

AVAYA



AGENDA Avaya Open Cloud Devices

PRESENTER
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ONE **IP PHONE** DOES NOT FIT ALL

Not all customers are alike. What is important to an **SMB customer** can be very different from a **large Enterprise customer**. Customers and countries may have very different expectations on what they are willing to pay based upon history or competitive situations. Even within a customer, they have staff and locations with **different needs or different expectations**.

Avaya provides a range of **different models** with **different capabilities** at different price points. **Your role** is to be able to **successfully match** those different models to **each customer's unique needs** while maximizing revenue.

Leveraging Avaya's Unmatched Enterprise Endpoint Investments



WHAT IS AVAYA Doing?

Taking a giant leap towards a series of new cutting edge desktop devices

- ▶ **Leverage the investment in millions of installed and annual device shipments to the open standards SIP market.**
- ▶ Complete portfolio refresh of the massive \$1B Avaya endpoint business
- ▶ Long term leader in mission critical and enterprise endpoints
- ▶ Early stages of a innovative multiyear endpoint refresh
- ▶ Modernize and refresh Avaya's traditional desk phone industrial design
- ▶ Increasing verticals and business outcomes focus
- ▶ Security, Audio Quality, User Experience
(TLS 1.2, SRTP, SRTCP, HTTPS, SCEP, OCSP, SHA2)
(HD Audio Codec Support - OPUS, G.711a/u, G.722, G.726A, G.729, G.729A, G.729AB)
- ▶ Third party call control endpoint business critical to Avaya's future growth and profitability.

IP phones to become more specialized with a variety of general-purpose activities occurring on end-users' personal devices. IP desk phones will incorporate additional features and functionalities, as users demand the versatility they find in their cellphones¹

Source: *i - Frost & Sullivan Global Enterprise Premises-Based IP Telephony Market—Q1 2014 Report*

End of SALE – 9608G/9611G



End-of-sale of “four pack” was previously announced and took affect on **26 August 2019**.

End-of-sale of individual **9608G/9611G** to take affect on **9 December 2019** or while quantities last. **Avaya has minimal stock of 9608G and 9611G.**

<https://downloads.avaya.com/css/P8/documents/101050147>

No end-of-sale for 9641GS.

Discontinued Codes: 26 August 2019 OR While Quantities Last

Material/Offer Code	Description
700510905	IP PHONE 9608G 4PK <i>Avaya Very Low Stock</i>
700510904	IP PHONE 9611G GLOBAL 4 PK

AVAYA

	<i>Avaya Very Low Stock</i>
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Discontinued Codes: 9 December 2019 OR While Quantities Last

Material/Offer Code	Description
700505424	IP PHONE 9608G <i>Avaya Very Low Stock</i>
700504845	IP PHONE 9611G GLOBAL
700507946	IP PHONE 9608G (TAA) <i>Avaya Very Low Stock</i>
700507948	IP PHONE 9611G GLOBAL (TAA)

Open Device Portfolio

Avaya is opening up its high quality endpoint portfolio to be sold as open SIP endpoints introducing the interoperability with a broad range of third party UCaaS hosted call control platforms.

Avaya Difference

- Complete and broadest business desktop phones and device portfolios in the industry (voice to multimedia/personal to group system)
- Intuitive User Interface that is Modern, Connected, and Personalized
- Award winning and patented audio technology to deliver premium audio quality for all your business communications
- Offer complete UC features capabilities to meet productivity at workplace
- Automated and simplify scale device deployment for Service provider and enterprise customers



Open SIP Devices are currently certified for:



More certifications are being worked on and will follow in 2H2019



THE AVAYA ESSENTIAL EXPERIENCE

A New, Completely Refreshed Portfolio



- Modern Form Factor
- Delivers the Personalization that Today's Employees Expect!
- Bluetooth / WiFi Options

Avaya IX IP Phones: **J100 SERIES**

Scheduled November 2019

J129 IP PHONE



Delivers dependable communications to **public or walk-up locations** such as lobbies, hotels, meeting rooms, student dormitories, and retail

J139 IP PHONE



Designed for **business workers** that need only the most frequently used **features**.

J159 IP PHONE



Designed for users who desire a **small form factor** packed with **lots of feature buttons**.

J169 IP PHONE



Designed for knowledge workers that need the **full range of UC features**. Introduces a **new User Interface** that can be **personalized**.

J179 IP PHONE



Designed for knowledge workers that need the **full range of UC features** and also want **advanced capabilities** such as **wireless connectivity**.

J189 IP PHONE



Designed for knowledge-workers that need the **full range of features** and **maximum connectivity**.



AVAYA J179 IP PHONE



PREMIUM DESKTOP EXPERIENCE

- Leverages your enterprise IP network to deliver sophisticated voice communications from headquarters, remote locations, or home offices
- Integrated functionality with the Avaya Aura® and IP Office™ platforms
- Optimizes communications through a flexible architecture that leverages existing investments and accommodates changing business needs.
- Use with Avaya Aura®, Avaya IP Office™ and approved third party call control platforms



Lines	8
Display	Color
S/W Support	SIP, H.323, Standards-based codec, Opus1.
Power	PoE Class (IEEE 802.3af) Class 1 device and supports 802.3az
Ethernet	Gigabit Ethernet (10/100/1000) line with Second Ethernet
AC Power Supply	Optional AC to 5 volt power supply
LED's	Speaker, Mute, Headset, Message, History
Status indicators	Yes
Handset/Speakerphone	Wideband audio, Full duplex speakerphone & Handset, Ergonomic hearing aid
Administrative Buttons	24
Hard Buttons	Phone, Messages, Contacts, History, Home, Navigation Cluster, Headset, Speaker, Volume, Mute
Wireless Connectivity	Optional J100 Wireless Module for Wi-Fi® and Bluetooth connectivity

BUTTON MODULES

J100 Button Module (JBM24)

Grayscale display
with 24 red/green buttons

Suitable for **J169** and
useable on **J179**

Up to **3 button modules**
supported.

