



Avaya Partner Promotions Notice

Reference: 062409-B
Date: 1 July, 2010
Subject: IP Office Migration Program
Effective: July 1, 2009 (ongoing)
UPDATE: 1 July, 2010
Contacts:

Channel Marketing: Debbie Brandt - debbiebrandt@avaya.com
Channel Enablement: Sid Rice, rice@avaya.com

Rt | | ` α

UPDATE (7/01/10): This update adds specific models of 14xx, 16xx, and 96xx phones to this program. See material codes listed in Appendix A. The program allows the inclusion of these sets in limited amounts. If IP Office Preferred Edition – Material Code 171991 is included then up to 40 phones can be ordered per program authorization code. (Note: This is a combined amount. An example would be twenty 96xx sets and twenty 16xx sets). If the Preferred Edition material code is not included then up to 20 of these sets can be purchased.

UPDATE (03/22/10): This update is to clarify the timeframes of the promotion.

UPDATE (03/01/10): This update adds IP Office R6 codes to the eligible codes for this program effective 1 March, 2010.

UPDATE (02/15/10): This update adds legacy Nortel systems to IP Office Migration program effective 15 February, 2010.

UPDATE (12/30/09): This update continues this program through 31 March 2010 with minor changes which go into effect on January 1, 2010. In addition the Voice Networking license has been added to the authorized codes. **For this program certificates for software can no longer be used effective 1 January 2010. Software must be purchased at time of sale.**

Avaya is pleased to make available an **IP Office Migration Program** designed to provide a compelling incentive for customers to purchase a new IP Office system when migrating from an Avaya legacy system (including Nortel legacy systems). This program can be applied to all sales opportunities that involve a migration from an existing Avaya legacy system (see list of eligible legacy Avaya and Nortel systems) and provides a 10% discount off NPL on eligible IP Office material codes of the sale.

This offer cannot be combined with any other Avaya specific rebate and/or promotion offers, including pricing discounts received through Avaya special bids. This offer cannot be combined with the current Avaya Financial Services "0% - 3.99% Finance offers. Please refer to the Program Details section for details.

The information contained herein is confidential information of Avaya Inc. and is subject to the confidentiality provisions of your agreement with Avaya. Avaya reserves all of its rights and remedies in the event of any disclosure of the information contained herein in violation of such confidentiality provisions.

Avaya reserves the right to change or cancel any portion of this Program at any time.

This document contains proprietary information of Avaya, Inc. and is not to be disclosed or used except in accordance with applicable agreements. Avaya has the right to terminate in part or full this program at any time without notice.

Opf q | Cds hr

IP Office Migration Program

Program Overview:

The IP Office Migration Program offers a 10% discount off eligible IP Office components when migrating a customer from an existing legacy Avaya (including legacy Nortel) installed base system. Eligible IP Office material codes are listed in Appendix A. If 14xx, 16xx or 96xx phones are included in the solution they are limited to a combined total of 20 sets or with IP Office Preferred Edition – Material Code 171991 a combined total of 40 phones can be ordered per program authorization code. (Note: This is a combined amount. An example would be twenty 96xx sets and twenty 16xx sets if order includes IP Office Preferred Edition).

The discount is available to customers migrating from the following Avaya legacy (including legacy Nortel) installed base systems:

- Merlin LEGEND
- Merlin MAGIX
- Merlin
- PARTNER (all models)
- Spirit
- DEFINITY
- IP Office
- Norstar
- Nortel BCM
- Nortel Option 11C

This promotion **cannot** be combined with the current Avaya Financial Services “0% - 3.99%” financing promotion.

Program Availability:

The IP Office Migration Program is effective July 1, 2009, and is an ongoing Program without a specified end date. However, Avaya reserves the right to change or cancel any portion of this program at any time.

IP Office Essential Edition Partner Version is not eligible for this promotion.

Program Processing Requirements (for Avaya Partners):

Authorized Avaya Partners must follow the steps outlined below to obtain the discounts. Avaya Partners must obtain a unique Authorization Code from Avaya that they provide to Distributors for each customer migrated to a new Avaya IP Office 500 system.

