



OFFER DEFINITION

FOR AVAYA PARTNERS & DISTRIBUTORS

ENGAGE NOW PACKAGE

US

VERSION: 1.0

PACKAGE START DATE: 1ST OCTOBER 2015

PACKAGE END DATE: 27TH SEPTEMBER 2016

DISTRIBUTOR SALES OUT END DATE: 30TH SEPTEMBER 2016

AVAILABILITY: US THEATRE

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Change Log

VERSION 1.0 – 1ST OCTOBER 2015:

- INITIAL VERSION

Introduction & Overview

Avaya's installed base of DEFINITY, Communication Manager, Meridian and CS1000 is large, and they are the prime target for the **Engage NOW** package.

The **Engage NOW** package is the mainstream Enterprise Installed Base Upgrade package for Avaya's fiscal year 2016. As two Level package is designed to enhance partners' profitability as they propose and close richer constructs.

The **Engage NOW** package focuses on helping partners both the Avaya heritage installed base as well as the Nortel installed base with ASIPP to Avaya Aura release 6 or 7, and offers the opportunity for enhanced profitability when Video, Security, Data infrastructure or Contact Center is also sold.

The package structure is as follows:

- Level 1 addresses upgrade-only opportunities. In this tier, Avaya allows partners to take an additional discount on qualifying Avaya Aura hardware and software – all items must be in the same quote.
- At Level 2 Avaya accelerates the Level 1 discount percentages and allows partners to apply the higher discount percentage to select Video, Security, Contact Center or Data infrastructure material codes that are present in the same qualifying quote.

The discounts vary by deal size, and level, and if an existing customer has an Avaya or Nortel heritage platform (details below).

Discount Summary

CM / DEFINITY Upgrades & Migrations			Deals <\$50K LIST		Deals >\$50K LIST	
Portfolio	Sub Portfolio	MPGs	Level 1	Level 2	Level 1	Level 2
Avaya Aura	HW / SW / UA	1P, 2P	4%	10%	5%	11%
Endpoints	16xx/96x1 IP Endpoints	3P, 4P	4%	10%	5%	11%
	B1xx Conference Phones	3P	4%	10%	5%	11%
	14xx Digital Endpoints	4P	4%	10%	5%	11%
	E159/E169 Media Stations	3P	4%	10%	5%	11%
Contact Center	Elite, EMC, CMS	5P	4%	10%	5%	11%
	AACC Multi Media	5P	N/A	15%	N/A	15%
	Experience Portal / POM	5P	N/A	15%	N/A	15%
	EDP	5P	N/A	15%	N/A	15%
	WFO	5P	N/A	8%	N/A	8%
	Interaction Center	5P	N/A	15%	N/A	15%
	Call Back Assist	5P	N/A	15%	N/A	15%
Networking	All	6P	N/A	13%	N/A	13%
Video	All	8P	N/A	15%	N/A	15%
Maintenance	SA (Aura 6)	1S, 5S	5%	5%	5%	5%
	SA Preferred (Aura 7)	6S	21%	21%	21%	21%
APS	Specific Packages	2S	5%	5%	5%	5%

Meridian / CS1K ASIPP Migrations			Deals <\$50K LIST		Deals >\$50K LIST	
Portfolio	Sub Portfolio	MPGs	Level 1	Level 2	Level 1	Level 2
Avaya Aura	HW / SW / UA	1P, 2P	4%	10%	5%	11%
Endpoints	16xx/96x1 IP Endpoints	3P, 4P	20%	20%	22%	22%
	B1xx Conference Phones	3P	4%	10%	5%	11%
	14xx Digital Endpoints	4P	4%	10%	5%	11%
	E159/E169 Media Stations	3P	4%	10%	5%	11%
	IP DECT	3P	N/A	N/A	N/A	N/A
Contact Center	Elite, EMC, CMS	5P	4%	10%	5%	11%
	AACC Multi Media	5P	N/A	15%	N/A	15%
	Experience Portal / POM	5P	N/A	15%	N/A	15%
	EDP	5P	N/A	15%	N/A	15%
	WFO	5P	N/A	8%	N/A	8%
	Interaction Center	5P	N/A	15%	N/A	15%
	Call Back Assist	5P	N/A	15%	N/A	15%
Networking	All	6P	N/A	13%	N/A	13%
Video	All	8P	N/A	15%	N/A	15%
Maintenance	SA (Aura 6)	1S, 5S	10%	10%	10%	10%
	SA Preferred (Aura 7)	6S	21%	21%	21%	21%
APS	Specific Packages	2S	5%	5%	5%	5%

