Avaya IP Office Demo Equipment

Release 8.1

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Regional Availability:	*Global*
Audience:	*Distributors & Partners*

Table of Contents

1 ANNOUNCEMENT SUMMARY 1

2 IP OFFICE 500V2 POWER DEMO 1

2.1 HARDWARE 1
2.2 APPLICATION SOFTWARE 1
2.3 OPTIONAL HD VIDEO DEMONSTRATION EQUIPMENT 2
2.4 OPTIONAL UNIFIED COMMUNICATIONS MODULE (UCM) HARDWARE 3

3 IP OFFICE ANYWHERE DEMO 3

3.2 96X1 IP PHONE DEMO EQUIPMENT 3
3.3 DVD FOR ANYWHERE DEMO 3

4 AVAILABILITY AND PRICING 4

4.1 IP OFFICE 500V2 POWER DEMO MATERIAL CODE AND DESCRIPTION 5
4.2 IP OFFICE POWER DEMO 5
4.3 AVAILABILITY FOR AVAYA DISTRIBUTORS 6

5 MONITORING AND CONTROL OF DEMO KITS 6

6 APPLICATION LICENSE UPGRADES 6

7 LOGISTICS AND ORDERING 6

7.1 PRICING AND MATERIAL CODES 6
7.2 EXCEPTIONS 8
7.3 SOFTWARE BUILD 8

8 CONTACTS 8

APPENDIX A: AVAYA POWER DEMO AUTHORIZATION FORM 9

APPENDIX B: ADDITIONAL LICENSES FOR EXISTING DEMO KITS 11

1 Announcement Summary

There are changes to the Power Demo Kits, as well as the introduction of a laptop based demo capability, called Anywhere Demo, with the General Availability of IP Office Release 8.1 See Sections 2 and 3 for additional details.

Existing Power Demo Kits maybe be upgraded to IP Office Release 8.1 by completing Appendix B of this Product Update. As in the past, Appendix B licenses are provided free of charge.

2 IP Office 500v2 Power Demo

2.1 Hardware

The IP Office 500v2 Power Demo is designed to deliver complete demonstration capability through one orderable code. The following components are included:

- IP Office 500v2 Chassis
- Combination Card with Analog Daughter Card
- Combination Card with BRI Daughter Card (International Kit only)
- LAN Cable
- 1416 Digital Telephone Set
- 9508 Digital Telephone Set
- 9621G IP Telephone Set
- Button Module 12 for 9508
- Button Module DBM32 for 1400 Series Sets
- Power Supply for 9621G IP Set
- System Secure Digital (SD) Card (MuLAW or ALAW)
- US Power cords (NA Kit only)
- European and UK Power cord (International Kit only)

2.2 Application Software

The following applications are included, an overview of these can be found in the IP Office Product Description located on the IP Office Knowledge Base (http://marketingtools.avaya.com/knowledgebase)

- IPO R8+ ESSNTL EDITION+ LIC
- IPO LIC PREFRD (VM PRO) RFA LIC:DS
- IPO LIC R6+ ADV EDITION
- IPO LIC R6+ PWR USER 5
- IPO LIC R6+ MOBILE WORKER 5
- IPO LIC R6+ TELEWORKER 5
- IPO LIC R6+ OFF WORKER 5
- IPO LIC RECEPTIONIST RFA 1 LIC:DS
- IPO LIC CUSTMR SVC AGT RFA 5 LIC:CU
- IPO LIC R6+ AV IP ENDPOINT 5
- IPO LIC IP500 VCE NTWKG ADD 4 LIC:CU

- IPO LIC SIP TRNK RFA 5
- IPO LIC IPSEC VPN RFA LIC:DS
- IPO LIC AVAYA TTS RFA 1 LIC:CU
- IPO LIC NTWKD MSGING RFA LIC:DS
- IPO LIC ACM CENTRAL VM LIC:DS
- IPO LIC CTI RFA LIC:DS
- IPO LIC TAPI WAV RFA 4 LIC:CU
- IPO R8+ TTS PRO RFA LIC :DS

2.3 Optional HD Video Demonstration Equipment

Avaya is making its 1010 and 1040 HD video solutions available to Business Partners in order to demonstrate the full capability of IP Office.

These units will be offered with a further discount of 15% off list price. They are for demo purposes only and cannot be supplied or sold to an end user.

