

## 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?



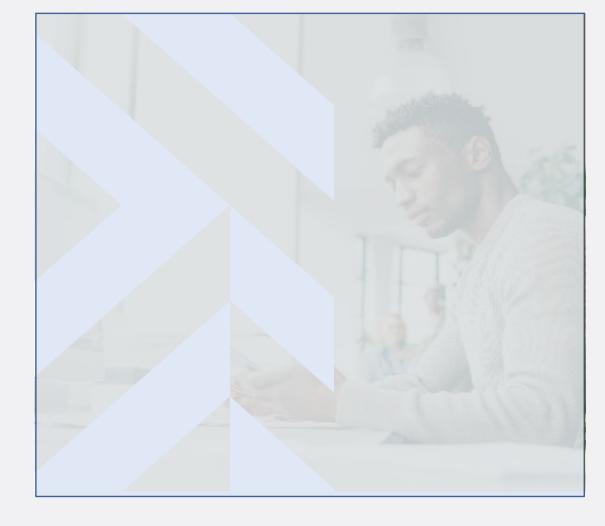
#### Success and Growth



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** 