End of Sale as of June 2019



J100 Expansion Module (JEM24)

Supported on **J169, J179, and J189.**

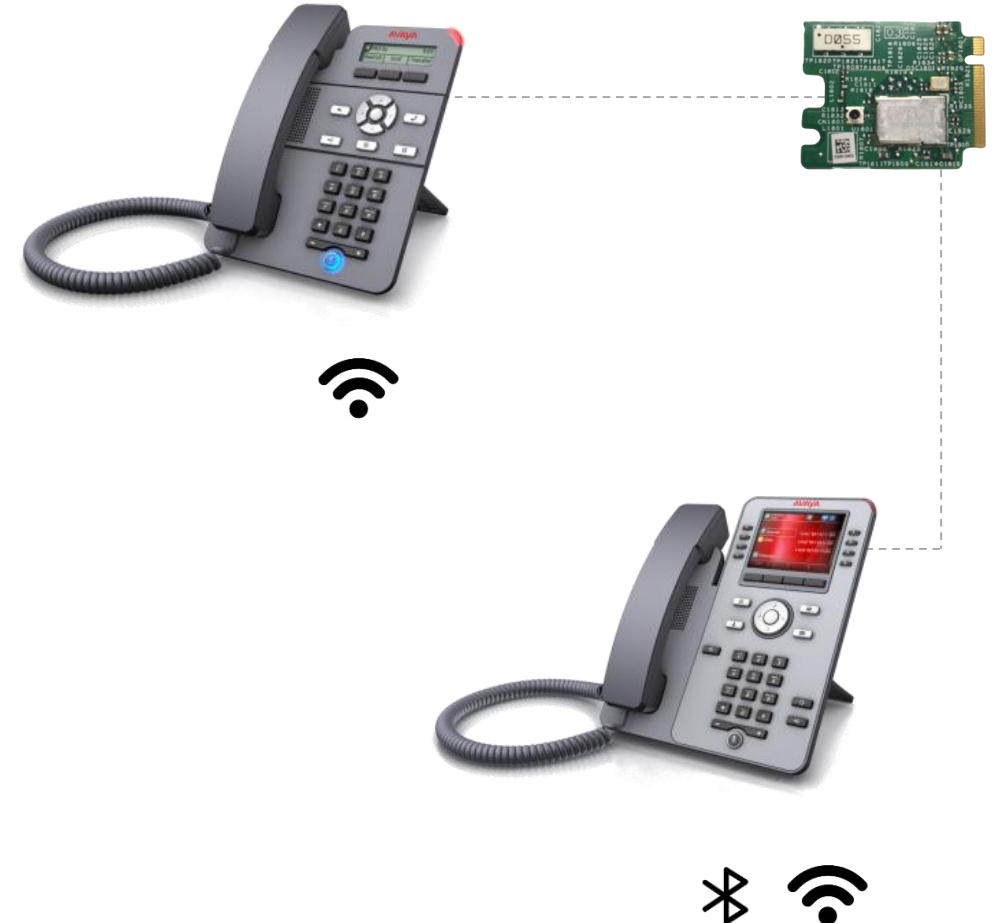
Color display on J179 and J189,
Grayscale display on J169,
with 24 red/green buttons.

Up to **3 JEM24** supported on J169/J179.
Up to **2 JEM24** supported on J189.



Avaya IX IP Phones: J100/K100 WIRELESS MODULE

<p>Wireless LAN (J129/J179) Requires J100 2.0 or later software.</p>	<ul style="list-style-type: none">• 802.11 a/b/g/n/ac• Multiple SSID• Enterprise-grade security:<ul style="list-style-type: none">• WEP, WPA-PSK, WPA-Enterprise, WPA2-PSK, WPA2-Enterprise, WMM, EAP-FAST, PEAP-MSCHAPv2• Manual wired <-> wireless failover, manual SSID <-> SSID failover• Status shows on phone screen top line when WLAN is in use.
<p>Bluetooth® (J179) Requires J100 4.0.0 or later software. Requires IP Office 11.0 FP4.</p>	<ul style="list-style-type: none">• Bluetooth® Version 4.2• Supports Handsfree profile and Headset profile.• Up to seven headsets can be paired• Bluetooth® power class 2 (10 meter range)• Status icon shows on phone screen top line when Bluetooth® is enabled.



Avaya IX IP Phones: J159 IP PHONE

Scheduled November 2019

Lines	Multiple line phone with four red/green feature indicators on primary screen and four pages of six red/green feature indicators on secondary screen plus fixed feature buttons for Hold, Transfer, Conference, and Redial
Display	Primary: 2.8" color, 320 x 240 pixel Secondary: 2.3" color, 160 x 240 pixel
Available Colors	Cobalt Black
Wall Mountable	Yes
Power	PoE Class 1, 802.3az, optional 5v AC-DC
Ethernet	Dual Port RJ45 10/100/1000
Bluetooth®	No
Wi-Fi®	Optional – J100 Wireless Module
Audio	Wired Handset, Speakerphone, Headset
Headset Connectors	RJ9 with integrated Electronic HookSwitch
Button Module	No
Other Connectivity	Single Type A USB
S/W Support	Aura (SIP-AST), IPO (SIP), Open SIP
Avaya Aura® features	Full
IP Office™ features	Full



