

Q1FY19 Promotions Portfolio by theatre

US	AI	EMEA	APAC
<ul style="list-style-type: none"> • SMB 30 • SMB 150 • MM 3000 • Cloud Blitz • Phone NOW Cloud • IP Office Expansions • Avaya Call Reporting Migration • Loyalty2gether • Innovation Bundle • Avaya Innovate (fka New Aura) • Automate CC NOW • Oceana NOW • AI Matching • xCaaS NOW • DFPP, DFPP Fast Start • Phone NOW • Phone Trade-Up • Video NOW • Equinox Bundle • SA Preferred Co-Delivery NOW • SA Modernize & Grow NOW 	<ul style="list-style-type: none"> • SMB 30 • SMB 150 • MM 3000 • Cloud Blitz • Phone NOW Cloud • Avaya Call Reporting Migration • Loyalty2gether • Innovation Bundle • Avaya Innovate (fka New Aura) • Automate CC NOW • Oceana NOW • AI Matching • xCaaS NOW • DFPP, DFPP Fast Start • Phone NOW • Phone Trade-Up (<i>geo restrictions</i>) • Video NOW • Equinox Bundle • SA Preferred Co-Delivery NOW (<i>CAN only</i>) 	<ul style="list-style-type: none"> • SMB 30 • SMB 150 • MM 3000 • Cloud Blitz • Phone NOW Cloud • IP Office Expansions • Avaya Call Reporting Migration • Loyalty2gether • Innovation Bundle • Avaya Innovate (fka New Aura) • Automate CC NOW • Oceana NOW • AI Matching • xCaaS NOW • DFPP, DFPP Fast Start • Phone NOW • Phone Trade-Up (<i>geo restrictions</i>) • Video NOW • Equinox Bundle 	<ul style="list-style-type: none"> • SMB 30 • SMB 150 • MM 3000 • Cloud Blitz • Phone NOW Cloud • IP Office Expansions • Avaya Call Reporting Migration • Loyalty2gether • Innovation Bundle • Avaya Innovate (fka New Aura) • Automate CC NOW • Oceana NOW • AI Matching • xCaaS NOW • DFPP, DFPP Fast Start • Phone NOW • Phone Trade-Up (<i>geo restrictions</i>) • Video NOW • Equinox Bundle

Small Business & Mid Market Promotion Updates

- **Updated!** Cloud Blitz re-opened for new PoweredBy cloud sales with 9608G and 9611G IP phones thru Mar'19
- **Extended** Loyalty2gether MidMarket premise & cloud offers for CS1K & CM6 (and earlier) migrations thru Sep'19.
- **Extended** Phone NOW Cloud (fka Powered By Expansions) reduced phone pricing for new or growing IPO cloud customers thru Sep'19
- **Extended & Simplified** SMB30, SMB150 and MM3000 with removal of discount banding, Level 2 and Cloud options thru Sep'19. **WFO Select added**
- **Extended** (US/EMEA/APAC) IPO Expansions thru Sep'19
- **Recent** Avaya Call Reporting Migration offering investment protection for CCR and ICR customers through Jun'19

Enterprise Promotion Updates

- **NEW** Several Enterprise promotions now require mandatory OTN
- **Extended** Loyalty2gether Enterprise premise & cloud offers for CS1K & CM6 (and earlier) migrations thru Sep'19. Reduced 96xx discount
- **Extended** Automate CC NOW Self Service bundle through Sep'19
- **Extended** Oceana NOW banded discount structure based on number of agents and package thru Sep'19
- **Extended** xCaaS NOW enterprise cloud offer for new customers thru Sep'19. Removed free 96xx option
- **Extended and Simplified** Avaya Innovate (fka New Avaya Aura) for new Aura sales with removal of discount banding thru Sep'19
- Recent Innovation Bundle offers a rich collaboration kit with Equinox, Breeze and APS to try new technologies thru Mar'19
- Recent AI Matching supports integration of Afiniti's Enterprise Behavioral Pairing and AI solution into Avaya contact centers thru Sep'19

Application Promotion Updates

- **Extended** Phone Trade-Up to latest J series and Vantage devices thru Dec'18 (some geo restrictions apply)
- **Extended and Expanded** Device Flex Purchase Plan (DFPP) for Vantage & J series thru Sep'19 Global from 12 Nov'18
- **Extended & Simplified** Phone NOW, Video NOW with removal of discount banding thru Sep'19
- Continues Equinox Bundle thru Mar'19
- Continues (US/CAN) SA Preferred Co-Delivery NOW, and (US) SA Modernize & Grow NOW thru Dec'18