EXPERIENCE AVAYA

Dublin

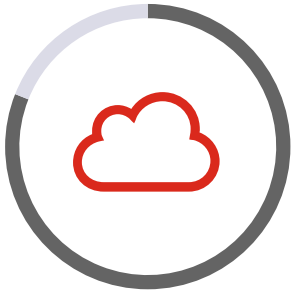
The right Cloud for your business

Richard Jenner
Cloud Business Development Manager, Avaya International

Cloud adoption continues to grow

Up 300% in last year from 19% to 57%

2017 IDC cloud impact numbers



81%

of enterprises are using or **planning to use a Hybrid Cloud** in the next 12 months

80%

of **all IT budgets will be committed to cloud solutions** in nine months

79%

of enterprise **workloads are run in cloud**, with 41% in public and 38% in private

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Different Business Models

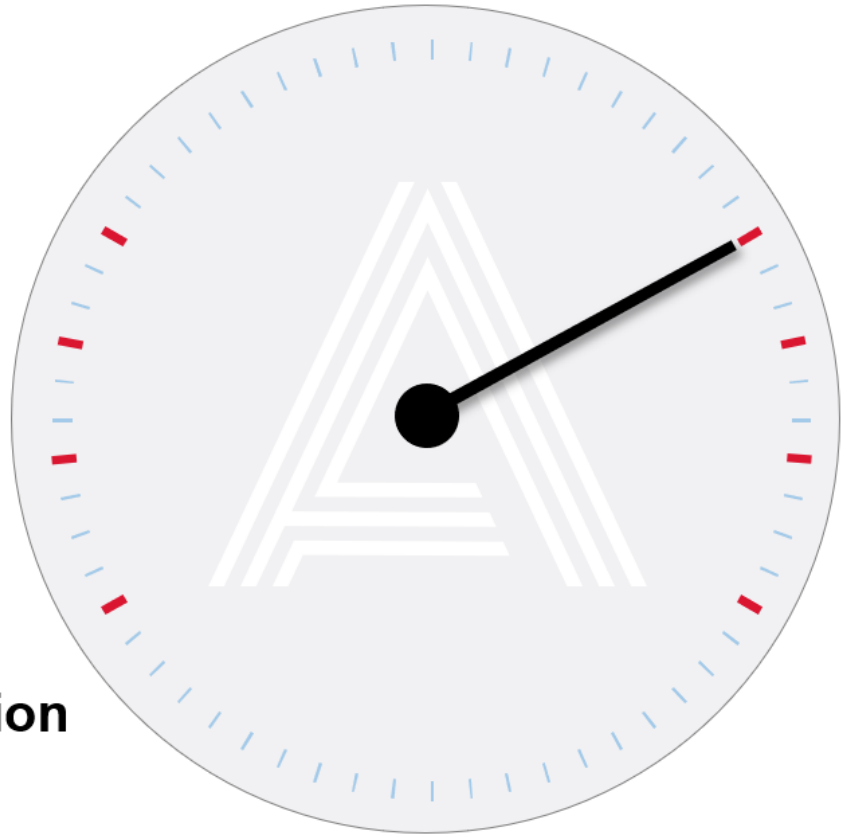
Traditional Business Model

Refresh/ Upgrade

Break/Fix Maintenance

Get it Installed

Buy a Solution



Manage Complexity

Guarantee Business Outcome

Drive Full Adoption

Try First

As-a-Service Business Model

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What We're Hearing From Customers

Digital	OPEX	Secure	Global

Omnichannel

AI | Mobility

Subscription

Customization/ Integration

Enterprises want data security

Managed services & consistency

Global presence

Cloud-only players cannot deliver!

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Avaya OneCloud

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Avaya Cloud Routes to Market

Avaya Cloud

Avaya Operated Cloud Offers

Solutions managed by Avaya and sold to customers via Master Agent, Reseller agreement and Direct

Authorised Partner

Master Agent/ Sales Agent

Reseller

Avaya Direct to Customer

Partner Cloud Powered by Avaya

Partner Operated Cloud Offers

Partner/channel hosted sold only by the partner and operated as a Cloud Service Provider (CSP)

Authorised Avaya Partner

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Avaya OneCloud Continuum

OneCloud Public

OneCloud Private

ReadyNow | Custom

OneCloud Hybrid

OneCloud CPaaS

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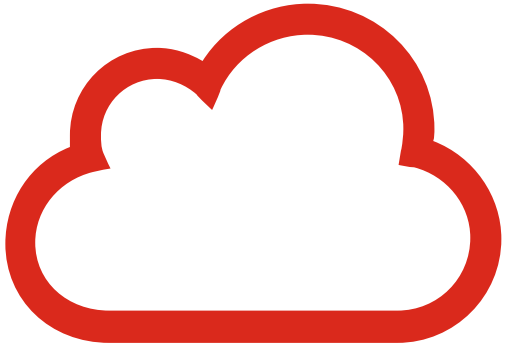
Avaya OneCloud Continuum



OneCloud Public

(Multi-Tenant)

- **Shared infrastructure** – Multi-tenant software (one instance shared by all clients)
- **Pre-Defined DCs**
- **Limited customisation**
- **100%** hosted in **Cloud**
- **SIP trunking**
- Voice, email, chat
- Self service portal
- **HIPAA/PCI** Compliance*

* Roadmap for HIPAA and PCI certification in 2019

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Avaya OneCloud Continuum

OneCloud Private
(ReadyNow)