Avaya IX IP Phones: J189 IP PHONE

Scheduled April 2020



Lines	Multiple line phone with ten red/green feature indicators on primary screen and four pages of six red/green feature indicators on secondary screen.
Display	Primary: 5.0" color, 800 x 480 pixel Secondary: 2.3" color, 160 x 240 pixel
Available Colors	Cobalt Black with Gray faceplate
Wall Mountable	Yes
Power	PoE Class 1-2, 802.3az, optional 5v AC-DC
Ethernet	Dual Port RJ45 10/100/1000
Bluetooth®	Optional – J100 Wireless Module
Wi-Fi®	Optional – J100 Wireless Module
Audio	Wired Handset, Speakerphone, Headset
Headset Connectors	RJ9 with integrated Electronic HookSwitch
Button Module	Optional 2 x JEM24
Other Connectivity	Type A + Type C USB, Near Field Communication (NFC)
S/W Support	Aura (SIP-AST), IPO (SIP), Open SIP
Avaya Aura® features	Full
IP Office™ features	Full



J100-SERIES



Hardware Variations and Pricing

Code	Description	APL	MPG
700513638	J129 IP PHONE	\$125	3P
700513916	J139 IP PHONE	\$220	3P
700512394	J159 IP PHONE	\$355	3P
700513634	J169 IP PHONE	\$370	3P
700513569	J179 IP PHONE	\$455	3P
700512396	J189 IP PHONE	\$555	3P

Code	Description	APL	MPG
700513639	J129 IP PHONE 3PCC	\$65	7P
700513917	J139 IP PHONE 3PCC	\$95	7P
700512970	J159 IP PHONE 3PCC	\$149	7P
700513636	J169 IP PHONE 3PCC	\$129	7P
700513630	J179 IP PHONE 3PCC	\$189	7P
700512971	J189 IP PHONE 3PCC	\$269	7P

These models are optimized at the factory for use with **Avaya Aura® and Avaya IP Office™**. They can be reconfigured for use on **Open SIP** platforms such as Broadsoft and Zang Office.

They have a high list price and high discount category (3P) to be competitive with Enterprise/SMB vendors such as **Cisco and Mitel**.

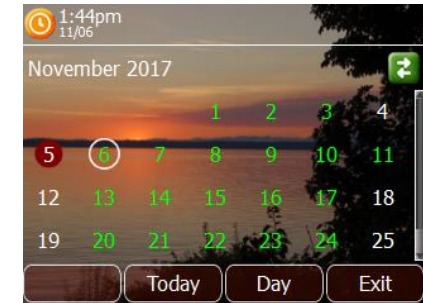
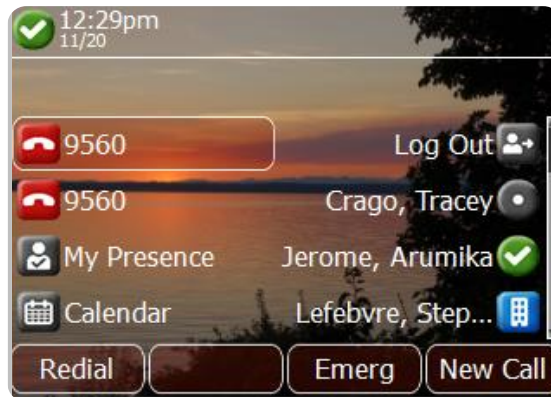
“3PCC” models are optimized at the factory for use on **Open SIP** platforms such as Broadsoft and Zang Office. They **CAN NOT** be used with Avaya Aura® and Avaya IP Office™.

The **“3PCC”** models have a low list price and low discount category (7P) to be competitive with Open SIP vendors such as **Polycom and Yealink**.

Avaya IX IP Phones: NEW USER INTERFACE

(Aura SIP and OpenSIP only – J139/J159/J169/J179/J189 only)

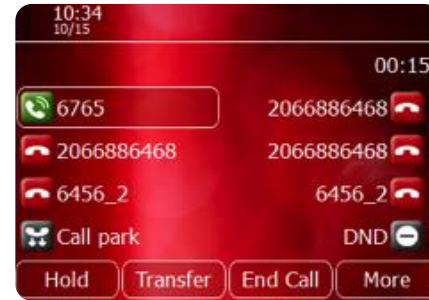
More Modern, Connected, and Personalized!