Discount Exclusions (for Nortel migrations)	
700508259	1603-I
700508258	1603SW-I
700506783	9601 IP Phone
700508193	1403 IP Phone

Requirements & Qualifying Criteria

Specific T&Cs and Design Requirements
All quotes require an upgrade or uplift order for either Core or Power license, R6 or R7
Any Phones attached to the design cannot exceed more than 105% of the total number of
Meridian / CS1000 ASIPP Migrations require a NEW 3 year SA and UA Contract
Level 2 requirements are a) Minimum 1 Scopia Elite 6000 MCU; or b) Minimum 5 Video Endpoints (any mix of XTE240, XT4300, XT5000 or XT7100); or c) Minimum 192 PoE ports d) 25 Advanced Contact Center licenses (see appendix for full list of codes)
No discount is offered on MPG 7P, OEM products
All submitted items must be on a single quote
The promotion is only for migrations of Meridian, CS1000, DEFINITY or Communication Manager to Avaya Aura 6 or 7.

Avaya Partner Package Process / Rules

Quoting & Ordering:

1. Create a quote/design as normal with eligible material codes quoted
2. Process the quote through the Marketing Promotions Module (MPM) within the Avaya Enterprise Configurator (EC), applying the appropriate promotion code (list of promotion codes in Appendix A)
3. New quotes and quote modifications for this package can be made up to and including end date as on the front page of this offer definition.
4. All products must be shipped (sales out) by the distributor sales out end date as on the front page of this offer definition.

Avaya Partner Value Proposition

- Predictable and quick pricing for upgrades and migrations
- Simplified ordering and competitive offering
- 12 month term provides the opportunity for partners to include these bundles as part of their standard product offering and marketing campaigns
- Contact Center, Video, Networking and Professional Services Upsell opportunity to increase customer wallet share.

General 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>

Sales Resources

Engage NOW Package Page

Please see the Engage NOW Package and Promotion page on the Avaya Sales and Partner Portal at: <https://sales.avaya.com/en/general/engage-now>

Product & Solution Information

Eight Reasons to Move to Avaya Aura release 7 brochure – click [here](#)

Avaya Aura Platform brochure – click [here](#)

Avaya Aura 7 Offer Definition – click [here](#)

Avaya Aura 7 Partner Pitch Pack – click [here](#)

Avaya Aura 7 Customer Overview Presentation – click [here](#)

Contacts

Questions? Please Contact:

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

Appendix A: Package Codes

Promotion Codes	
ENOW1-US-L1	Engage NOW Level 1 (<\$50K List) - US
ENOW1-US-L2	Engage NOW Level 2 (<\$50K List) - US
ENOW1-US-L1B	Engage NOW Level 1 Nortel Base Migration ONLY (<\$50K List) - US
ENOW1-US-L2B	Engage NOW Level 2 Nortel Base Migration ONLY (<\$50K List) - US
ENOW2-US-L1	Engage NOW Level 1 (>\$50K List) - US
ENOW2-US-L2	Engage NOW Level 2 (>\$50K List) - US
ENOW2-US-L1B	Engage NOW Level 1 Nortel Base Migration ONLY (>\$50K List) - US
ENOW2-US-L2B	Engage NOW Level 2 Nortel Base Migration ONLY (>\$50K List) - US

Appendix B: Engage NOW Level 2 Trigger Codes

Level 2 of Engage NOW gets triggered if the quote contains one or more of the following:

- a) Minimum 1 Scopia Elite 6000 MCU; or
- b) Minimum 5 Video Endpoints (any mix of XTE240, XT4300, XT5000 or XT7100); or
- c) Minimum Avaya Networking 192 PoE ports; or
- d) 25 Advanced Contact Center licenses

The (global) list of relevant codes to determine the above:

NETWORKING PoE ERS SWITCHES	
AL3500A11-E6	3526T-PWR+ no Power Cord
AL3500A12-E6	3550T-PWR+ no Power Cord
AL3500A14-E6	3510GT-PWR+ no Power Cord
AL3500A15-E6	3524GT-PWR+ no Power Cord
AL3500A16-E6	3549GTS-PWR+ no Power Cord
AL3500B11-E6	3526T-PWR+ EU Power Cord
AL3500B12-E6	3550T-PWR+ EU Power Cord
AL3500B14-E6	3510GT-PWR+ EU Power Cord
AL3500B15-E6	3524GT-PWR+ EU Power Cord
AL3500B16-E6	3549GTS-PWR+ EU Power Cord
AL3500C11-E6	3526T-PWR+ UK Power Cord
AL3500C12-E6	3550T-PWR+ UK Power Cord
AL3500C14-E6	3510GT-PWR+ UK Power Cord
AL3500C15-E6	3524GT-PWR+ UK Power Cord
AL3500C16-E6	3549GTS-PWR+ UK Power Cord
AL3500D11-E6	3526T-PWR+ Japan Power Cord
AL3500D12-E6	3550T-PWR+ Japan Power Cord
AL3500D14-E6	3510GT-PWR+ Japan Power Cord
AL3500D15-E6	3524GT-PWR+ Japan Power Cord
AL3500D16-E6	3549GTS-PWR+ Japan Power Cord
AL3500E11-E6	3526T-PWR+ NA Power Cord
AL3500E12-E6	3550T-PWR+ NA Power Cord
AL3500E14-E6	3510GT-PWR+ NA Power Cord
AL3500E15-E6	3524GT-PWR+ NA Power Cord
AL3500E16-E6	3549GTS-PWR+ NA Power Cord
AL3500F11-E6	3526T-PWR+ ANZ Power Cord
AL3500F12-E6	3550T-PWR+ ANZ Power Cord
AL3500F14-E6	3510GT-PWR+ ANZ Power Cord
AL3500F15-E6	3524GT-PWR+ ANZ Power Cord
AL3500F16-E6	3549GTS-PWR+ ANZ Power Cord

AL4800A88-E6	ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. NO PC
AL4800A89-E6	ERS 4826GTS-PWR+ with 24 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. NO PC
AL4800B88-E6	ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. EU PC
AL4800B89-E6	ERS 4826GTS-PWR+ with 24 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. EU PC
AL4800C88-E6	ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. UK PC
AL4800C89-E6	ERS 4826GTS-PWR+ with 24 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. UK PC
AL4800D88-E6	ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. NO PC
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AL4800E88-E6	ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. EU PC
AL4800E89-E6	ERS 4826GTS-PWR+ with 24 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. EU PC
AL4800F88-E6	ERS 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. UK PC
AL4800F89-E6	ERS 4826GTS-PWR+ with 24 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports & HiStack ports. Inc. Base Software License, 1 Field replaceable 1000W PSU & 46cm stack cable. UK PC
SCOPIA ELITE MCUs	
55547-00001	Scopia Elite 6105 MCU
55547-00005	Scopia Elite 6110 MCU
55547-00010	Scopia Elite 6120 MCU
55547-00020	Scopia Elite 6140 MCU
SCOPIA VIDEO ENDPOINTS	
55511-00001	Scopia XT7100
55511-00801	Scopia XT7100 NE
55211-00001	Scopia XT5000
55211-00801	Scopia XT5000 NE
55211-00401	Scopia XT5000 TAA
55211-00004	Scopia XT5000 codec only
55211-00804	Scopia XT5000 NE codec only
55211-00404	Scopia XT5000 TAA codec only
55211-00014	Scopia XT4300
55211-00814	Scopia XT4300 NE
55211-00002	Scopia XT4200
55211-00802	Scopia XT4200 NE
55211-00402	Scopia XT4200 TAA
55411-00001	Scopia XTE240
55411-00801	Scopia XTE240 NE
55411-00401	Scopia XTE240 TAA
ADVANCED CONTACT CENTER LICENSES	
259515	AVAYA AURA CC6 RPT RTR 1ST 4 USERS
259516	AVAYA AURA CC6 RPT RTR 5 USERS
259529	AVAYA AURA CC6 PREM RPT USER

