



OFFER DEFINITION

FOR AVAYA PARTNERS & DISTRIBUTORS

FABRIC NOW

PROMOTION START DATE: JANUARY 12, 2015

PROMOTION END DATE: SEPTEMBER 27, 2016

AVAILABILITY: US THEATER

BUSINESS UNIT: NETWORKING

VERSION: 3.0 (OCTOBER 01, 2015)

- **VERSION 1.0:**
 - **FIRST VERSION FOR PROMOTION LAUNCH**
- **VERSION 1.1:**
 - **COMBINABLE WITH DEAL REGISTRATION**
- **VERSION 2.0:**
 - **RE-STRUCTURED FOR MPG 6P, FABRIC TRIGGER CODES, INCREASED DISCOUNT, AND REMOVAL OF DEAL REGISTRATION**
- **VERSION 2.1:**
 - **CLARIFICATION OF CUSTOMER QUALIFICATION CRITERIA**
- **VERSION 3.0: (OCTOBER 01, 2015)**
 - **EXTENDED FOR FY16; NEW DISCOUNT STRUCTURE WITH ADDITION OF DISCOUNT BANDS 2 AND 3**

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Introduction

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

Overview / Summary

For a limited time only, partners can leverage **Fabric NOW** to position popular Avaya Networking products from the following portfolios:

- 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
- 1G/10G pluggable transceivers

Fabric 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 **13%** off APL
- Band 2 (deal size 50K-100K USD APL) - incremental promotion discount of **14%** off APL
- Band 3 (deal size >100K USD APL) - incremental promotion discount of **15%** off APL

Discounts are available on all active MPG 6P (Networking) material codes. It is available to all customers, with or without an existing live Fabric environment, and is simply triggered through the Avaya Marketing Promotions Module (MPM) by the inclusion of two or more units of the same qualifying Fabric-enabled platform (*VSP4000/7000/7200/8200/ 8400/9000 or ERS 8800*) within the quote. Other than this, there are no restrictions on usage besides those shown in the terms and conditions section of and elsewhere in this offer document. Please refer to Addendum A towards the end of this document for a complete list of qualifying Fabric-enabled platform trigger codes.

Some end-users may have previously purchased Avaya Fabric Networking components and enabled them in a live production environment. Customers who are running a live Fabric environment may also have the opportunity to take advantage of this promotion for future purchases without the need to include two or more units of the same qualifying Fabric-enabled platform within each quote. Avaya will review your customer's current network to confirm that they have a live Fabric environment. If the network is confirmed as being a live Fabric then the Fabric NOW terms will be extended at Avaya's discretion. A streamlined process will be made available for these customers using a master special bid which will apply the discount for the duration of the promotion, subject to review. To verify if your customer is eligible please complete the Fabric Questionnaire available from the Sales and Partner Portal and send to FabricPromo@avaya.com

Avaya Partner Value Proposition

- A new promotion to generate revenue from Avaya Fabric 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 promotion code.
Band 1 – *FabricNOW1-US*
Band 2 – *FabricNOW2-US*
Band 3 – *FabricNOW3-US*
The quote must include two or more units of the same qualifying Fabric-enabled platform.
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

Fabric NOW Promotion:

Please see the Fabric NOW promotions page on the Avaya Sales and Partner Portal at <https://sales.avaya.com/en/general/fabric-now-promotion>