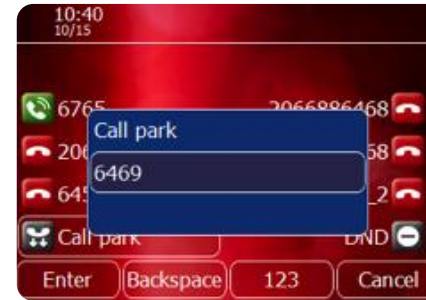
J179 with J100 4.0.0 - Broadsoft



Incoming Call



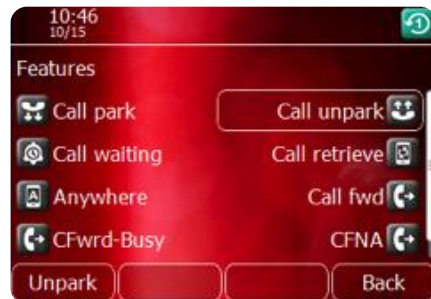
Active Call



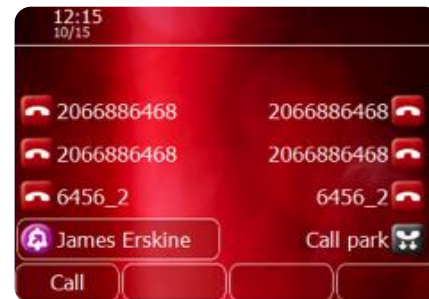
Parking Call



Parked Call Notification



Feature List



BLF – Line in use



BLF – Incoming Call



BLF – Incoming Call without alerting

J100 Series – Portfolio View

J129



J139



J159



J169



J179



J189



JEM24



Call Appearances	1	Varies	Varies	Varies	Varies	Varies	N/A
Color Options	Cobalt Black	Cobalt Black	Cobalt Black	Cobalt Black, White	Cobalt Black with Gray Faceplate, White	Cobalt Black with Gray Faceplate	Cobalt Black with Gray Faceplate
Display	Monochrome, 2.3", 128 x 32 pixel	Color, 2.8", 320 x 240 pixel	Color, 2.8", 320 x 240 pixel Color, 2.3", 160 x 240 pixel	Grayscale, 3.5", 320 x 240 pixel	Color, 3.5", 320 x 240 pixel	Color, 5.0", 800 x 480 pixel Color, 2.3", 160 x 240 pixel	Color/Grayscale, 1 x 4.3"
Green/Red Call Indicators	0	4	10	8	8	16	24
Softkeys	3	4	4	4	4	4	N/A
Ethernet Switch	Dual 10/100	Dual 10/100/1000	Dual 10/100/1000	Dual 10/100/1000	Dual 10/100/1000	Dual 10/100/1000	N/A
WiFi	Optional Module	No	Optional Module	No	Optional Module	Optional Module	N/A
Wired Handset	Yes	Yes	Yes	Yes	Yes	Yes	N/A
Wired Headset	No	Yes	Yes	Yes	Yes	Yes	N/A
Bluetooth Headset	No	No	No	No	Optional Module	Optional Module	N/A
Expansion Module Capable	No	No	Integrated 24 button	Yes (3)	Yes (3)	Integrated 24 button, optional 2 external	N/A
Other Connectivity	No	No	USB	No	No	USB x 2, NFC	No
Optional DC Power	Yes (5 volt)	Yes (5 volt)	Yes (5 volt)	Yes (5 volt)	Yes (5 volt)	Yes (5 volt)	N/A
Supported Platforms	Aura (SIP - limited features), IPO (SIP - limited features), OpenSIP	Aura (SIP - limited features), IP Office (SIP limited features), OpenSIP	Aura (SIP), IP Office (SIP), OpenSIP	Aura (SIP, H.323), CC Elite (SIP, H.323), IP Office (SIP, H.323), OpenSIP	Aura (SIP, H.323), CC Elite (SIP, H.323), IP Office (SIP, H.323), OpenSIP	Aura (SIP), CC Elite (SIP), IP Office (SIP), OpenSIP	Aura (SIP, H.323), CC Elite (SIP, H.323), IP Office (SIP, H.323), OpenSIP
User Customization	Limited	Limited	Full (Aura SIP, OpenSIP)	Full (Aura SIP, OpenSIP)	Full (Aura SIP, OpenSIP)	Full (Aura SIP, OpenSIP)	N/A
List Price (\$US)	\$125 (MPG 3P) OpenSIP - \$65 (MPG 7P)	\$220 (MPG 3P) OpenSIP - \$95 (MGP 7P)	\$355 (MPG 3P) OpenSIP - \$129 (MGP 7P)	\$370 (MPG 3P) OpenSIP - \$129 (MGP 7P)	\$455 (MPG 3P) OpenSIP - \$189 (MPG 7P)	\$555 (MPG 3P) OpenSIP - \$269 (MGP 7P)	\$295 (MPG 3P)
General Availability	December 2016	July 2018	November 2019	April 2018	April 2018	April 2020	December 2018

Avaya B100 Series Audio Conferencing

B169 Conference Phone



B179 Conference Phone



- Multi-connectivity – DECT, analog and USB connection
- Secure/interference free DECT connection – connect to Avaya B169 base or any GAP compatible DECT PBX
- Easily extend the room coverage by adding expansion microphones
- Wireless freedom – 60 hour talk time (full work week), unique offer in the market

- Full interoperability – connected to the Aura, IP Office and Open SIP
- Easily extend the room coverage by adding expansion microphones, PA interface and wireless headset
- Built-in 5-part audio conferencing bridge



Designed for **wireless freedom.**



IP conferencing at its best - **wide interoperability.**

Superior voice quality with OmniSound® HD audio technology

AVAYA B199



OmniSound® HD

USB

Bluetooth®

SIP

AVAYA
UNITE

Best in class audio – Next generation of OmniSound® HD

Digital MEMS microphones – Superior beamforming pick-up

Audio multi-connectivity – Ethernet/SIP, USB, Bluetooth

Interoperability – Avaya Aura, Avaya IP Office, Open SIP

Audio expansion – Cover all room configurations

User interface – 4.3" 480x800 touch screen

Extended UX – Avaya B199 Unite App compatible

Wireless – Prepared for battery

Wireless – Wifi and DECT versions to be released

USB accessories – USB host port for any future accessory

IPv4/IPv6, DES, Opus, 5-part conference, PoE 802.3af/at...



