

EXPERIENCE AVAYA

Dublin

Channel Overview



EXPERIENCE **AVAYA**

Dublin

Welcome

Ian Komor

Channel Account Manager (OPS)





Winning with Promotions



If I spoke for 1 minute on each promotion we have, how long would you have to put up with me for?

Success and Growth



Enterprise
Promotions



Mid-Market
Promotions



Innovation



Digital
Workspace

Innovate with your customer base

- Loyalty2gether
 - CS1000, CM, N*, BCM, Integral & more
- Layered Approach
 - Cloud or on Premise
 - Software
 - Desktop
 - Vantage & CU360
 - Support & Upgrades
 - Breeze Innovation
 - Contact Centre
 - Partner Incentive

2019 Promotions

- Loyalty2gether Enterprise & Mid Market
- SMB 30,150 & MM 3000
- Oceana Now, Automate Now & Innovate
- Workspace for Elite, AI Matching
- Avaya Huddle Now & Kit , CU360 Now
- Cloud Blitz & Plus
- Phone Now & Cloud, Headsets Now
- Phone Trade Up, DFPP & Fast Start
- Video Now, XT Huddle Bundle
- IPO Expansions, Call Reporting, SBC Bundles

What's in it for You



Smash your Quota
Activate Rebates

Leverage promotions to drive the right conversation

Predictable and fast pricing
Simplified Ordering
Up sell Opportunities

Sales Incentive



Thank you.