Avaya Partner Process:

1. Customer migrating from an existing legacy Avaya system (including legacy Nortel) signs the IP Office system contract.

The information contained herein is confidential information of Avaya Inc. and is subject to the confidentiality provisions of your agreement with Avaya. Avaya reserves all of its rights and remedies in the event of any disclosure of the information contained herein in violation of such confidentiality provisions.

2. Avaya Partner submits information to the IP Office Migration Program Submission Site: <http://avaya-news.com/ipomigration> (See below for details on the required information)
3. Avaya reviews the submission and, if it meets all requirements (including eligible Avaya legacy equipment), provides the Avaya Partner with the unique Authorization Code (within 1 hour of submission)
4. Avaya Partner submits Authorization Code with their order to the Distributor.
5. **This promotion is to be used for the initial sale of an IP Office. All eligible material codes must be ordered within 60 days of the initial purchase or before the end date of the promotion whichever comes first.**

IP Office Migration Program Registration Portal (required information)

Following outlines the information that Avaya Partners must submit through the IP Office Migration Program submission site in order to qualify for the discounted offers:

Step 1: Customer Information	<ul style="list-style-type: none"> • Customer Name • HQ or Remote Location • Contact Name & Title • Phone Number • Email Address • Mailing Address
Step 2: System Data	<ul style="list-style-type: none"> • Existing Avaya legacy system (including legacy Nortel) • Avaya System for Purchase (IP Office only)
Step 3: Avaya Partner Information	<ul style="list-style-type: none"> • Avaya Partner Name • Siebel ID Number • Name and Title of Person Completing Form • Address • Phone Number • Email Address • Distributor Name (where IP Office will be ordered from)

Appendix A - Eligible IP Office 500 Material Codes:

SAP Code	Description	NPL	Discount
700417207	IPO 500 SYSTEM UNIT	\$700	10%
700429194	IPO 500 BLANKING PLATE KIT	\$50	10%
700431778	IPO 500 EXTENSION CARD PHONE 2	\$250	10%
700417231	IPO 500 EXTENSION CARD PHONE 8	\$990	10%
700417330	IPO 500 EXTENSION CARD DGTL STA 8	\$550	10%
700417389	IPO 500 MC VCM 32	\$900	10%
700417397	IPO 500 MC VCM 64	\$1,300	10%

The information contained herein is confidential information of Avaya Inc. and is subject to the confidentiality provisions of your agreement with Avaya. Avaya reserves all of its rights and remedies in the event of any disclosure of the information contained herein in violation of such confidentiality provisions.

700417215	IPO 500 LEGACY CARD CARRIER	\$150	10%
700417405	IPO 500 TRUNK ANLG 4 UNI	\$400	10%
700417439	IPO 500 TRNK PRI UNI SINGLE	\$950	10%
700417462	IPO 500 TRNK PRI UNI DUAL	\$1,590	10%
700417470	IPO 500 FEAT KEY MU	\$20	10%
700449507	IPO IP500 EXP MOD PHONE 16	\$2,651	10%
700426224	IPO IP500 EXP MOD PHONE 30	\$3,995	10%
700449499	IPO IP500 EXP MOD DGTL STA 16	\$2,291	10%
700426216	IPO IP500 EXP MOD DGTL STA 30	\$3,770	10%
700449473	IPO 500 EXP MOD ANLG TRNK 16	\$2,500	10%
700429202	IPO 500 RACK MOUNTING KIT	\$60	10%
700430150	IPO 500 WALL MOUNTING KIT	\$150	10%
202959	IPO LIC IP500 IPO STD UPG TO PRO	\$1,000	10%
202961	IPO LIC IP500 VCM LIC 4 CH	\$600	10%
202962	IPO LIC IP500 VCM LIC 8 CH	\$1,100	10%
202963	IPO LIC IP500 VCM LIC 16 CH	\$2,100	10%
202964	IPO LIC IP500 VCM LIC 28 CH	\$3,650	10%
202965	IPO LIC IP500 VCM LIC 60 CH	\$7,800	10%
215180	IPO LIC IP500 T1 CHANNELS ADD 2	\$190	10%
215181	IPO LIC IP500 T1 CHANNELS ADD 8	\$730	10%
215182	IPO LIC IP500 T1 CHANNELS ADD 32	\$2,750	10%
215183	IPO LIC IP500 E1 CHANNELS ADD 2	\$90	10%
215184	IPO LIC IP500 E1 CHANNELS ADD 8	\$280	10%
215185	IPO LIC IP500 E1 CHANNELS ADD 22	\$600	10%
215186	IPO LIC IP500 E1R2 CHANNELS ADD 2	\$195	10%
215187	IPO LIC IP500 E1R2 CHANNELS ADD 8	\$650	10%
215188	IPO LIC IP500 E1R2 CHANNELS ADD 22	\$1,455	10%
202966	IPO LIC ADVANCED NTKWG LIC	\$750	10%
202967	IPO LIC SIP TRNK RFA 1	\$75	10%
202968	IPO LIC SIP TRNK RFA 5	\$340	10%
202969	IPO LIC SIP TRNK RFA 10	\$640	10%
202970	IPO LIC SIP TRNK RFA 20	\$1,200	10%

