

0% FINANCE ON ALL AVAYA ENTERPRISE SOLUTIONS

Now extended to 31 March 2010!

“Options that make it easy for your customers to buy...”

In the current economic climate, your customers should be retaining their cash for use in their business – this 0% Finance Scheme provides them with an alternative line of credit to fund their Avaya solutions....with absolutely no interest to pay.



YOUR CUSTOMER'S BENEFITS

Maximise the buying power of their budget...

Customers can avoid large capital outlays on equipment and services from the outset. Instead they can spread the cost with no interest charges and get their ideal technology based solution.

Easy budgeting...

Payments are fixed during the term of the agreement allowing customers to budget with certainty.

Save Working Capital...

Customers can pay for the equipment as it is used instead of in advance and free up working capital facilities, which could be allocated to additional projects within their business.

Technology refresh options...

During the course of the agreement if customers' equipment requirements change, our approach towards Tech Refresh will allow customers to benefit from the latest technology when their business needs it.



YOUR BENEFITS

Promote best value...

0% Finance is not only competitive, but it does not include any upfront fees or residual value amounts, making this proposition even more attractive and easy to sell.

Transparent approach to selling...

0% Finance is a sales aid that makes it easy for the customer to understand.

Speed up the decision making process...

0% Finance overcomes financial objections and because it is a promotion helps bring forward the decision process.

Easier close...

By providing a solution to both your customers equipment and financial needs you can close more deals more quickly.

Opportunity to sell up...

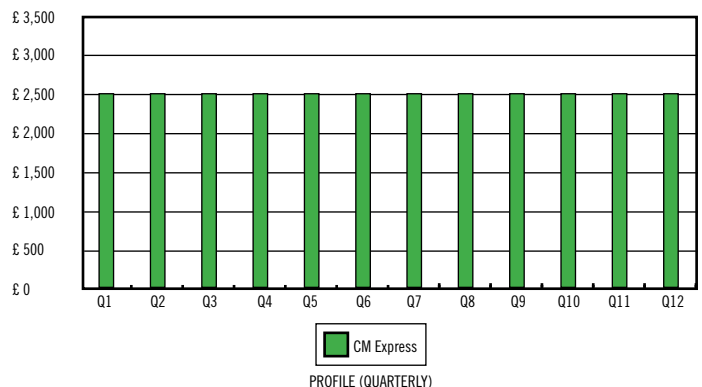
Help your customer get the technology that their business needs and not what budget dictates.

REMEMBER THIS HAS A 0% APR - NO INTEREST, NO HIDDEN RESIDUAL VALUE AMOUNTS AND NO UPFRONT CHARGES TO PAY!

AVAYA PAYMENT EXAMPLE

Installation Example	CM Express	S8300	S8700
Usage Examples	100 users	100 users	1000 users
Cash Price	£30,000	£26,000	£400,000
Term	3 years	3 years	3 years
Number of payments	12	12	12
Payment amount	£2,500	£2,167	£33,333
Interest charged	0%	0%	0%
Documentation fee	£0,00	£0,00	£0,00
Total spend per annum	£10,000	£8,667	£133,332
Applications	Voicemail, Softphone, Auto Attendant, Basic Call Centre, Conferencing, Follow Me, My Phone, Extension to Cellular		

AVAYA QUARTERLY RENTAL COST ILLUSTRATION



0% Finance available in UK, Germany, France, Belgium, Netherlands, Italy, Spain, Switzerland and Nordics and deals will be transacted in local currency.

0% Finance is brought to you by Avaya Financial Services (AFS). This Scheme covers all Avaya IPT solutions such as Communication Manager Express, S8*** products, Contact Center Express and all associated solutions. Contact your local Solutions Marketing representative for a full product list.

0% FINANCE - AVAYA

FREQUENTLY ASKED QUESTIONS

FOR YOUR CUSTOMER

Do I have to pay a deposit?

No; there is no deposit or upfront charges.

When will I make payments?

Your payments will be quarterly in advance.
(This payment is due when the agreement is funded with AFS).

What is the deal range I can finance?

0% Finance applies to transactions of 100 or more users and/or a minimum of 20 Agents (if appropriate). If your deal is outside of this range contact your AFS Representative who will be able to help.

What is the term of the agreement?

The agreement term is 3 years. If you require a different profile please consult your AFS representative.

What are my options if my needs change?

If your technology requirements change you can work with an AFS representative who can tailor a Technology Refresh solution specific to your business needs.

Who owns the equipment?

AFS own the equipment during the agreement.

Is there a residual Value?

No residual value amount is included in the 0% Finance promotion.

What are my options at the end of the agreement?

- Return the equipment with nothing further to pay; or
- Structure a Technology Refresh and take advantage of the latest technology available; or
- Have continued use of the equipment; or
- Working with your Avaya Business Partner you may be able to obtain ownership for a nominal amount.

“SPEAK TO YOUR AFS REPRESENTATIVE TO TAKE ADVANTAGE OF THIS OFFER!”

FOR YOU

How do I credit clear the customer?

AFS sales support will help pre-clear any customers who you want to include on this scheme.

What is the Residual Value amount?

No residual value is included in 0% Financed.

What is the deal range?

The minimum deal size is 100 users and / or a minimum of 20 Agents. AFS will be happy to discuss any other funding requirements, which you have.

How much Avaya equipment needs to be included within the transaction?

To be applicable for the 0% Finance promotion no less than 70% Avaya equipment/services must be included.

What if I need to arrange finance for a customer outside of this deal range?

Please contact your AFS account manager who will be happy to assist you with structuring various financing options.

Who do I need to speak to if I need more information?

You can speak to your AFS representative.

WHEN WILL THE OFFER END?*

The offer ends 31/03/2010.

GUIDANCE NOTES FOR 0% FINANCE

Maximum term:	36 months	<p>- SIP Enablement Server, Meeting Exchange (Express or Enterprise), Avaya Video Telephony Solution*, IP DECT and Wifi Phones*^, Modular Messaging, Intuity Audix LX*, One-X portfolio (one-X Mobile, one-X Portal, one-X Communicator), Contact Centre Software (Introductory, Elite and Advocate), BCMR*, Call Management System (CMS)*, Avaya iQ, Voice Portal, Application Enablement Services, Contact Center Express, Interaction Centre, Call Recording (Witness or NICE)*^, Predictive Dialer, Distributed Office, UPSs*^, Juniper (Direct sales only)*^, Extreme (Direct sales only)*^</p> <p>* The products do not have SSU, so a regular maintenance contract is required for Avaya direct and is optional for Business Partners. ^ These are OEM products.</p> <p>Exclusions: No other discounts or special bids apply; can't be combined with other Avaya promotions unless otherwise noted. Quick Edition, IP Office (there is a separate 0% offer in place for this), i5 and i55. Applications can be included if part of a new IPT solution or IPT upgrade. Offer can not be combined with ESLP.</p>
Deal range:	>100 users and/or >20 Agents	
Profile:	Quarterly direct debit payment profiles only.	
Equipment:	Minimum 70% Avaya Equipment, services, Software Support and Upgrades (3 year prepay). Maximum 10% of Other Equipment Manufacturers (OEM) within the total invoice price.	
Included:	All CM based solutions with associated endpoints, SW options, servers, gateways and Integrated Management. This can be an upgrade or a new solution BUT this element MUST be part of every offer.	