259650	AVAYA AURA CC6 SUPERVISOR PER PT
263152	AVAYA AURA CC6 ENTP SIP VCE PER AGT
263155	AVAYA AURA CC6 EMAIL W/MULTI PER AGT
263156	AVAYA AURA CC6 SMS W/MULTI PER AGT
263157	AVAYA AURA CC6 WEB CHAT W/MUL PERAGT
263158	AVAYA AURA CC6 MMED BUNDLE PER AGT
263223	AVAYA AURA CC6 IM PER AGENT
263224	AVAYA AURA CC6 PREV POBA PER AGENT
264644	AVAYA AURA CC6 NETWORKED VCE PER AGT
264647	AVAYA AURA CC6 SYS MG FRM ESS TO ENT
267542	AVAYA AURA CC6 SOCIAL MEDIA AGT LIC
269447	AACC R6 PREDICTIVE OUTBOUND AGENT LIC
300698	AVAYA AURA CC6 OPEN QUEUE PER AGENT
306488	AACC R6 PER AMS ZONE INSTANCE LIC
338803	AVAYA AURATM CC6 MULTIMEDIA BASE SYSTEM NEW ASIPP UPG LIC:CU
338761	AVAYA AURATM CC6 ENTERPRISE SIP CC BASE SYSTEM ASIPP UPG LIC:CU
338788	AVAYA AURATM CC6 NETWORKED BASE SYSTEM ASIPP UPG LIC:CU
272999	WFO R12 WFM PKG
273005	WFO R12 ADV WFM PKG
273036	WFO R12 WFO PKG
273042	WFO R12 ADV WFO PKG
273059	WFO R12 SPH ESSENTIALS
273062	WFO R12 SPH ADV
268214	CBA R4.x Ports
307413	COLLAB ENVIRON R3.0 CE SERVER INSTANCE LIC:CP
307416	COLLAB ENVIRON R3.0 MEDIA SERVER BUNDLE LIC:CP
300716	AAEP R7 PER PORT LIC NEW
300717	AAEP R7 PER PORT LIC NEW SPCH PCKG
302216	AAEP R7 PER PORT IVVR LIC
302190	AAEP R7 PER PT LIC NEW APPL PCKG
227880	IC 7.X CNCRNT VCE CC AGT
227887	IC 7.X ADDL VCE CC AGT
227886	IC 7.X CNCRNT MLTMED CC AGT
227881	IC 7.X ADDL MLTMED CC AGT
267173	APOM R3 OUTBND PRT VCE LIC
307413	COLLAB ENVIRON R3.0 CE SERVER INSTANCE LIC:CP
307416	COLLAB ENVIRON R3.0 MEDIA SERVER BUNDLE LIC:CP

