



Avaya Networking Promotions

Fabric NOW (US)

For Channel Partners (v3 – 1st October 2015)

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Fabric NOW

UPDATED!

- ▶ Incentive promotion to grow the network (edge & core) and/or replace legacy installations with the latest Avaya Fabric Networking solution

- ▶ Objectives:

- Grow the network – grow revenue with Avaya Fabric Networking
- Replace legacy equipment – upgrade to Avaya Fabric Networking



- ▶ 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): 13% incremental off APL**
- **Discount Band 2 (50K-100K USD APL): 14% incremental off APL**
- **Discount Band 3 (>100K USD APL): 15% incremental off APL**



- ▶ Mechanism:

- EC Marketing Promotions Module. Quote & order must include ≥ 2 of the same qualifying Fabric-enabled platform (see next slide for trigger codes)
- Similar discounts may also be available for existing Avaya Fabric customers

See Offer Definition for full T&Cs



Fabric-enabled Platform Trigger Codes

Material Code	Description
DS1412015-E5	8606 CHASSIS BUNDLE
DS1412016-E5	8610 4.X CHASSIS BUNDLE
DS1402001-E5	8610 CHASSIS BUNDLE
DS1402001-E5GS	8010 10 SLOT CHASSIS
DS1402002-E5	8006 6 SLOT CHASSIS
DS1402002-E5GS	8006 6 SLOT CHASSIS
DS1402004-E5	8010CO 10 SLOT CHASSIS
DS1402004-E5GS	8010CO 10 SLOT CHASSIS
DS1402011-E5	8003R 3 SLOT CHASSIS
EC4400A03-E6	4450GTX-HT-PWR+ NO POWER CORD
EC4400A05-E6	VSP4450GSX-PWR+ NO PC
EC4400A05-E6GS	VSP4450GSX-PWR+ NO PC
EC4400E03-E6	4450GTX-HT-PWR+ NA POWER CORD
EC4400E05-E6	VSP4450GSX-PWR+ NA PC
EC4400E05-E6GS	VSP4450GSX-PWR+ NA PC
EC4800078-E6	VSP4850GTS DC
EC4800078-E6GS	VSP4850GTS DC
EC4800A78-E6	VSP4850GTS NO PC
EC4800A88-E6	VSP4850GTS-PWR+ NO PC
EC4800A88-E6GS	VSP4850GTS-PWR+ NO PC
EC4800E78-E6	VSP4850GTS NA PC
EC4800E78-E6GS	VSP4850GTS NA PC
EC4800E88-E6	VSP4850GTS-PWR+ NA PC
EC4800E88-E6GS	VSP4850GTS-PWR+ NA PC
AL700001B-E6	VSP 7024XLS B2F
AL700001B-E6GS	VSP 7024XLS B2F GSA VERSION
AL700001F-E6	VSP 7024XLS F2B
AL700001F-E6GS	VSP 7024XLS F2B GSA VERSION
AL7000S2B-E6	VSP 7024XT 24 10GTX B2F

Material Code	Description
AL7000S2B-E6GS	VSP 7024XT 24 10GTX B2F GSA VERSION
AL7000S2F-E6	VSP 7024XT 24 10GTX F2B
AL7000S2F-E6GS	VSP 7024XT 24 10GTX F2B GSA VERSION
EC720001B-E6	VSP 7254XSQ B2F - DC PSU
EC720001F-E6	VSP 7254XSQ F2B - DC PSU
EC720001X-E6	VSP 7254XSQ - NO FAN NO PSU
EC720002B-E6	VSP 7254XTQ B2F - DC PSU
EC720002F-E6	VSP 7254XTQ F2B - DC PSU
EC720002X-E6	VSP 7254XTQ - NO FAN NO PSU
EC7200A1B-E6	VSP 7254XSQ B2F - AC PSU NO PC
EC7200A1F-E6	VSP 7254XSQ F2B - AC PSU NO PC
EC7200A2B-E6	VSP 7254XTQ B2F - AC PSU NO PC
EC7200A2F-E6	VSP 7254XTQ F2B - AC PSU NO PC
EC7200E1B-E6	VSP 7254XSQ B2F - AC PSU NA PC
EC7200E1F-E6	VSP 7254XSQ F2B - AC PSU NA PC
EC7200E2B-E6	VSP 7254XTQ B2F - AC PSU NA PC
EC7200E2F-E6	VSP 7254XTQ F2B - AC PSU NA PC
EC8200001-E6	VSP 8284XSQ-DC
EC8200A01-E6	VSP 8284XSQ AC PS No PC
EC8200A01-E6GS	VSP 8284XSQ AC PS No PC GSA
EC8200E01-E6	VSP 8284XSQ AC PS NA PC
EC8200E01-E6GS	VSP 8284XSQ AC PS NA PC GSA
EC8400001-E6	VSP 8400 CHASSIS-DC
EC8400A01-E6	VSP 8400 CHASSIS-NO POWER CORD
EC8400E01-E6	VSP 8400 CHASSIS-NA POWER CORD
EC1402001-E6	9012 12 SLOT CHASSIS
EC1402001-E6GS	9012 12 SLOT CHASSIS FED TAA
EC1402002-E6	9010 10 SLOT AC CHASSIS
EC1402002-E6GS	9010 10 SLOT AC CHASSIS FED TAA
EC1402003-E6	9012 CHASSIS REQUIRES 2 I/O FANTRAYS

Promotion Codes and Supporting Collateral

- ▶ Promotion Code:
 - Discount Band 1: *FabricNOW1-US*
 - Discount Band 2: *FabricNOW2-US*
 - Discount Band 3: *FabricNOW3-US*
- ▶ Offer Definition
- ▶ Channel Partner Presentation
- ▶ See the Avaya Sales and Partner Portal for further details
<https://sales.avaya.com/en/general/fabric-now-promotion>

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