

APL Material group code	Description	KCDA Discount
<b>Product, Application, Solution</b>		
1P	HW (on-going MPG for hardware components) Mix of various BUs but weighting mostly Avaya UC	35%
2P	SW (on-going MPG for software components) Mix of various BUs but weighting mostly Avaya UC	35%
3P	PERI (on-going MPG for peripheral devices) Mix of telsets and other devices from various Bus	35%
4P	HW2 Mix of various BUs. Most Nortel h/w except Data	35%
5P	SW2 Mix of various BUs and includes Avaya CC. Most Nortel s/w except Data	27%
6P	DATA (on-going MPG for DATA components) Includes components of DATA portfolio	25%
7P	OEM (on-going MPG for OEM components) Mix of various BUs, mostly Avaya	12%
8P	Video (effective Mar 13) MPG for Radvision hardware and software	35%
9P	SMEC (effective May 13) MPG for Avaya IP Office hardware and software	36%
<b>Support - installation, Maintenance and Cloud</b>		
1S	Maintenance Services	2%
2S	APS installation	2%
3S	AOS managed Operate Services	2%
5S	Contact Center Maintenance services	2%
1Z	Other non-discountable	0%