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

Addendum A – Fabric-enabled Platform Trigger Codes

Material Code	Description
DS1402001-E5	8010 10 slot chassis. Includes chassis, dual backplane, two high-speed fan trays, RS232 cable for management console, rack mount kit, and cable guide kit. Requires at least one power supply, up to three power supplies supported.
DS1402001-E5GS	8010 10 slot chassis. Includes chassis, dual backplane, two high-speed fan trays, RS232 cable for management console, rack mount kit, and cable guide kit. Requires at least one power supply, up to three power supplies supported.
DS1402002-E5	8006 6 slot chassis. Includes chassis, dual backplane, high-speed fan tray, RS232 cable for management console, rack mount kit, and cable guide kit. Requires at least one power supply, up to three power supplies supported.
DS1402002-E5GS	8006 6 slot chassis. Includes chassis, dual backplane, high-speed fan tray, RS232 cable for management console, rack mount kit, and cable guide kit. Requires at least one power supply, up to three power supplies supported.
DS1402004-E5	8010co 10 slot NEBS chassis. Includes chassis, fan trays, RS232 cable for management console, rack mount kit and cable mgmnt. Requires at least two 8004 or 8005 power supplies, up to three power supplies supported. Supports 8800 and 8600 modules only.
DS1402004-E5GS	8010co 10 slot NEBS chassis. Includes chassis, fan trays, RS232 cable for management console, rack mount kit and cable mgmnt. Requires at least two 8004 or 8005 power supplies, up to three power supplies supported. Supports 8800 and 8600 modules only.
DS1402011-E5	8003R 3 slot chassis. Includes chassis, fan tray, RS232 cable for management console and rack mount kit. Requires and supports only one switch fabric/CPU module. Supports up to two 8600 line cards.
EC4400A03-E6	4450GTX-HT-PWR+ NO POWER CORD
EC4400A05-E6	VSP 4450GSX with 12 10/100/1000 BaseT PoE+ ports, 36 1G SFP ports and two 10G SFP+ uplink ports. Inc. Base Software License, 1 Field replaceable 1000W PSU. NO Power Cord
EC4400A05-E6GS	VSP 4450GSX with 12 10/100/1000 BaseT PoE+ ports, 36 1G SFP ports and two 10G SFP+ uplink ports. Inc. Base Software License, 1 Field replaceable 1000W PSU. NO Power Cord
EC4400E03-E6	4450GTX-HT-PWR+ NA POWER CORD
EC4400E05-E6	VSP 4450GSX with 12 10/100/1000 BaseT PoE+ ports, 36 1G SFP ports and two 10G SFP+ uplink ports. Inc. Base Software License, 1 Field replaceable 1000W PSU. NA Power Cord
EC4400E05-E6GS	VSP 4450GSX with 12 10/100/1000 BaseT PoE+ ports, 36 1G SFP ports and two 10G SFP+ uplink ports. Inc. Base Software License, 1 Field replaceable 1000W PSU. NA Power Cord
EC4800078-E6	VSP 4850GTS with 48 10/100/1000 & 2 SFP ports plus 2 SFP+ ports. Inc. Base Software License, 1 Field replaceable 300W PSU. DC Power.
EC4800078-E6GS	VSP 4850GTS with 48 10/100/1000 & 2 SFP ports plus 2 SFP+ ports. Inc. Base Software License, 1 Field replaceable 300W PSU. DC Power.
EC4800A78-E6	VSP 4850GTS with 48 10/100/1000 & 2 SFP ports plus 2 SFP+ ports. Inc. Base Software License, 1 Field replaceable 300W PSU. No Power Cord.