Avaya IX™ Conference Phone B199

OmniSound® HD



Avaya B199 700514246

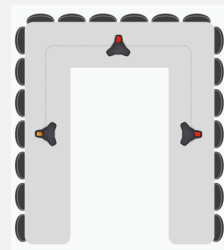
SIP

20

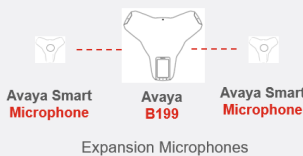
35+

50+

Audio Expansion (Wired)

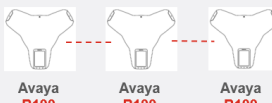


U-Shaped Table Deployment



Avaya Smart Microphone Avaya B199 Avaya Smart Microphone

Expansion Microphones



Avaya B199 Avaya B199 Avaya B199

Daisy Chain

Best in class audio – Superior voice quality with OmniSound® HD audio technology

Digital MEMS microphones – superior beamforming technology pick-up makes speaker sound closer to phone

Scales to very large room sizes up to 90m2 with Daisy Chaining.

Audio multi-connectivity – Ethernet/SIP, USB, Bluetooth

Interoperability – Full interoperability—use with Avaya Aura®, Avaya IP Office™ and Avaya approved third party platforms.

Audio expansion – Easily extend the room coverage by adding expansion microphones.

User interface – 4.3" 480x800 touch screen

Extended UX – Improve personal user experience within the conference room –full control of the conference call within your hand using the Avaya Conference Assistant app. Use your personal contact and call history list, frequently used conference groups and much more.

USB accessories – USB host port for any future accessory

Designed for meetings in mid-size to very large rooms





Avaya IX™ Conference Phone B109



Used in the huddle room or as your **personal speakerphone**

USB and Bluetooth connectivity:
Connect to laptop, deskphone, collaboration computer, mobile phone...

Wireless - **12 hour talk** time

LCD screen

Headset for privacy

NFC for easy connection

OmniSound® (HD)  BLUETOOTH  USB

Avaya Audio Conferencing – Summary

B149

B159

B169

B179

B189

B109

B199



Connectivity

Analog

Analog/USB

IP DECT/
Analog/USB

IP (SIP)

IP (H.323)

USB and
Bluetooth

USB and
Bluetooth

Wireless

-

-

Yes

-

-

Yes

-

Audio technology

OmniSound[®]

OmniSound[®] HD

OmniSound[®] HD

OmniSound[®] HD

OmniSound[®] HD

OmniSound[®] HD

OmniSound[®] HD

Audio expansion

Microphones

Microphones
/PA/headset

Microphones

Microphones/P
A/headset

Microphones/
PA

Microphones

Digital MEMS
microphones

Comcode

700501533

700501530

700508892

700504740

700503700

700514009

700514246

Meet the Growing New Vantage Family!



AVAYA VANTAGE™ K155

 Designed for users that prefer a **traditional keypad**.



Android	8 Oreo
Display	5", 800x1280 Capacitive Touch
S/W Support	Aura, IPO, Open SIP, Avaya Breeze™ Client SDK
Handset	Modular – Cordless & Coded
Power	PoE Class 3, Vantage, 48v DC-AC PS compatible
Ethernet	Dual Port RJ45 connected Ethernet
Bluetooth®	Bluetooth® 4.2 LE, Optional module
Wi-Fi®	802.11a/b/g/n, 802.11ac, Hotspot, Optional Module
USB Port	A Type
Audio	1 speaker, 1 mic, full duplex
Headset Connectors	3.5 mm, RJ9



AVAYA VANTAGE™ K175/165

- Avaya Vantage™ K175 – with camera
- Avaya Vantage™ K165 – without camera

Android	8 Oreo
Display	8", 800x1280 Capacitive Touch
S/W Support	Aura, IPO, Open SIP, Avaya Breeze™ Client SDK
Handset	Modular – Cordless & Coded
Power	PoE Class 3, Vantage, 48v DC-AC PS compatible
Ethernet	Dual Port RJ45 connected Ethernet
Bluetooth®	Bluetooth® 4.2 LE, integrated
Wi-Fi®	802.11a/b/g/n, 802.11ac, Hotspot
USB Port	C Type
Audio	1 speaker, 1 mic, full duplex
Headset Connectors	3.5 mm, RJ9



Wi-Fi® is a registered trademark of Wi-Fi Alliance.
The Bluetooth® word mark and logos are registered trademarks owned by the Bluetooth SIG, Inc. and any use of such marks by Avaya is under license.

Use Case: Avaya Vantage™ Extension

Module/Buttons

DESCRIPTION

Additional programmable buttons extending one touch functionality in UC or CC environment