To order Avaya HD video equipment, submit an SBR requesting a further 15% discount to the deals desk and be sure to mark it up "Required for IP Office Demonstration Purposes"

The following items are subject to 15% discount, and include the camera, microphone and speakers

Avaya 1040

700500327	1040 VIDEO NO CHIN JPN RUS
700500315	1040 VIDEO SYS AUSTRALIA
700500328	1040 VIDEO SYS CHINA
700500329	1040 VIDEO SYS JAPAN
700500332	1040 VIDEO SYS RUSSIA

Avaya 1010

700500359	1010 VIDEO NO CHIN JPN RUS
700500361	1010 VIDEO SYS CHINA
700500363	1010 VIDEO SYS JAPAN
700500365	1010 VIDEO SYS RUSSIA

Avaya Conference Phone

700500333	VIDEO CONF PHONE 1000 NO CHINA
700500335	VIDEO CONF PHONE 1000 CHINA

Please note: Other devices that have been successfully tested with IP Office include Polycom VVX 1500 and Grandstream GXVP 3140. The Video Softphone include in the teleworker and power user solutions also interwork with the Avaya 1010 and 1040 conference units. With these combinations, video capabilities can be set-up at your office/demo locations as well as taking the video Softphone and video phones to a customer location.

Please check your region for availability and ordering codes.

2.4 Optional Unified Communications Module (UCM) Hardware

The UCM is an IP500 processor module supported by IP500 V2 systems running IP Office Release 8.0 1Q Service Park or higher software. The module is an integrated processor, enabling various Linux based IP Office applications to run within the IP500 V2 control unit rather than requiring a separate PC.

To order a UCM for Demo Purposes only, please submit and Special Bid Request for 30% through your normal channels, for part # 700501442, IPO R8.0+ C110 UC MOD and label "DEMO PURPOSES" in the comments section of the request.

3 IP Office Anywhere Demo

IP Office Anywhere Demo is a fully functional IP Office that runs on your laptop. It is configured for 4 users and includes one-X Portal, Voicemail Pro, and Power User. It is available as free download from:
https://avaya.my.salesforce.com/apex/sp_GeneralDetailHome?Id=a3j30000000L3vcAAC
Please use your SSO login and password.

3.1 Timing for Anywhere Demo Portal

The Anywhere Demo software is targeted for download as General Availability software by early August. This is subject to final internal and external testing. Please watch Partner NewsFlash for final availability notification.

3.2 96x1 IP Phone Demo Equipment

A new 'phone demo kit' is available consisting of all Avaya IP Phones. It is primarily designed to work in conjunction with the new IP Office Anywhere Demo as it contains a PoE switch to connect the laptop and power the Phones. It can optionally be ordered to support the Power Demo.

IP Telephony 9608
IP Telephony 9611
IP Telephony 9641
ERS 3500GT POE SWITCH

Note 1: This bundle does not include the power cord for the POE switch. Please remember to order the required power cord for your region

3.3 DVD for Anywhere Demo

As an alternative to downloading from the following site, the Anywhere Demo software can be ordered on DVD. This will be available about four weeks after GA of the Anywhere Demo software.
The software and install instructions can be downloaded from the following site:
https://avaya.my.salesforce.com/apex/sp_ViewDetailPage?Id=a3j30000000LEBuAAO
Please use your SSO login and password.

4 Availability and Pricing

The IP Office Demo kits are attractively priced to support demonstration kit usage only. The value of the parts within the kits exceeds that of the items when purchased individually (in many cases nearly ten-fold). The number of kits purchased per Avaya Partner will be limited to the following:

- One (1) IP Office 500v2 Power Demo Kit per Partner location.
- One(1) UCM per Partner Location
- Four (4) Server Edition licenses PER Partner Location [Maximum 3 locations]
- One (1) IP Office 96x1Phone Demo Kit per Partner location.

For pricing, contact your Distributor.

Avaya Global Services does not provide installation or maintenance coverage on demonstration equipment

4.1 IP Office 500v2 Power Demo Material Code and Description

Material Code	Description	Availability
700504403	IP500 DEMO KIT R8+ US	North America
700504404	IP500 DEMO KIT R8+ INTL	APAC, EMEA, UK

IP Office 500 Demonstration Kits are made up of the following hardware components:

Description	Material Code	Kit
IPO IP500 V2 CNTRL UNIT	700476005	Both
IPO IP500 V2 COMB CARD ATM	700476013	Both
IPO IP500 V2 COMB CARD BRI	700476021	International
IPO LAN RJ45/RJ45 3M GRY	700213481	Both
1416 TELSET	700469869	Both
9508 TELSET FOR IPO	700500207	Both
IP PHONE 9621G	700480601	Both
BUTTON MOD 12B	700480643	Both
BUTTON MOD DBM32 FOR 1400 SERIES	700469968	Both
IP PHONE SNGL PT POE INJCTR SPPOE-1A	700500725	Both
1151D1 IP PHONE PWR W/CAT5 CBL	700434897	Both
PWR CORD EUROPE	700289762	International
PWR CORD UNITED KINGDOM	700289747	International
US POWER CORD	700289770	NA

4.2 IP Office AnywhereDemo

Material Code	Description	Availability
700504405	IP Office 96X1 PHONE DEMO KIT	All Regions*
700504525	IPO R8.1 ANYWHERE DEMO DVD	All Regions

