

IPO EXPANSIONS

- ▶ Effective December 4th, Avaya will deliver a revised discount policy for Expansion requests
- ▶ Eligible Systems: IP Office Solutions and related applications only
- ▶ Avaya will provide a discount approval to match the original order's discount subject to the follow parameters:
 - If original order placed at Standard Discount, Expansion requests will be at the Standard Discount
 - If original order placed with a Special Bid Discount, Expansion requests will be Fast Tracked via Special bids SSR submission for the same discount
 - If original order placed with an Automated Discount (Promotion or Package), an Expansion requests will be made by selecting from the new Expansion offers in the Automated Discount Tool
- ▶ Eligible Period: Applicable for orders placed within the prior 12 months

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- ▶ Operational Process – Special Bid
 - ▶ Submit a Fast Track Special Bid SSR
 - ▶ Provide the original quote/discount approval information in the attached Addendum document, or enter the information in the Remarks section of the Special Bid
- ▶ Operational Process - Automated Discounts
 - ▶ Apply the applicable Expansion template, quote will update to Pending Approval status
 - ▶ Provide the original quote/discount approval information as specified in the following Addendum document, or enter the information in the Remarks section
 - ▶ Completed request will route automatically to the Concierge Desk for review and Approval
- ▶ Automated Requirements
 - Expansion discount request must have 1:1 ratios of SW – Phones
 - Max 10 user expansion on SMB30
 - Max 25 user expansion on SMB150

AVAYA Max 250 user expansion on MM3000

IPO EXPANSION DISCOUNT REQUEST ADDENDUM

IPO Expansion Discount Request Addendum	
Originally ordered Quote #	
Originally applied Promotion Approval Code	
Originally applied Incremental Discount Factor	
Requested Expansion Incremental Discount	
	All fields are required

- Attach this completed Addendum
- Or:
- Enter these 4 values in the Remarks section