Promotional code | Discount |
|--|-------------------------|-----------------|
| SMB100 Package (min \$5K List) - Digital constructs up to 100 users for US | SMB100-1-US-DIG | 9% |
| SMB100 Package (min \$5K List) - IP constructs up to 100 users with Networking attach for US | SMB100-1-US-IP | 11% |
| SMB100 Package (\$>50K List) - Digital constructs up to 100 users for US | SMB100-2-US-DIG | 9% |
| SMB100 Package (\$>50K List) - IP constructs up to 100 users with Networking attach for US | SMB100-2-US-IP | 11% |

Canada IP Office Bundle Promotional Codes

| Bundle Description | Promotional code | Discount |
|--|-------------------------|-----------------|
| SMB100 Package (min \$5K List) - Digital constructs up to 100 Users for Canada | SMB100-1-CA-DIG | 9% |
| SMB100 Package (min \$5K List) - IP constructs up to 100 Users with Networking attach for Canada | SMB100-1-CA-IP | 11% |
| SMB100 Package (\$>50K List) - Digital constructs up to 100 Users for Canada | SMB100-2-CA-DIG | 9% |
| SMB100 Package (\$>50K List) - IP constructs up to 100 Users with Networking attach for Canada | SMB100-2-CA-IP | 11% |

Appendix 4: - Port and license counts

The following material codes will be used to count ports/licenses in the 100 user maximum.

| | |
|-----------------------------|--|
| Port/License to Phone Ratio | <ul style="list-style-type: none"> • Min 75% Phones to Digital Port + IP license ratio <ul style="list-style-type: none"> • Note that Power Users, and 3rd Party IP licenses are not required to have the min 75% phone attach <ul style="list-style-type: none"> ○ To support small IP configurations the 6 digital ports on the BRI and Analog trunk Combo card also don't require the minimum phone attach. • Max 100 Phones |
|-----------------------------|--|

| Material Code | Description | Count |
|---------------|---|-------|
| 275618 | IP OFFICE R9+ AVAYA IP ENDPOINT 1 ADI LIC:CU | 1 |
| 275619 | IP OFFICE R9+ AVAYA IP ENDPOINT 5 ADI LIC:CU | 5 |
| 275620 | IP OFFICE R9+ AVAYA IP ENDPOINT 20 ADI LIC:CU | 20 |
| 339091 | IP OFFICE R9+ AVAYA IP ENDPOINT 50 ADI LIC:CU | 50 |
| 339092 | IP OFFICE R9+ AVAYA IP ENDPOINT 100 ADI LIC:CU | 100 |
| 273900 | IP OFFICE R9+ AVAYA IP ENDPOINT 1 PLDS LIC:CU | 1 |
| 273901 | IPO R9 AV IP ENDPT 5 PLDS LIC | 5 |
| 273902 | IPO R9 AV IP ENDPT 20 PLDS LIC | 20 |
| 339175 | IP OFFICE SELECT R9.1 AVAYA IP ENDPOINT 1 PLDS LIC:CU | 1 |
| 700500758 | IP OFFICE IP500 EXTENSION CARD TCM-8 DIGITAL STATION 8 | 8 |
| 700417330 | IPO IP500 EXTN CARD DGTL STA 8 | 8 |
| 700449499 | IP OFFICE/B5800 IP500 EXPANSION MODULE DIGITAL STATION 16 | 16 |
| 700501585 | IP500 Digital Station 16B RJ45 | 16 |
| 700500699 | IP OFFICE IP500 EXPANSION MODULE DS16A DIGITAL STATION RJ21 | 16 |
| 700426216 | IP OFFICE/B5800 IP500 EXPANSION MODULE DIGITAL STATION 30 | 30 |
| 700501586 | IP500 Digital Station 30B RJ45 | 30 |
| 700500698 | IP OFFICE IP500 EXPANSION MODULE DS30A DIGITAL STATION RJ21 | 30 |

All Rights Reserved. Avaya and the Avaya Logo are trademarks of Avaya Inc. and may be registered in certain jurisdictions. All trademarks identified by ®, TM or SM are registered marks, trademarks, and service marks, respectively, of Avaya Inc All other trademarks are the property of their respective owners.

This promotion may be offered only for a limited time. Avaya reserves the right to alter or terminate this promotion at its discretion with reasonable notice. Certain restrictions apply. Void where prohibited.