- **Virtual Private Cloud**
  – Shared infrastructure
- **Dedicated SW** instances
- **Pre-defined data center** – Global
- **UC/CC Reference Architecture**
  with custom add ons
- Avaya **Managed Services**
- **HIPAA/PCI /** Enabled*
- **Hybrid Deployment**
  (On-premises or Cloud to Cloud)

* Roadmap for HIPAA and PCI certification in 2019

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OneCloud Private ReadyNow Offer

Pre-Defined Global Data Centers

Target GA for EU/UK Q3CY19

Avaya OneCloud Continuum

OneCloud Private
(Custom)

- **Flexible: Customer** or Avaya provided data center options
- **Delivered by Avaya** or Avaya partners
- **100% Custom** deployment
- **High** customisation & integration
- **Co-managed services** (Avaya, partner, customers)

* Roadmap for HIPAA and PCI certification in 2019

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Avaya OneCloud Continuum

OneCloud Hybrid

- **Best of both worlds**
- Protect your **on-premise investments**
- Securely and flexibly add new applications from the cloud
- **Public cloud scale** with **private cloud security & privacy**

* Roadmap for HIPAA and PCI certification in 2019

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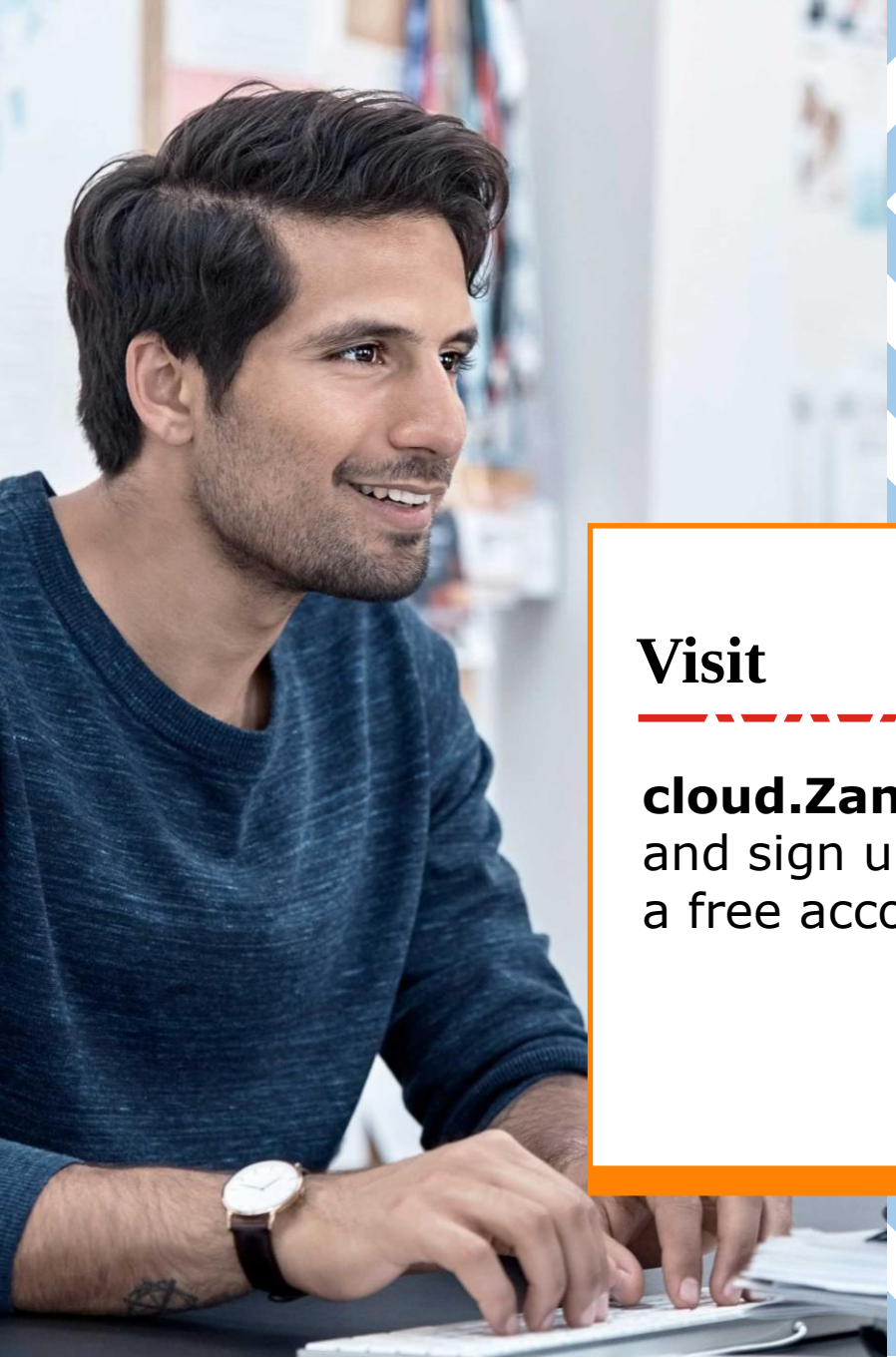

CPaaS Onboard Now

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cloud.Zang.Io and sign up for a free account.

Request

for your complimentary credit from the live chat!

Reach Out

to your Avaya account manager, an Avaya Cloud specialist or your Avaya partner more details.

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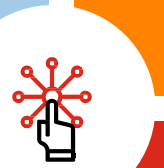
Avaya Differentiators

Open Integrated CX & EX

Flexible Deployment

Private/Public/Hybrid



Innovative Solutions

World-class Support Services

AVAYA

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