EC4800A88-E6	VSP 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports. Inc. Base Software License, 1 Field replaceable 1000W PSU. NO Power Cord
EC4800A88-E6GS	VSP 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports. Inc. Base Software License, 1 Field replaceable 1000W PSU. NO Power Cord
EC4800E78-E6	VSP 4850GTS with 48 10/100/1000 & 2 SFP ports plus 2 SFP+ ports. Inc. Base Software License, 1 Field replaceable 300W PSU. NA Power Cord.
EC4800E78-E6GS	VSP 4850GTS with 48 10/100/1000 & 2 SFP ports plus 2 SFP+ ports. Inc. Base Software License, 1 Field replaceable 300W PSU. NA Power Cord.
EC4800E88-E6	VSP 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports. Inc. Base Software License, 1 Field replaceable 1000W PSU. NA Power Cord
EC4800E88-E6GS	VSP 4850GTS-PWR+ with 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports. Inc. Base Software License, 1 Field replaceable 1000W PSU. NA Power Cord
AL700001B-E6	VSP 7024XLS 24 SFP+ BACK TO FRONT COOLING BASE UNIT & SW (NO PSU) Note: Includes Base License, Fan Tray & 19/23" rack mount.
AL700001B-E6GS	VSP 7024XLS 24 SFP+ BACK TO FRONT COOLING BASE UNIT & SW (NO PSU) Note: Includes Base License, Fan Tray & 19/23" rack mount.
AL700001F-E6	VSP 7024XLS 24 SFP+ FRONT 2 BACK COOLING BASE UNIT & SW (NO PSU) Note: Includes Base License, Fan Tray & 19/23" rack mount.
AL700001F-E6GS	VSP 7024XLS 24 SFP+ FRONT 2 BACK COOLING BASE UNIT & SW (NO PSU) Note: Includes Base License, Fan Tray & 19/23" rack mount.
AL7000S2B-E6	VSP 7024XT 24 10GTX BACK TO FRONT COOLING BASE UNIT & SW (NO PSU) NOTE: INCLUDES BASE LICENSE, FAN TRAY & 19/23" RACK MOUNT.
AL7000S2B-E6GS	VSP 7024XT 24 10GTX BACK TO FRONT COOLING BASE UNIT & SW (NO PSU) NOTE: INCLUDES BASE LICENSE, FAN TRAY & 19/23" RACK MOUNT. GSA VERSION
AL7000S2F-E6	VSP 7024XT 24 10GTX FRONT 2 BACK COOLING BASE UNIT & SW (NO PSU) NOTE: INCLUDES BASE LICENSE, FAN TRAY & 19/23" RACK MOUNT.
AL7000S2F-E6GS	VSP 7024XT 24 10GTX FRONT 2 BACK COOLING BASE UNIT & SW (NO PSU) NOTE: INCLUDES BASE LICENSE, FAN TRAY & 19/23" RACK MOUNT. GSA VERSION
EC720001B-E6	VSP 7254XSQ B2F - DC PSU
EC720001F-E6	VSP 7254XSQ WITH 48 1/10G SFP+ AND 6 40G QSFP+ PORTS WITH FRONT TO BACK COOLING & 1 DC PSU. INCLUDES BASE LICENSE, FAN MODULES AND DC PSU. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC720001X-E6	VSP 7254XSQ - NO FAN NO PSU
EC720002B-E6	VSP 7254XTQ B2F - DC PSU
EC720002F-E6	VSP 7254XSQ WITH 48 100M/1G/10GBASE-T AND 6 40G QSFP+ PORTS WITH FRONT TO BACK COOLING & 1 DC PSU. INCLUDES BASE LICENSE, FAN MODULES AND DC PSU. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC720002X-E6	VSP 7254XTQ - NO FAN NO PSU

EC7200A1B-E6	VSP 7254XSQ WITH 48 1/10G SFP+ AND 6 40G QSFP+ PORTS WITH BACK TO FRONT COOLING & 1 AC PSU (NO POWER CORD). INCLUDES BASE LICENSE, FAN MODULES, AC PSU AND NO POWER CORD. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC7200A1F-E6	VSP 7254XSQ WITH 48 1/10G SFP+ AND 6 40G QSFP+ PORTS WITH FRONT TO BACK COOLING, 1 AC PS (NO POWER CORD). INCLUDES BASE LICENSE, FAN MODULES, AC PSU AND NO POWER CORD. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC7200A2B-E6	VSP 7254XSQ WITH 48 100M/1G/10GBASE-T AND 6 40G QSFP+ PORTS WITH BACK TO FRONT COOLING & 1 AC PSU (NO POWER CORD). INCLUDES BASE LICENSE, FAN MODULES, AC PSU AND NO POWER CORD. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC7200A2F-E6	VSP 7254XSQ WITH 48 100M/1G/10GBASE-T AND 6 40G QSFP+ PORTS WITH FRONT TO BACK COOLING, 1 AC PS (NO POWER CORD). INCLUDES BASE LICENSE, FAN MODULES, AC PSU AND NO POWER CORD. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC7200E1B-E6	VSP 7254XSQ WITH 48 1/10G SFP+ AND 6 40G QSFP+ PORTS WITH BACK TO FRONT COOLING, 1 AC PS (NA POWER CORD). INCLUDES BASE LICENSE, FAN MODULES, AC PSU AND NA POWER CORD. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC7200E1F-E6	VSP 7254XSQ WITH 48 1/10G SFP+ AND 6 40G QSFP+ PORTS WITH FRONT TO BACK COOLING, 1 AC PS (NA POWER CORD). INCLUDES BASE LICENSE, FAN MODULES, AC PSU AND NA POWER CORD. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC7200E2B-E6	VSP 7254XSQ WITH 48 100M/1G/10GBASE-T AND 6 40G QSFP+ PORTS WITH BACK TO FRONT COOLING, 1 AC PS (NA POWER CORD). INCLUDES BASE LICENSE, FAN MODULES, AC PSU AND NA POWER CORD. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC7200E2F-E6	VSP 7254XSQ WITH 48 100M/1G/10GBASE-T AND 6 40G QSFP+ PORTS WITH FRONT TO BACK COOLING, 1 AC PS (NA POWER CORD). INCLUDES BASE LICENSE, FAN MODULES, AC PSU AND NA POWER CORD. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC8200001-E6	Virtual Services Platform 8284XSQ with 80 x 10GBASE-SFP+ and 4 x40GBASE-QSFP+, 1 800W DC Power Supply. Note: Includes Base License, Fan Trays. Pluggable transceivers and optional rack mount kit sold separately.
EC8200A01-E6	Virtual Services 8284XSQ with 80 10G SFP+ and 4 40G QSFP+ ports, 1 800W AC PS (no Power Cord). Optional Slide Rack Mount Kit available. Note: Includes Base License & Fan Trays. Pluggable transceivers sold separately.