WORK FLOW BENEFITS

- Integrated - simply a “swipe” of the app



WHAT YOU NEED

DEVICES OPTIONS

- K165 or K175

PLATFORM OPTIONS

- Avaya Aura R7.x or higher

APPLICATIONS

- Customized application with extension



K155 ✓

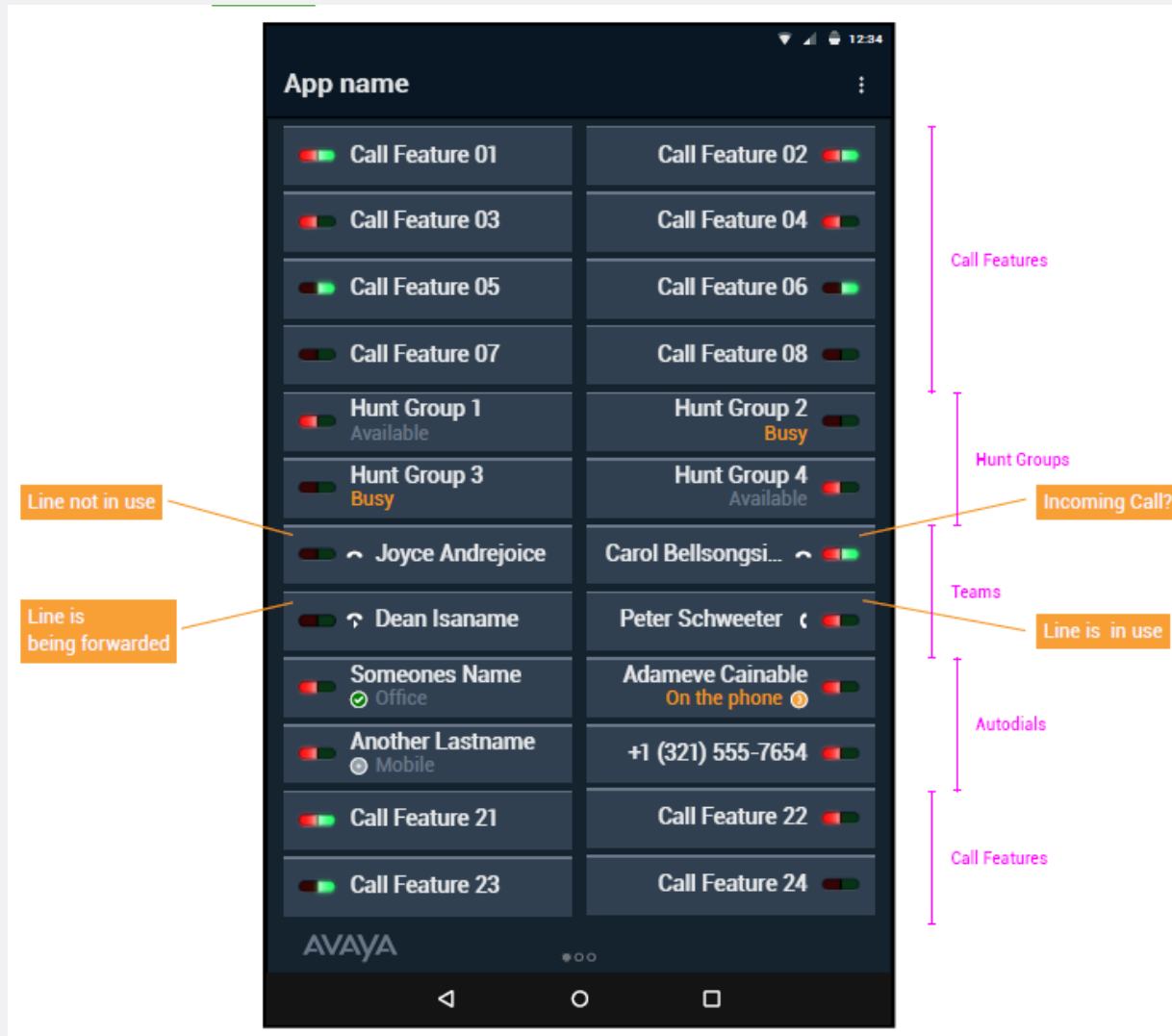


K165 ✓



K175 ✓

Avaya Vantage™ Button Module



- Customizable coloring
- Editable buttons
- Configurable for one touch access to features

ESSENTIAL EXPERIENCE: H200 SERIES



H249 IP PHONE



- Cost effective, entry level.
- Designed for **public or walk-up locations** such as lobbies, hotels, meeting rooms, student dormitories, retail or **any user with basic communication needs.**

H239 IP PHONE



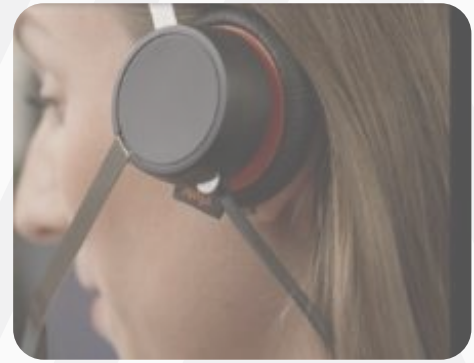
- Addresses the need for everyday voice communications.
- Designed for knowledge workers that need the **full range of features.**

H229 IP PHONE



- Cost effective, entry level.
- Designed for **users that make a low number of calls** and need a **minimal feature set.**

Introducing the “Avaya Headset!”



L119



L129



L139



L149



L159

AcousticEdge™ Technology

Introducing the Avaya IX Collaboration Unit



Model: CU360



- ✓ Wireless Sharing
- ✓ Wide Field of View
- ✓ Saves Bandwidth
- ✓ H.323 Support
- ✓ Applications Sharing
- ✓ Meeting Recording
- ✓ Smart Phone / Tablet Control



True All-in-One Solution

- Camera
- Microphones
- Codec



EXCLUSIVE CAPABILITIES

- ✓ Full Interoperability with H.323 and SIP
- ✓ Run and Share Android apps

ELEMENTS OF THE AVAYA HUDDLE ROOM EXPERIENCE

Integrated and interoperable



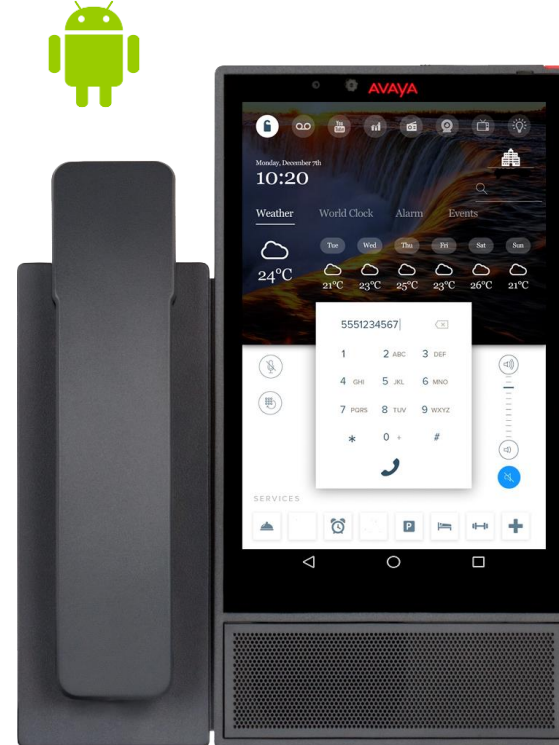
Avaya CU360



Ego 'BT speaker'



BT speaker/microphone with superior sound performance



Avaya Vantage for meeting 'autostart' or use cellphone to launch



Open SIP GTM Strategy: How do We Win Together?