The information contained herein is confidential information of Avaya Inc. and is subject to the confidentiality provisions of your agreement with Avaya. Avaya reserves all of its rights and remedies in the event of any disclosure of the information contained herein in violation of such confidentiality provisions.

700417470	IPO 500 FEAT KEY MU	\$20	10%
700472863	IPO DVD R5.0 USER/ADMIN SET	\$19	10%
700472871	IPO EXP CBL RJ45/RJ45 2M YELLOW	\$20	10%
700472889	IPO IP500 EXP CARD 4PT	\$990	10%
227043	IPO LIC ADVANCED RFA LIC:DS	\$2,895	10%
227047	IPO LIC TELEWORKER RFA 1 LIC:CU	\$149	10%
227054	IPO LIC TELEWORKER RFA 5 LIC:CU	\$671	10%
227057	IPO LIC TELEWORKER RFA 20 LIC:CU	\$2,384	10%
227046	IPO LIC POWER USER RFA 1 LIC:CU	\$169	10%
227051	IPO LIC POWER USER RFA 5 LIC:CU	\$761	10%
227056	IPO LIC POWER USER RFA 20 LIC:CU	\$2,704	10%
171987	IPO LIC RECEPTIONIST RFA 1 LICE:DS	\$599	10%
174456	IP400 SOFTCONSOLE 1 RFA	\$385	10%
216761	IPO UC SML BUSINESS SOLUTION 20 LIC	\$2,580	10%
216762	IPO UC SML BUSINESS SOLUTION 25 LIC	\$3,225	10%
216763	IPO UC SML BUSINESS SOLUTION 30 LIC	\$3,870	10%
216764	IPO UC SML BUSINESS SOLUTION 50 LIC	\$6,450	10%
171988	IP400 CTI RFA	\$630	10%
177466	IP400 TAPI WAV RFA 4	\$2,025	10%
700343460	IPO MC ESSNTL (EMBD MESGING) EXP KIT	\$795	10%
177467	IP400 AUDIX RFA	\$500	10%
171991	IPO LIC PREFRD (VM PRO) RFA LIC:DS	\$2,395	10%
174459	IP400 VOICEMAIL PRO RFA 2	\$1,795	10%
174460	IP400 VOICEMAIL PRO RFA 4	\$2,875	10%
174461	IP400 VOICEMAIL PRO RFA 8	\$5,495	10%
174462	IP400 VOICEMAIL PRO RFA 16	\$9,995	10%
182297	IP400 NETWORKED MESSAGING RFA	\$1,000	10%
217880	IPO LIC VMPRO UMS 1 USER	\$62	10%
217881	IPO LIC VMPRO UMS 5 USER	\$279	10%

The information contained herein is confidential information of Avaya Inc. and is subject to the confidentiality provisions of your agreement with Avaya. Avaya reserves all of its rights and remedies in the event of any disclosure of the information contained herein in violation of such confidentiality provisions.

