



OFFER DEFINITION

FOR PARTICIPATING AVAYA PARTNERS & DISTRIBUTORS

IX DEVICE DEMO KIT

CANADA

VERSION: 1.1

LAST UPDATED: 01 MARCH 2019

PROMOTION START DATE: 25 FEBRUARY 2019

PROMOTION END DATE: 25 SEPTEMBER 2019

DISTRIBUTOR SALES OUT END DATE: 30 SEPTEMBER 2019

AVAILABILITY: CANADA

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Change Log

Version 1.0 – 25 February 2019

- Initial version

Version 1.1 – 01 March 2019

- Removed requirement for all elements of the Demo Kit to be included on the quote

Introduction & Overview

Avaya has been a trusted business desktop solution provider for years and recently we have doubled down in our device investments. In fact, we have recently launched many new desktop experiences and collaboration devices, and headsets!

Avaya is excited to promote our new first-in-class solutions for your desktop, video collaboration, audio collaboration and next-generation headset needs.

With 5 different headset solutions, and more than 6 brand new open SIP phone solutions – our offers continue to provide your customers with a fully customizable and scalable breadth of possibilities to match your customers users and applications. To enable you to demonstrate these solutions to your customers please take advantage of our *limited* exclusive IX Device Demo Kit offer to our loyal partners.

There are 2 options:

1. Mid Market bundle
2. Enterprise bundle (which additionally includes the B189 Conference phone)

Details of the relevant material codes for these bundles can be found in Appendix C. This offer is available in the automated discounts tool in Avaya One Source where discounts are applied to quotes quickly through a simple process.

Discount Summary

This Demo program offer provides the following incremental discounts which vary by GEM level (D = Diamond, S = Sapphire, E = Emerald):

DESCRIPTION	MPG	Canada		
		D	S	E
J1XX Series Devices / Accessories	3P	19%	20%	22%
Vantage Devices / Accessories	3P	19%	20%	22%
B1XX Conference Phones	3P	19%	20%	22%
L1XX Headsets	7P	39%	40%	42%
HC020 Cameras	7P	39%	40%	42%
CU-360 Collaboration Unit	7P	39%	40%	42%

Notes, Requirements & Qualifying Criteria

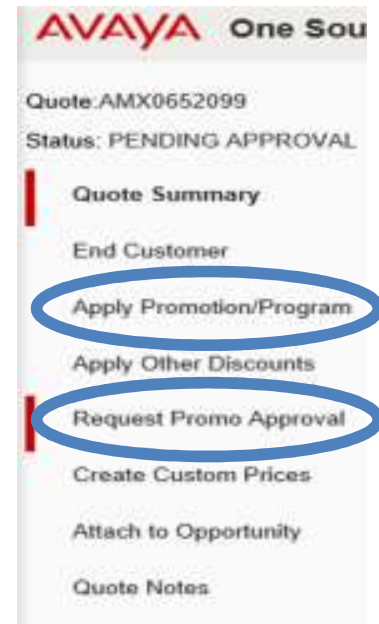
Specific T&Cs and Design requirements

1. This offer is available through Tier 2 only
2. One IX Device Demo Kit is available per partner

- a. To validate this this promotion requires approval (see steps below)
3. Where elements of the Demo Kit have been purchased previously, these do not need to be included on the quote to qualify for this offer
4. Products are to be used for Demonstration purposes only and can't be re-sold
5. This promotion is not combinable with other promotions or programs

Avaya Partner Package Process / Rules

- 1) Create a quote/design as normal with appropriate and eligible material codes (BOM upload of the material codes in Appendix C will suffice)
- 2) Process the quote through the Automated Discount Tool in Avaya One Source Configurator, applying the appropriate promotion code (list of promotion codes in Appendix B)
 - a) Select Apply Promotion/Program.
 - b) Once redirected to the A1S Automated Discounts page, enable the radio button for the IX Device Demo Kit discount. Click Apply Selected. Your quote will now be in '**Pending Approval**' status
 - c) Select Request Promo Approval.
 - d) Once redirected to the QRN Summary page, add the following customer specific information in the Business Justification field:
 - (1) Partner name
 - e) Save & Submit
 - i) Avaya will use reasonable efforts to review your request and target approval/rejection within 2 business days.
- 3) If approved, an approval email will automatically be sent to the requestor once it is processed by the approver.
 - a) If approved, order the quote as normal
 - b) New quotes and quote modifications for this promotion can be made up to and including end date as on the front page of this offer definition but will require approval
- 4) All products must be shipped (sales out) by the distributor sales out end date as on the front page of this offer definition.