- Avaya brand
 - Quality – reliability – scalability
 - ‘We know phones’
- Competitive pricing positioning for Open SIP devices
- Automated provisioning
- Endpoint management services
- Competitive open call control proposition
- New simplify on boarding process for device focused/limited resellers
- DaaS model

HERE'S WHAT WE HEAR
FROM
SERVICE PROVIDERS

- Desire to de-risk
- Scalability — faster transition of fixed lines to cloud
- Full automatic provisioning
- Quality
- The Avaya brand has a right to play
- Services
- DaaS business models

Avaya IX™ Devices Purchasing Options

Choose from Up Front, Financed or Subscription Payments

	Up Front Payment	Device Flex Purchase Plan	Device as a Service
Primary Attribute	CAPEX	DFPP Financed	DaaS Subscription
Device Ownership	Customer	Customer	Avaya
Payment Type	Up Front	Monthly Installment	Monthly Subscription Fee
Platforms	Any Supported On-Premise or Cloud Platform	Avaya On-Premise or Cloud Platforms	Any Supported On-Premise or Cloud Platform
Availability	Global	Available for Select Countries	Available for Select Countries
Included Devices	All	Avaya IX™ IP Phone J100 Series, Avaya Vantage™ K165/K175, Avaya IX™ Collaboration Unit CU360	Same as DFPP + Avaya Vantage™ K155, most Avaya IX™ Conference Phones
Term	Not Applicable	3 Years	1, 3, or 5 Years
Cancellation Options	Not Applicable	No	Yes

Avaya Device as a Service Provides Flexibility



Remote tech support and advanced parts replacement are included

TERMS

There are three options for the duration of the subscription terms:
12 months (1 year)
36 months (3 years)
60 months (5 years)

Each subscription term has different monthly pricing described in the Offer Definition Document



Cancelled devices are returned to Avaya

END OF TERM

Three Options:

- Renewal of contract for another term with existing devices (Default)
- Establish a new contract with new replacement devices
- Terminate contract at the end of the term.



CHANGES

Change Options:

- New devices can be added to existing contract
- Devices can be upgraded to higher priced devices with no cancellation penalty. You just pay to rate of the new device.



CANCELLATION

The End Customer may terminate a Device as a Service agreement at any time during the current term upon at least 30 days written notice – this is subject to a cancellation fee



Program is Platform-agnostic



Title to the eligible phones remains with Avaya



End Customers pay monthly subscription fee

Device as a Service Sample Pricing Matrix

DEVICE	Avaya Call Control								Open SIP 3PCC					
	CAPEX		DFPP		DaaS				CAPEX		DaaS			
	APL	MPG	APL	MPG	APL			MPG	APL	MPG	APL			MPG
				1 YR	3 YR	5 YR					1 YR	3 YR	5 YR	
J129 IP Phone	\$125.00	3P	\$2.50	8S	\$4.00	\$3.60	\$3.30	8S	\$65.00	7P	\$1.75	\$1.60	\$1.50	8S
J139 IP Phone	\$220.00	3P	\$4.50	8S	\$7.00	\$6.30	\$5.70	8S	\$95.00	7P	\$2.50	\$2.30	\$2.10	8S
J169 IP Phone	\$370.00	3P	\$7.00	8S	\$12.00	\$10.80	\$9.80	8S	\$129.00	7P	\$3.50	\$3.20	\$2.90	8S
J179 IP Phone	\$455.00	3P	\$8.50	8S	\$14.50	\$13.10	\$11.80	8S	\$189.00	7P	\$5.00	\$4.50	\$4.10	8S
K155 Vantage Device	\$515.00	3P	\$10.50	8S	\$16.50	\$14.90	\$13.50	8S	\$515.00	3P	\$16.50	\$14.90	\$13.50	8S
K165 Vantage Device	\$799.00	3P	\$11.50	8S	\$25.50	\$23.00	\$20.70	8S						8S
K175 Vantage Device	\$834.00	3P	\$12.50	8S	\$27.00	\$24.30	\$21.90	8S	\$834.00	3P	\$27.00	\$24.30	\$21.90	8S
Avaya B109 Conf Phone	\$176.00	3P			\$5.75	\$5.20	\$4.70	8S						
Avaya B169 IP DECT Wireless Co	\$999.00	3P			\$32.00	\$28.80	\$26.00	8S	\$999.00	3P	\$32.00	\$28.80	\$26.00	8S
Avaya B179 SIP Conf Phone POE	\$1,090.00	3P	\$20.00		\$35.00	\$31.50	\$28.40	8S	\$1,090.00	3P	\$35.00	\$31.50	\$28.40	8S
Avaya B189 Conference Phone	\$1,650.00	3P			\$53.00	\$47.70	\$43.00	8S						8S

→ Download the [Device as a Service Offer Definition](#) for Complete Pricing Information



