



OFFER DEFINITION

FOR AVAYA PARTNERS & DISTRIBUTORS

NETWORK NOW

PROMOTION START DATE: APRIL 17, 2015

PROMOTION END DATE: SEPTEMBER 27, 2016

AVAILABILITY: US THEATER

BUSINESS UNIT: NETWORKING

VERSION: 2.0 (OCTOBER 01, 2015)

- **VERSION 1.0: (APRIL 17, 2015)**
 - FIRST VERSION FOR PROMOTION LAUNCH
- **VERSION 1.1: (AUGUST 31, 2015)**
 - INCREASE DISCOUNT FROM 9% TO 10%, ADDITION OF CROSS-PORTFOLIO NPV TEMPLATE TO COVER NETWORKING, VIDEO AND PHONE QUOTES
- **VERSION 2.0: (OCTOBER 01, 2015)**
 - EXTENDED FOR FY16; ADDITION OF DISCOUNT BANDS 2 AND 3 TO REWARD LARGER PURCHASES; ADJUSTED NPV MINIMUM \$ THRESHOLD TO 15K USD

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Introduction

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

Overview / Summary

For a Limited time only, partners can leverage **Network NOW** to position all popular Avaya Networking products including:

Ethernet Routing Switch 3500 series
Ethernet Routing Switch 4800 series
Ethernet Routing Switch 5900 series
Ethernet Routing Switch 8800 series
Virtual Services Platform 4000 series
Virtual Services Platform 7000 series
Virtual Services Platform 8000 series
Virtual Services Platform 9000 series
Wireless LAN 9100 series
Identity Engines series
Avaya Network Management
Pluggable transceivers

Network NOW is structured with three different discount bands so the larger the deal size, the greater the discount! Available discounts are as follows:

Band 1 (deal size <\$50K USD APL) - incremental promotion discount of **10%** off APL

Band 2 (deal size \$50K-\$100K USD APL) - incremental promotion discount of **11%** off APL

Band 3 (deal size >\$100K USD APL) - incremental promotion discount of **12%** off APL

Discounts are available on all active MPG 6P (Networking) material codes, whatever the product mix. It is simple to apply through the Avaya Marketing Promotions Module (MPM), and there are no restrictions on usage other than those shown in the terms and conditions section of and elsewhere in this offer document.

Avaya Partner Value Proposition

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

Avaya Partner Promotion 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:

'NetworkNOW-US' (for Band 1, Networking-only quotes)

'NetworkNOW2-US' (for Band 2, Networking-only quotes)

'NetworkNOW3-US' (for Band 3, Networking-only quotes)

'NPVNOW1-US' (for Band 1 Networking combined with Scopia Video and/or phone handsets on the same quote. Note that in this scenario Video NOW and Phone NOW promotion discounts will also be applied to qualifying Scopia Video products and phone handsets. A minimum list price for the quote of \$15K USD APL is also required to trigger this code)

2. Promotional discounts apply to products only, not maintenance services. Standard maintenance requirements apply.
3. Promotion may not be combined with any other Avaya 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 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

Network NOW Promotion:

Please see the Networking Promotions page on the Avaya Sales Portal at <https://sales.avaya.com/en/general/network-now>

Product Information:

Please see the Networking Product pages on the Avaya Sales Portal at <https://sales.avaya.com/en/pss/avaya-networking> or at Avaya.com

Contacts – Promotion

Questions? Please Contact:

Your Avaya distributor or Channel Account Manager,

Kim Runchey, US Channel Sales ksrunchey@avaya.com Tel: +1 913 526 0819, or

Paul Compton, Global Promotions Governance comptonp@avaya.com

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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.

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