Appendix C: APS discountable packages

MC#	Description	MC#	Description
383135	APS PKG-ANNUAL CALL TRNSTN MNTR SVCS	383240	APS PKG-APC EVENT SVCS ENABLE US/CA
383231	APS PKG-ONE-X AGT NEW BASE DEPLOY SVCS	383241	APS PKG-APC ADD OR RPL QT1 W/ IP US/CA
383232	APS PKG-ONE-X AGT CM INTG	383242	APS PKG-APC ADD ICB FEAT ENABLE US/CA
383233	APS PKG-ONE-X AGT CNTRL MGMT W/ SSO	383243	APS PKG-APC CONFIG AGT BLENDING US/CA
383234	APS PKG-ONE-X AGT 1 DAY REM KT	383244	APS PKG-APC ADD ACD AGT BLENDING US/CA
383224	APS PKG-ACM NEW BASE SA DEPLOY SVCS CPE	383245	APS PKG-APC MOVE SYS US/CA
383225	APS PKG-ACM NEW BASE HA DEPLOY SVCS CPE	383246	APS PKG-APC ADD STA/LN US/CA
383226	APS PKG-ACM ADD CONNECTOR DEPLOY SVCS	383247	APS PKG-APC SYS SPV KT US/CA
383227	APS PKG-ACM AAEP KT	383248	APS PKG-APC 1 DAY REM GOLIVE SUPT US/CA
383229	APS PKG-ACM 1 DAY REM CONSULT	383249	APS PKG-APC AGT BLEND 1DAY REM KT US/CA
383230	APS PKG-ACM UPG SA OR HA	383250	APS PKG-APC AGT BLEND 2DAY REM KT US/CA
383296	APS PKG-MX BSC ADMIN TRNG	383381	APS PKG-APC AFTMKT SYS CONFIG BNDL ROW
383297	APS PKG-MX ADV ADMIN TRNG	383382	APS PKG-APC AFTMKT LIST MGMT BNDL ROW
383298	APS PKG-MX OPERTR TRNG	383383	APS PKG-APC AFTMKT FEAT ENABLE BNDL ROW
383299	APS PKG-MX END USER TRNG	383384	APS PKG-APC AFTMKT SW SVCS BNDL ROW
383300	APS PKG-AAC ADMIN TRNG	383385	APS PKG-APC ADD CAMPAIGN ROW
383301	APS PKG-AAC END USER TRNG	383386	APS PKG-APC EVENT SVCS ENABLE ROW
383223	APS PKG-AACC NEW LAB DEPLOY SVCS US/CA	383387	APS PKG-APC ADD OR RPL QT1 W/ IP ROW
383380	APS PKG-AACC NEW LAB DEPLOY SVCS ROW	383388	APS PKG-APC ADD ICB FEAT ENABLE ROW
383260	APS PKG-AES SRVR DEPLOY SVCS	383389	APS PKG-APC CONFIG AGT BLENDING ROW
383261	APS PKG-AES CALL RCDG/3RD PRTY REM SUPT	383390	APS PKG-APC ADD ACD TO AGT BLENDING ROW
383262	APS PKG-AES EXTL WEBLM SFTW SET UP	383391	APS PKG-APC MOVE SYS ROW
383263	APS PKG-AES UPG DOT RELEASE REM	383392	APS PKG-APC ADD STA/LN ROW
383411	APS PKG-AES OOH REM SUPT	383393	APS PKG-APC SYS SPV KT ROW
185306	CIS CTI ADDL ASAI LINK	383394	APS PKG-APC 1 DAY REM GO-LIVE SUPT ROW
383251	APS PKG-AAEP NEW BASE DEPLOY SVCS CPE	383395	APS PKG-APC AGT BLEND 1 DAY REM KT ROW
383252	APS PKG-AAEP ADD EPM/MPP SRVR AV	383396	APS PKG-APC AGT BLEND 2 DAYS REM KT ROW
383253	APS PKG-AAEP SPH/APPL/WEBLM SRVR CPE	383275	APS PKG-ADS NEW DEPLOY SVCS
383254	APS PKG-AAEP OOH REM SUPT	383276	APS PKG-POLICY SRVR NEW DEPLOY SVCS
383255	APS PKG-AAEP /OD 3 DAYS ON-SITE KT	383277	APS PKG-SAL OR ADS ADD 10 MGD ELMNTS FM
383256	APS PKG-AAEP SOL ASSESS PRG ASAP	383278	APS PKG-SAL OR ADS ADD 50 MGD ELMNTS FM
383257	APS PKG-AAEP UPG BASE SVCS	383279	APS PKG-SAL OR ADS UPG PER SRVR
383258	APS PKG-AAEP UPG ADD EPM/MPP SRVR	383280	APS PKG-SAL OR ADS MG PER SRVR AV
383259	APS PKG-AAEP ADD LIC/OT OR IP CHG	383281	APS PKG-SAL OR ADS MG PER SRVR CPE
383214	APS PKG-CC ELITE NEW DESIGN 100AGT CPE	383282	APS PKG-SAL OR ADS ADD 10 MGD ELMNTS AM
383215	APS PKG-CC ELITE NEW DESIGN 20AGT CPE	383283	APS PKG-SAL OR ADS ADD 50 MGD ELMNTS AM
383216	APS PKG-CC ELITE BSC OR ADV 2 DAYS KT	383284	APS PKG-SSG ADD 1 MGD ELEMENT
383217	APS PKG-CC ELITE ADVOCATE 1 DAY KT	383220	APS PKG-OA FORWARDER RE-INSTL
383219	APS PKG-CC ELITE CCC 1 DAY REM	383221	APS PKG-IC/OA/AES/MAP-D IP ADD CHG