217882	IPO LIC VMPRO UMS 10 USER	\$502	10%
217883	IPO LIC VMPRO UMS 20 USER	\$904	10%
217884	IPO LIC VMPRO UMS 50 USER	\$2,034	10%
171990	IP400 INTEGRATED MESSAGING PRO RFA	\$2,078	10%
182299	IP400 AVAYA TTS RFA 1	\$700	10%
182303	IP400 3RD PARTY TTS RFA 1	\$400	10%
182300	IP400 VB SCRIPTING RFA	\$3,000	10%
182298	IP400 3RD PARTY IVR RFA	\$2,500	10%
182302	IP400 CONFERENCING CENTER RFA	\$5,000	10%
187166	IPO LIC CONTACTSTORE RFA LIC:DS	\$1,500	10%
177468	IP400 PHONEMANAGER PRO RFA 1	\$110	10%
177469	IP400 PHONEMANAGER PRO RFA 5	\$495	10%
177470	IP400 PHONEMANAGER PRO RFA 10	\$891	10%
177471	IP400 PHONEMANAGER PRO RFA 20	\$1,604	10%
177472	IP400 PHONEMANAGER PRO RFA 50	\$3,610	10%
171992	IP400 IPPRO RFA 1	\$143	10%
174463	IP400 IPPRO RFA 5	\$645	10%
174464	IP400 IPPRO RFA 10	\$1,161	10%
174465	IP400 IPPRO RFA 20	\$2,090	10%
174466	IP400 IPPRO RFA 50	\$4,700	10%
213980	IPO LIC VPN PHONE 1 LIC	\$62	10%
213981	IPO LIC VPN PHONE 5 LIC	\$278	10%
213982	IPO LIC VPN PHONE 10 LIC	\$500	10%
213983	IPO LIC VPN PHONE 20 LIC	\$899	10%
213984	IPO LIC VPN PHONE 50 LIC	\$2,023	10%
700429202	IPO 500 RACK MOUNTING KIT	\$60	10%
700430150	IPO 500 WALL MOUNTING KIT	\$150	10%
700357387	IPO SPR - PWR SUPP EARTHED	\$148	10%
700289770	POWER LEAD (EARTHED) USA	\$15	10%

The information contained herein is confidential information of Avaya Inc. and is subject to the confidentiality provisions of your agreement with Avaya. Avaya reserves all of its rights and remedies in the event of any disclosure of the information contained herein in violation of such confidentiality provisions.

181568	POWER LEAD (EARTHED) USA PK 10	\$120	10%
195569	IPO LIC MOBILE WORKER RFA 1	\$89	10%
195570	IPO LIC MOBILE WORKER RFA 5	\$401	10%
195572	IPO LIC MOBILE WORKER RFA 20	\$1,444	10%
700381981	IPO 5402 DCP TELSET GREY LIC:DS ROHS	\$150	10%
700382005	IP OFFICE 5410 DCP TELSET GREY LIC:DS ROHS	\$320	10%
700381627	IPO DCP TELSET 5420 D01A	\$390	10%
700381932	IPO 5602SW+ IP TELSET GREY LIC:DS ROHS	\$235	10%
700381965	IPO 5610 IP TELSET GREY LIC:DS ROHS	\$335	10%
700385982	IP OFFICE IP PHONE 5621D01A	\$495	10%
217650	IPO LIC CUSTMR SVC AGT RFA 1 LIC:CU	\$349	10%
217651	IPO LIC CUSTMR SVC AGT RFA 5 LIC:CU	\$1,745	10%
217653	IPO LIC CUSTMR SVC AGT RFA 20 LIC:CU	\$6,980	10%
217655	IPO LIC CUSTMR SVC AGT RFA 1 LIC:CU	\$2,000	10%
217656	IPO LIC CUSTMR SVC AGT RFA 10 LIC:CU	\$3,250	10%
217657	IPO LIC CUSTMR SVC AGT RFA 20 LIC:CU	\$4,900	10%
174956	IPO LIC IP ENDPOINT RFA 1 LIC:CU	\$119	10%
174957	IPO LIC IP ENDPOINT RFA 5 LIC:CU	\$565	10%
174958	IPO LIC IP ENDPOINT RFA 10 LIC:CU	\$1,079	10%
174959	IPO LIC IP ENDPOINT RFA 20 LIC:CU	\$2,049	10%
174960	IPO LIC IP ENDPOINT RFA 50 LIC:CU	\$4,849	10%
205650	IPO LIC IP500 VCE NTKWG ADD 4 LIC:CU	\$695.00	10%
700476005	IPO IP500 V2 CONTROL UNIT	\$650	10%
700476013	IPO IP500 V2 COMBINATION CARD ATM	\$600	10%
700479710	IPO IP500 V2 SYSTEM SD CARD MU-LAW	\$50	10%
700480569	IPO DVD R6 USER/ADMIN SET	\$19	10%
229420	IPO LIC UPG R6.0	\$199	10%
229421	IPO LIC UPG R6.0 SML	\$99	10%
229422	IPO LIC UPG R6 TO R10	\$999	10%
229423	IPO LIC R6 ESSNTL EDITION ADD 2CH	\$400	10%