Avaya Partner Value Proposition

- Predictable and quick pricing for new sales
- Reduced reliance on Special Bids
- Increase demonstration capabilities will yield in more sales.

General Promotion and Package Terms and Conditions

Please see Appendix A for the general global Promotion and Package Terms and Conditions.

Sales Resources

Global Demo Purchase Program page on Portal: <https://sales.avaya.com/en/general/global-demo-purchase-program---not-for-resale>

For more information about the devices please review the product pages on the portal:

J1XX: <https://sales.avaya.com/en/pss/j100-series-ip-deskphones>

Vantage: <https://sales.avaya.com/en/pss/uc-avaya-vantage>

L1XX Headsets: <https://sales.avaya.com/en/pss/headsets>

Audio and Video Conferencing: <https://sales.avaya.com/en/product-detail/audio-video-conferencing>

Contacts

Questions? Please Contact your Avaya distributor, Channel Account Manager, or email emeapromotions@avaya.com

Appendix A: General Promotion Terms & Conditions

Updated June 20, 2017

1. The terms and conditions outlined herein will be in effect for the duration of this promotion (herein identified as the "Promotion").
2. The word "Partner" in these terms and conditions means the Avaya distributor or reseller that claims discounts under the Promotion. Partner must be authorized for each product line/service offerings and meet any additional requirements for reselling specific products/services. Partner is not automatically authorized for a product line /service by virtue of receiving this notice.
3. Breach of any of the terms and conditions within this document may result in Partner being de-authorized as an Avaya Authorized Partner. In addition, Avaya has the right, if it so determines, to claim damages from any Partner participating in this Promotion, in the sum of the difference between the price at which the Avaya products are sold pursuant to this Promotion, and the price which the Partner would have paid under normal circumstances, without the Promotion.
4. All sales made from this Promotion are fulfilled under the terms and conditions under which Partner has agreed to resell products and services. This Promotion does not alter or change the terms and conditions under which Partner has agreed to resell Avaya solutions unless otherwise specifically stated in this Promotion.
5. Avaya expressly disclaims any and all liability relating to the results of any of its marketing plans or promotions.
6. The Avaya account representatives have no authority to interpret or vary the terms of this Promotion.
7. Avaya reserves the sole right to interpret and establish the terms and conditions of this Promotion.
8. Partner must place a single Purchase Order on their distributor for all material codes included in the approved quote, upon which the promotional discount has been authorized. The distributor must execute product shipment, invoicing all claim details, including mandatory materials, with invoice dates that are on or before the promotion claim by date. Any invoice submitted, but not completed by the promotion claim by date, will be viewed as a non-compliant purchase order and should be rejected by the distributor. Distributor claims received after the last promotion claim by date reporting period will be rejected by Avaya.
9. When applicable to a specific promotion, all IP Office licenses must be ordered as a License Key within either the ADI or PLDS system. Use of Certificates is not allowed when receiving transactional preferential pricing (promotions, special bids, deal registration, etc.).
10. This Promotion may not be used in conjunction with any other Avaya promotion unless otherwise specified within the terms and conditions of this Promotion or another Avaya promotion.
11. All orders must be placed through Avaya's order management system or an authorized Distributor. Billing, shipment, and payment of equipment purchased under this Promotion follow standard Avaya procedures.
12. Information contained herein is confidential and proprietary information of Avaya and is provided for the internal use of Avaya and its authorized Partners. Except as specifically authorized in writing by Avaya, the Partner shall not alter any terms and conditions of this promotion. Any attempted alteration shall be deemed null and void and of no force or effect. In no event shall Avaya be liable for any errors or omissions resulting from the information contained herein.
13. Partner's participation in this Promotion is Avaya partner's acceptance of the terms and conditions of this Promotion. In the event that Partner does not agree with any terms or conditions of this promotion, Partner may not participate in this program.
14. Both Avaya and the Partner agree that customer information, or any other sales-related information, provided under this Promotion is confidential and proprietary whether marked as such or not. Avaya agrees that it shall use such information solely for the purposes of this Promotion or for internal Avaya operation management.
15. It is Partner's responsibility to ensure all products purchased under this Promotion are resold to End Users within the Territory in which Partner is authorized by Avaya to resell Products. It is Partner's responsibility to ensure no Products sold under this Promotion are resold to unauthorized resellers and/or intermediaries. Breach of this condition shall be considered material.
16. Avaya reserves the right to audit all elements of the resale of the Avaya products purchased under this Promotion for validation that the Products have been resold to End Users within the Territory in which Partner is authorized by Avaya to resell Products and to ensure the

