

ACCELERATE YOUR WAY TO #1 WITH AVAYA CLOUD OFFICE

Grab the **best deals** for you and your customers. Go full throttle with your sales of **Avaya Cloud Office** – don't miss out on your share of the spoils.

It's your charge to the finish line, **by driving Public Cloud sales with Avaya**, you'll be able to **take advantage** of every opportunity and unique support option.

HERE'S
HOW!

*Ready for some overtaking on the
Partner Pipeline Highway?*

1

EARN MORE \$\$\$ PER DEAL

Earn more \$ from each deal -
from a baseline of **6x MRR SPIFF**
per quarter.

Higher SPIFF payments as standard,
including those on all future sales!!

4

TOTAL POST-SALES SUPPORT

Find an extra gear through **Avaya's dedicated
customer support organisation**.

Make use of the knowledge,
experience, and **extensive
geographical coverage**
of this unrivalled team
to gain complete peace
of mind post-sale.

6

DISCOVER THE AVAYA SHORTCUT

Take the lead with existing Avaya
customers by helping them
switch up from **end-of-life**
Avaya solutions and accelerate
away via **pre-built migration
paths**.

2

FULL RANGE OF HANDSETS @ BEST RATES

Discover the **ONLY WAY** to **access Avaya's
full range of handsets** – and cruise through
a host of **discounted offers** made available
each quarter.

3

DESIGNATED CUSTOMER SUCCESS MANAGER

Make the most of having a
**designated Customer Success
Manager** work every deal with you.

Readily available **for each and
every one** of your **customers**.

5

STRETCH YOUR FUEL USE

Make your progress even sleeker by
providing **greater commercial
flexibility** – including options to
amortise any up-front capex
payments for delivery.

7

'BUY OUT' EXISTING TELCO CONTRACTS

Take advantage of Avaya's ability to
'buy out' existing telco contracts –
paid back with 0% interest over the
life of the Avaya Cloud Office contract.



- ✓ EARN MORE NOW AND FOR THE LIFE OF CONTRACT
- ✓ BUILD IN AVAYA CLOUD OFFICE TO BOOST YOUR CUSTOMER OFFERINGS
- ✓ LEVERAGE INDUSTRY-LEADING SALES AND POST-SALES SUPPORT
- ✓ DIFFERENTIATE YOURSELF WITH SOLUTION SETS AND COMMERCIAL OFFERS ONLY AVAILABLE WHEN SELECTING AVAYA CLOUD OFFICE