The information contained herein is confidential information of Avaya Inc. and is subject to the confidentiality provisions of your agreement with Avaya. Avaya reserves all of its rights and remedies in the event of any disclosure of the information contained herein in violation of such confidentiality provisions.

229424	IPO LIC R6 ADV EDITION	\$2,295	10%
229426	IPO LIC R6 PWR USER 1	\$169	10%
229427	IPO LIC R6 PWR USER 5	\$761	10%
229428	IPO LIC R6 PWR USER 20	\$2,704	10%
229430	IPO LIC R6 TELEWORKER 1	\$149	10%
229431	IPO LIC R6 TELEWORKER 5	\$671	10%
229432	IPO LIC R6 TELEWORKER 20	\$2,384	10%
229434	IPO LIC R6 MOBILE WORKER 1	\$89	10%
229435	IPO LIC R6 MOBILE WORKER 5	\$401	10%
229436	IPO LIC R6 MOBILE WORKER 20	\$1,424	10%
229438	IPO LIC R6 OFF WORKER 1	\$99	10%
229439	IPO LIC R6 OFF WORKER 5	\$446	10%
229440	IPO LIC R6 OFF WORKER 20	\$1,584	10%
229442	IPO LIC R6 CUSTMR SVC SPV 1	\$429	10%
229444	IPO LIC R6 AV IP ENDPOINT 1	\$75	10%
229445	IPO LIC R6 AV IP ENDPOINT 5	\$350	10%
229447	IPO LIC R6 AV IP ENDPOINT 20	\$1,245	10%
ADDED JULY 2010			
700469851	1408 TELSET	\$249	10%
700469869	1416 TELSET	\$299	10%
700469968	32 button module for 1416 digital phone	\$149	10%
700415573	1600 SERIES 32 BUTTON MODULE (BM32) - For 1616 only. Includes bond bridge.	\$149	10%
700458532	IP PHONE 1608-I BLACK	\$249	10%
700458540	IP PHONE 1616-I BLACK	\$299	10%
700461197	IP PHONE 9620 LITE WITH CHARCOAL GREY FACEPLATE	\$370	10%
700461205	IP PHONE 9620 COLOR WITH CHARCOAL GREY FACEPLATE	\$445	10%
700383938	IP TELEPHONE 9650 AVAYA CHARCOAL GRAY 9650D01A	\$500	10%
700461213	IP PHONE 9650 COLOR WITH CHARCOAL GREY FACEPLATE	\$650	10%
700405673	IP TELEPHONE 9630G AVAYA CHARCOAL GRAY 9630GD01A	\$595	10%
700383920	IP TELEPHONE 9640 AVAYA CHARCOAL GRAY 9640D01A	\$640	10%
700419195	IP PHONE 9640G CHARCOAL GRAY	\$720	10%
700462518	IP PHONE BUTTON MODULE FOR 9600 SERIES MODELS GREY	\$215	10%

The information contained herein is confidential information of Avaya Inc. and is subject to the confidentiality provisions of your agreement with Avaya. Avaya reserves all of its rights and remedies in the event of any disclosure of the information contained herein in violation of such confidentiality provisions.