383264	APS PKG-AAM NEW SNGL SRVR 500 MBX AV	383222	APS PKG-IC/OA DNS OR DOMAIN CHG
383265	APS PKG-AAM NEW SNGL SRVR 500 MBX CPE	383316	APS PKG-NTWK ASSESS DTLD FIRST SITE EMEA
383266	APS PKG-AAM ADD 100 MBX FM	383317	APS PKG-NTWK ASSESS DTLD ADDL SITE EMEA
383267	APS PKG-AAM ADD 500 MBX FM	383318	APS PKG-NTWK ASSESS DTLD FIRST SITE CALA
383268	APS PKG-AAM CUSTMZD CALLER APPL FM	383319	APS PKG-NTWK ASSESS DTLD ADDL SITE CALA
383269	APS PKG-AAM IMAP4 CLNT ACCESS ENABLE FM	383320	APS PKG-NTWK ASSESS DTLD FIRST SITE APAC
383270	APS PKG-AAM UPG SNGL SRVR	383321	APS PKG-NTWK ASSESS DTLD ADDL SITE APAC
383271	APS PKG-AAM ADD 100 MBX AM	383409	APS PKG-NTWK ASSESS DTLD FRST SITE US/CA
383272	APS PKG-AAM ADD 500 MBX AM	383410	APS PKG-NTWK ASSESS DTLD ADDL SITE US/CA
383273	APS PKG-AAM CUSTMZD CALLER APPL AM	383064	APS PKG-SMGR & ASM NEW DEPLOY SVCS AV
383274	APS PKG-AAM IMAP4 CLNT ACCESS ENABLE AM	383065	APS PKG-SMGR & ASM NEW DEPLOY SVCS CPE
383309	APS PKG-TLL FRD ADT CM CORE 2500 USR	383066	APS PKG-SMGR HA/GR DEPLOY SVCS AV FM
383310	APS PKG-TLL FRD ADT CM CORE 2500P USR	383067	APS PKG-SMGR HA/GR DEPLOY SVCS AV AM
383311	APS PKG-TLL FRD ADT CM ESS OR LSP	383068	APS PKG-SMGR HA/GR DEPLOY SVCS CPE FM
383312	APS PKG-TLL FRD ADT/HARD CM CORE 2500USR	383069	APS PKG-SMGR HA/GR DEPLOY SVCS CPE AM
383313	APS PKG-TLL FRD ADT/HARD CM CORE 2500PUSR	383200	APS PKG-ASM ADD DEPLOY SVCS AV FM
383314	APS PKG-TLL FRD ADT/HARD CM ESS OR LSP	383201	APS PKG-ASM ADD DEPLOY SVCS AV AM
383315	APS PKG-STD OS OR PLTFRM HARDEN PER SRVR	383202	APS PKG-ASM ADD DEPLOY SVCS CPE FM
383302	APS PKG-NTWKG NEW ERS STACK REM CONFIG	383203	APS PKG-ASM ADD DEPLOY SVCS CPE AM
383303	APS PKG-NTWKG NEW ERS STACK DEPLOY SVCS	383204	APS PKG-ASM SIP ENTITY TYPE A
383304	APS PKG-NTWKG NEW ERS MDLR REM CONFIG	383205	APS PKG-ASM SIP ENTITY TYPE B
383305	APS PKG-NTWKG NEW ERS MDLR DEPLOY SVCS	383206	APS PKG-ASM SIP ENTITY TYPE C
383306	APS PKG-NTWKG NEW WLAN INDOOR ACC PT FM	383207	APS PKG-ASM PROV UP TO 100 SIP USERS
383307	APS PKG-NTWKG NEW WLAN INDOOR ACC PT AM	383211	APS PKG-ASM MISC ADD
383308	APS PKG-NTWKG NEW WLAN 9100 DEPLOY SVCS	383209	APS PKG-SMGR SRVR UPG MINOR/MAJOR REL
383404	APS PKG-NTWKG NTWK ASSESSEMENT	383210	APS PKG-ASM SRVR UPG MINOR/MAJOR REL
383405	APS PKG-NTWKG DESIGN WRKSHIP	383208	APS PKG-SMGR OR ASM UPG SVC PK
383406	APS PKG-NTWKG IDE DEPLOY SVCS	383212	APS PKG-SMGR/ASM IP ADD OR HOST CHG
383407	APS PKG-NTWKG VPFM OR COM DEPLOY SVCS	383213	APS PKG-ASM OOH REM SUPT
383408	APS PKG-NTWKG ERS/VSP SFTW UPG SVCS	383346	APS PKG-CM NEW SMPLX OR EMBD MAIN AV
383323	APS PKG-CMS NEW PRMRY SRVR DEPLOY AV	383347	APS PKG-CM NEW SMPLX OR EMBD MAIN CPE
383324	APS PKG-CMS NEW SCNDRY SRVR DEPLOY AV	383348	APS PKG-CM NEW DPLX MAIN AV
383325	APS PKG-CMS NEW PRMRYSRVR FLAT DEPLOY AV	383349	APS PKG-CM NEW DPLX MAIN CPE
383326	APS PKG-CMS NEW PRMRY SRVR DEPLOY CPE	383350	APS PKG-CM NEW SMPLX SURV REM AV
383327	APS PKG-CMS NEW SCNDRY SRVR DEPLOY CPE	383351	APS PKG-CM NEW EMBD SURV REM AV
383328	APS PKG-CMS NEW PRMRYSRVR FLATDEPLOY CPE	383352	APS PKG-CM NEW SMPLX SURV CORE AV
383329	APS PKG-CMS NEW INTF DEPLOY SVCS	383353	APS PKG-CM NEW SMPLX SURV CORE CPE
383330	APS PKG-CMS MG PRMRY SRVR AV	383354	APS PKG-CM NEW DPLX SURV CORE AV
383331	APS PKG-CMS MG PRMRY SRVR CPE	383355	APS PKG-CM NEW DPLX SURV CORE CPE
383332	APS PKG-CMS MG PRMRY/SCNDRY SRVRFLAT CPE	383356	APS PKG-CM NEW UTILITY SVCS AV
383333	APS PKG-CMS UPG MINOR RELEASE	383357	APS PKG-CM NEW UTILITY SVCS CPE
383334	APS PKG-CMS UPG INTF DEPLOY SVCS	383358	APS PKG-CM TRANS 24STA FM
383335	APS PKG-CMS ODBC CONNECT SUPT	383359	APS PKG-CM TRANS 24STA AM