EC8200A01-E6GS	Virtual Services 8284XSQ with 80 10G SFP+ and 4 40G QSFP+ ports, 1 800W AC PS (no Power Cord) GSA Version. Optional Slide Rack Mount Kit available. Note: Includes Base License & Fan Trays. Pluggable transceivers sold separately.
EC8200E01-E6	Virtual Services 8284XSQ with 80 10G SFP+ and 4 40G QSFP+ ports, 1 800W AC PS (NA Power Cord). Optional Slide Rack Mount Kit available. Note: Includes Base License & Fan Trays. Pluggable transceivers sold separately.
EC8200E01-E6GS	Virtual Services 8284XSQ with 80 10G SFP+ and 4 40G QSFP+ ports, 1 800W AC PS (NA Power Cord) GSA Version. Must order 1 Slide Rack Mount Kit separately. Note: Includes Base License & Fan Trays. Pluggable transceivers sold separately.
EC8400001-E6	VSP 8400 CHASSIS WITH 4 IO MODULE SLOTS, 1 800 W DC POWER SUPPLY INCLUDED. NOTE: INCLUDES BASE LICENSE, 4 FAN TRAYS. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC8400A01-E6	VSP 8400 CHASSIS WITH 4 IO MODULE SLOTS, 1 800 W AC POWER SUPPLY INCLUDED (NO POWER CORD). NOTE: INCLUDES BASE LICENSE, 4 FAN TRAYS. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC8400E01-E6	VSP 8400 CHASSIS WITH 4 IO MODULE SLOTS, 1 800 W AC POWER SUPPLY INCLUDED (NA POWER CORD). NOTE: INCLUDES BASE LICENSE, 4 FAN TRAYS. PLUGGABLE TRANSCEIVERS AND OPTIONAL RACK MOUNT KIT SOLD SEPARATELY.
EC1402001-E6	9012 12-Slot Chassis. Includes Chassis, Front and Rear Fan Trays, Rack Mount Kit, and Cable Guide Kit. Requires at least one Power Supply, and up to six Power Supplies supported.
EC1402001-E6GS	9012 12-Slot Chassis. Includes Chassis, Front and Rear Fan Trays, Rack Mount Kit, and Cable Guide Kit. Requires at least one Power Supply, and up to six Power Supplies supported.
EC1402002-E6	9010 10 SLOT AC CHASSIS
EC1402002-E6GS	9010 10 SLOT AC CHASSIS FED TAA
EC1402003-E6	VSP 9012 12-Slot Chassis. Includes Chassis, Rear Fan Trays, Rack Mount Kit and Cable Guide Kit. Requires two Front Fan Trays (EC1411004-E6 HS recommended) and at least one Power Supply. Up to six Power Supplies supported.

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