Promotion requirements are adhered to. Avaya shall solely determine the documentation that Partner is required to provide in order to prove compliance with this requirement.

17. Orders to be installed as demonstration equipment, defined as hardware and software purchases for use in internal offices, demonstration centers, training facilities, technical labs, and other locations exhibiting Avaya products for customer viewing, do not qualify for this Promotion.
18. All system upgrades purchased under this Promotion require the Avaya partner to register the system with Avaya in accordance with the terms and conditions under which Avaya partner has agreed to resell Avaya products and services. Failure to do so within the specified time frame will result in the Avaya partner forfeiting any and all promotion incentives.
19. Avaya may confirm the location and installation of all Avaya products sold/licensed under this promotion.
20. All terms and conditions identified in the Reseller Sales Reporting Policy, the Distributor Sales Out Reporting Policy and the Avaya Back End Credit policy not specifically identified above, continue to apply to the sale of all Avaya products.
21. Effective with the launch of the Promotion Module on April 7, 2014, it is the Partner's responsibility to ensure that any promotional discount applied to a quote is approved in accordance with the specific terms outlined in the respective promotion offer documentation, for use in the installation location country of the customer. If a Partner applies a promotional discount to a sale outside of the defined and stated parameters posted in the promotion offer definition, the Partner may be liable for penalties described in these promotional terms and conditions.

Appendix B: Promotion Codes

Promo code	Description
GDPHSE-CAN-D2	GDPP (IX Device Demo Kit) - Canada (Tier 2 Diamond, Approval Required)
GDPHSE-CAN-E2	GDPP (IX Device Demo Kit) - Canada (Tier 2 Emerald, Approval Required)
GDPHSE-CAN-S2	GDPP (IX Device Demo Kit) - Canada (Tier 2 Sapphire, Approval Required)

Appendix C: MidMarket and Enterprise IX Device Bundle details

All items listed below are required exactly as listed, with those exact quantities.

Enterprise

PRODUCT	QTY	SAP CODE	DESCRIPTION	MPG
J1XX	1	700513638	J129 IP PHONE GLOBAL NO POWER SUPPLY	3P
J1XX	1	700513916	J139 IP PHONE	3P
J1XX	1	700513634	J169 IP PHONE GLOBAL NO POWER SUPPLY	3P
J1XX	1	700513569	J179 IP PHONE GLOBAL NO POWER SUPPLY	3P
J1XX	1	700512402	J100-Series Wireless Module	3P
J1XX	1	700514337	J100 EXPANSION MODULE 24	3P
Vantage	1	700513907	AVAYA VANTAGE K155	3P
Vantage	1	700513905	AVAYA VANTAGE K175 DUAL PORT WITH CAMERA	3P
Vantage	1	700512398	VANTAGE CORDLESS HANDSET WIDEBAND WITH CHARGING CRADLE KIT	3P
Vantage	1	700512399	VANTAGE CORDED HANDSET WITH CRADLE KIT	3P
Vantage	1	700512776	VANTAGE CRADLE WALL MOUNT	3P
Conference Devices	1	700514009	AVAYA B109 CONFERENCE PHONE	3P
Conference Devices	1	700508893	AVAYA B169 DECT WRLS CONF PHONE US	3P
Conference Devices	1	700504740	AVAYA B179 SIP CONFERENCE PHONE POE ONLY NO AC POWER	3P
Conference Devices	1	700503700	AVAYA B189 IP CONF PHONE	3P
Conference Devices	1	700514332	Avaya B169 IP DECT base (US)	3P
Headsets	1	700514051	AVAYA L119 HEADSET LEATHER RJ9 MONO	7P
Headsets	1	700514052	AVAYA L129 HEADSET LEATHER QD MONO	7P
Headsets	1	700514053	AVAYA L139 HEADSET LEATHER QD MONO	7P
Headsets	1	700514054	AVAYA L149 HEADSET LEATHER QD STEREO	7P
Headsets	1	700514055	AVAYA L159 HEADSET LEATHER USB STEREO	7P
Headsets	1	700514324	AV QUICK DISC RJ9 HEADSET CORD 1.2M STRAIGHT	7P
Headsets	1	700514325	AV QUICK DISC TO 3.5MM HEADSET CORD 1.2M STRAIGHT	7P
Headsets	1	700514326	AV QUICK DISC TO USB MECHANICAL COMBOX HEADSET CBL 1.2M STRA	7P
Headsets	1	700514327	AV QUICK DISC TO USB TOUCH CNTRL COMBOX HEADSET CBL 1.2M STRA	7P
Headsets	1	700514328	AV QUICK DISC USB TOUCH CNTRL AND BT COMBOX HEADSET CBL 1.2M STRA	7P
Cameras	1	700513892	CU-360 Collaboration Unit	7P
Cameras	1	700514534	HC020 USB Fix	7P