383336	APS PKG-CMS CUST RPT DEV	383360	APS PKG-CM INSTL 8 PHONES
383337	APS PKG-CMS IP ADD CHG	383361	APS PKG-CM INSTL 24 PHONES
383338	APS PKG-CMS CLEAN UP SILVER	383362	APS PKG- ONE-X ATTD DEPLOY SVCS
383339	APS PKG-CMS CLEAN UP GOLD	383363	APS PKG-CM G4X0 MGW DEPLOY SVCS
383340	APS PKG-CMS CLEAN UP PLATINUM	383364	APS PKG-CM FIRST DAY OF BUS SUPT
383413	APS PKG-CMS ADDL ACD DEPLOY	383365	APS PKG-CM TRNK ADD FM
383414	APS PKG-CMS ADDL FEATURE ACTVN	383366	APS PKG-CM TRNK ADD AM
383416	APS PKG-CMS ADDL SPV LIC ACTVN	383367	APS PKG-CM UPG SFTW R6.0.1 TO R6.X
266296	APS PKG-CMS REPORTING ANLYS WRKSHIP	383368	APS PKG-CM SFTW R6.2 TO R6.3
185339	CIS OUT OF HOURS CTI TECH INTG TIO	383369	APS PKG-CM MG SMPLX/EMBD R5.2.1TOR6.X AV
185310	BCSI CMS HISTORICAL DATA MG 1-4 ACD	383370	APS PKG-CM MG SMPLXEMBD R5.2.1TOR6.X CPE
383285	APS PKG-SBC NEW SMALL CONFIG AV	383371	APS PKG-CM MG DPLX R5.2.1 TO R6.X AV
383287	APS PKG-SBC NEW MEDIUM SA CONFIG AV	383372	APS PKG-CM MG DPLX R5.2.1 TO R6.X CPE
383288	APS PKG-SBC NEW MEDIUM SA CONFIG CPE	383373	APS PKG-CM REM FRMW UPDT
383289	APS PKG-SBC NEW LARGE SA CONFIG AV	383374	APS PKG-CM ON-SITE FRMW UPDT
383291	APS PKG-SBC NEW MEDIUM HA CONFIG AV	383375	APS PKG-CM BSC CALL CTR CONFIG
383292	APS PKG-SBC NEW MEDIUM HA CONFIG CPE	383376	APS PKG-CM END USER OR TRAINER TRNG
383293	APS PKG-SBC NEW LARGE HA CONFIG AV	383377	APS PKG-CM ADD IP BOARD FIRST
383295	APS PKG-SBC UPG ANY CONFIG PER SYS	383378	APS PKG-CM ADD IP BOARD EACH ADDL
383235	APS PKG-APC AFTMKT SYSCONFIG BNDL US/CA	383379	APS PKG-CM BLOWBACK SVC
383236	APS PKG-APC AFTMKT LIST MGMT BNDL US/CA	383403	APS PKG-CM OOH REM SUPT
383237	APS PKG-APC AFTMKT FEAT ENBL BNDL US/CA	184532	CIS REM FEAT ACTIVATION (RFA)
383238	APS PKG-APC AFTMKT SW SVCS BNDL US/CA	217470	IST RFA LICENSE ACTIVATION
383239	APS PKG-APC ADD CAMPAIGN US/CA		

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