AVAYA CLOUD-ENABLED PORTFOLIO

INNOVATION CONTINUES IN 2019

- ✓ Avaya Aura
- ✓ Avaya Cloud
- ✓ Avaya IP Office™
- ✓ Open SIP

PLATFORM AGNOSTIC



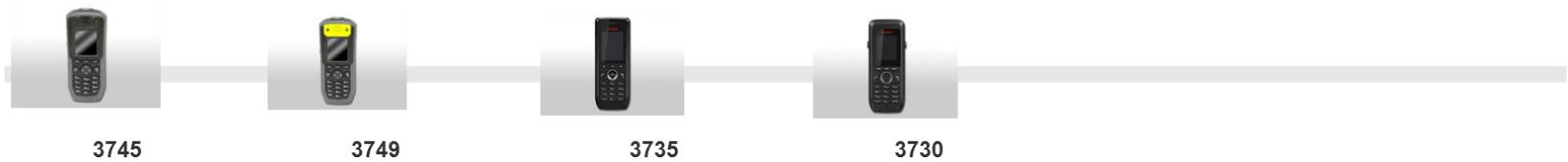
Essential Experience IP Phones



Essential Experience for Hospitality



Essential Experience Wireless Handsets



Essential Experience Headsets







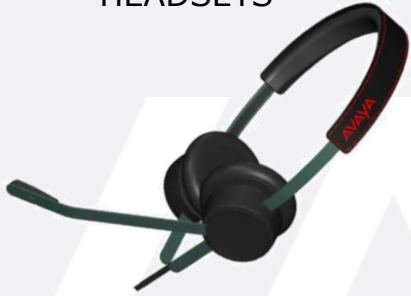
Avaya Vantage™ Multimedia Communications



Avaya Conferencing Experience



Top 10 “What’s Coming”

<p>1 AVAYA IX™ CONFERENCE PHONE B199</p>  <p>Beam-forming Presence Sensing</p>	<p>2 AVAYA IX™ CONFERENCE PHONE B129</p>  <p>Outstanding Audio and Flexibility</p>	<p>3 AVAYA IX™ IP PHONE J159</p> 	<p>4 AVAYA IX™ IP PHONE J189</p> 	<p>5 AVAYA VANTAGE™ EXPANSION MODULE</p> 
<p>AUG</p>	<p>DEC</p>	<p>NOV</p>	<p>APR</p>	<p>OCT</p>
<p>6 AVAYA IX™ SPEAKER TRACKING CAMERAS</p>  <p>For Room Systems</p>	<p>7 ONE CABLE CONNECT HUB</p>  <p>Screen Camera Speakerphone</p>	<p>8 HOSPITALITY PORTFOLIO EXPANSION</p>  <p>SIP</p>	<p>9 DUAL CELL DECT WIRELESS HANDSETS</p> 	<p>10 LEATHER HEADBANDS FOR HEADSETS</p> 
<p>SEPT</p>	<p>NOV</p>	<p>OCT</p>	<p>CY Q1</p>	<p>OCT</p>

J100 RESOURCES

- Avaya Portal:
<https://www.avaya.com/en/products/devices-and-phones/desktop-phones/>
- Sales and Partner Portal:
<https://sales.avaya.com/en/pss/j100-series-ip-deskphones>
Offer Definition:
<https://sales.avaya.com/documents/1399682074407>
Overview Presentation:
<https://sales.avaya.com/documents/1399682134590>
- Support Portal:
<https://support.avaya.com/products/P1661/j100-series-ip-phones/>



AVAYA PROVIDES A COMPLETE DESKTOP EXPERIENCE

rlanasa@avaya.com DeviceSales@avaya.com

ESSENTIAL EXPERIENCE

Desktop devices that are modern, connected, and personalized



CONFERENCING EXPERIENCE

Simple and Seamless group conferencing solutions



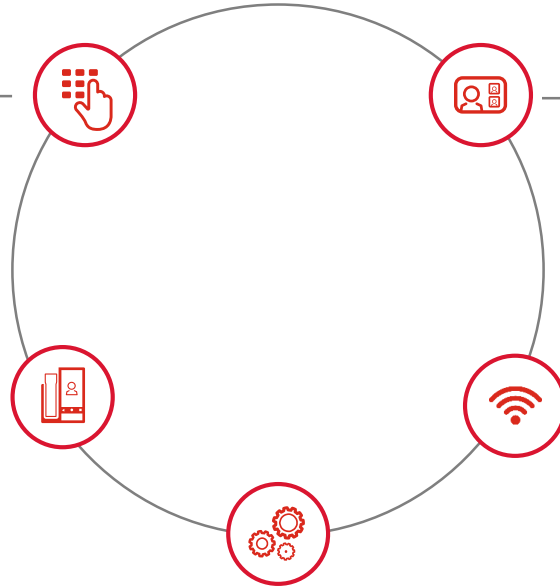
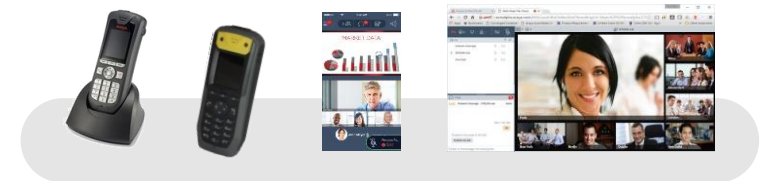
VANTAGE EXPERIENCE

Connects the desktop with all the cloud has to offer



WIRELESS EXPERIENCE

Mobilizing your workforce with purpose-built devices and applications



APPLICATIONS

Developed by Avaya and our Partners



Thank You