MidMarket

PRODUCT	QTY	SAP CODE	DESCRIPTION	MPG
J1XX	1	700513638	J129 IP PHONE GLOBAL NO POWER SUPPLY	3P
J1XX	1	700513916	J139 IP PHONE	3P
J1XX	1	700513634	J169 IP PHONE GLOBAL NO POWER SUPPLY	3P
J1XX	1	700513569	J179 IP PHONE GLOBAL NO POWER SUPPLY	3P
J1XX	1	700512402	J100-Series Wireless Module	3P

J1XX	1	700514337	J100 EXPANSION MODULE 24	3P
Vantage	1	700513907	AVAYA VANTAGE K155	3P
Vantage	1	700513905	AVAYA VANTAGE K175 DUAL PORT WITH CAMERA	3P
Vantage	1	700512398	VANTAGE CORDLESS HANDSET WIDEBAND WITH CHARGING CRADLE KIT	3P
Vantage	1	700512399	VANTAGE CORDED HANDSET WITH CRADLE KIT	3P
Vantage	1	700512776	VANTAGE CRADLE WALL MOUNT	3P
Conference Devices	1	700514009	AVAYA B109 CONFERENCE PHONE	3P
Conference Devices	1	700508893	AVAYA B169 DECT WRLS CONF PHONE US	3P
Conference Devices	1	700504740	AVAYA B179 SIP CONFERENCE PHONE POE ONLY NO AC POWER	3P
Conference Devices	1	700514332	Avaya B169 IP DECT base (US)	3P
Headsets	1	700514051	AVAYA L119 HEADSET LEATHER RJ9 MONO	7P
Headsets	1	700514052	AVAYA L129 HEADSET LEATHER QD MONO	7P
Headsets	1	700514053	AVAYA L139 HEADSET LEATHER QD MONO	7P
Headsets	1	700514054	AVAYA L149 HEADSET LEATHER QD STEREO	7P
Headsets	1	700514055	AVAYA L159 HEADSET LEATHER USB STEREO	7P
Headsets	1	700514324	AV QUICK DISC RJ9 HEADSET CORD 1.2M STRAIGHT	7P
Headsets	1	700514325	AV QUICK DISC TO 3.5MM HEADSET CORD 1.2M STRAIGHT	7P
Headsets	1	700514326	AV QUICK DISC TO USB MECHANICAL COMBOX HEADSET CBL 1.2M STRA	7P
Headsets	1	700514327	AV QUICK DISC TO USB TOUCH CNTRL COMBOX HEADSET CBL 1.2M STRA	7P
Headsets	1	700514328	AV QUICK DISC USB TOUCH CNTRL AND BT COMBOX HEADSET CBL 1.2M STRA	7P
Cameras	1	700513892	CU-360 Collaboration Unit	7P
Cameras	1	700514534	HC020 USB Fix	7P

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