***The power cord for the POE switch is not included and must be provided separately.**

PWR CORD EUROPE	407786623
PWR CORD UNITED KINGDOM	407786599
US POWER CORD	700289770

The IP Office 96x1 Phone Demo Kit is made up of the following hardware components:

Description	Material Code
IP Telephony 9608	700580585
IP Telephony 9611	700580593
IP Telephony 9641	700580627
ERS 3500GT POE SWITCH	AL3500A14-E6

4.3 Availability for Avaya Distributors

- **August, 2012** – IP500v2 Power Demo Kits became available for shipment to Distributors
- **August, 2012** – 96x1 IP Phone Demo Kit becomes available for shipment to Distributors
- **September, 2012** – (Planed) the optional DVD for Anywhere demo becomes available to order (as option to downloading).

5 Monitoring and Control of Demo Kits

The price of the Demonstration kits are significantly less than if the parts were purchased separately. They should absolutely not be re-sold to end user sites. Both Avaya and the Distributor will be monitoring the sale of the kits. Avaya also reserves the right to audit a Partner location to validate the usage of the demonstration equipment. A Partner wishing to purchase the kit will be required to fill out a form available directly from their Distributor and have it countersigned by an Avaya Channel Account Manager or National Account Manager.

The number of kits will be restricted.

- One (1) IP Office 500v2 Power Demo Kit per Partner location.
- Four (4) Server Edition licenses PER Partner Location [Maximum 3 locations]
- One (1) IP Office 96x1Phone Demo Kit per Partner location.

6 Application License Upgrades

From time to time Avaya introduces new features and applications to IP Office. Some of these are enabled with a license 'key'. Avaya wants to ensure Partners remain current and have the ability to demonstrate every application on IP Office. To apply for new licenses **(free of charge)** Partners are to complete the attached form (see **Appendix B Additional licenses for Existing Demo Kits Authorization Form**). Avaya CAM or NAM countersignature is required. Fax the form to your Distributor. The Distributor will then forward to Avaya sales order processing for license distribution.

Appendix B can be used to secure additional licenses once a license key swap has been completed. A license key swap is performed when transferring licenses from one previously purchased Power Demo unit (using the Serial, Parallel, USB, or Smart Card feature key) to IP Office 500v2 system (which uses the System Secure Digital card). Failure to successfully complete a key swap prior to adding new licenses could result in the new licenses being overwritten. Avaya CAM or NAM countersignature is required. Fax the form to your Distributor. The Distributor will then forward to Avaya sales order processing for license distribution.

7 Logistics and Ordering

7.1 Pricing and Material Codes

To simplify the equipment ordering and delivery, the Demo kits are each ordered by a single code. The equipment will be shipped to Distributors as one complete set of components. Each box will be serialized. Where applicable, the hardware feature key and licence keys will be packaged together in a plastic bag and contained within the unit.

For pricing, contact your Distributor.

Each Partner must complete the "Avaya Power Demo Authorization Form" to purchase these kits. See **Appendix A**. This form will require the signature of a Channel Account Manager (CAM) or National Account Manager (NAM) and will be closely monitored. The ordering process is detailed in the Logistics and Ordering section of this document.

APAC, EMEA, UK

Material Code	Description
700504404	IP500 DEMO KIT R8+ INTL
700504405	IP Office 96X1 PHONE DEMO KIT
700504525	IPO R8.1 ANYWHERE DEMO DVD

N. America

Material Code	Description
700504403	IP500 DEMO KIT R8+ US
700504405	IP Office 96X1 PHONE DEMO KIT
700504525	IPO R8.1 ANYWHERE DEMO DVD

7.2 Exceptions

The Power Demo Kit and 96x1 IP Phone Demo kit come as pre-configured bundled packages; Avaya cannot exchange equipment or make substitutions, the kits have been created to provide optimum demonstration capability. There are no provisions within this program to purchase additional equipment at special pricing. Requests requiring additional equipment are to be directed to your Channel Account Manager (CAM) or National Account Manager (NAM).

For countries where IP Office Essential Edition – PARTNER® Version systems are supported, you may request the System Secure Digital (SD) Card – PARTNER Mode – strictly for demonstration purposes and PARTNER® ETR Card. This is done through the Special Bid Request (SBR) which is completed outside of this process. For tracking purposes, you will need to indicate that you will be submitting the SBR on Appendix A in STEP ONE.

For countries where IP Office Essential Edition – Norstar™ Version systems are supported in Middle East Africa, you may request the System Secure Digital (SD) Card – Norstar Mode – strictly for demonstration purposes. This is done through the Special Bid Request (SBR), which is processed by your CAM or National Account Manager. For tracking purposes, you will need to indicate that you will be submitting the SBR on Appendix A in STEP ONE.

7.3 Software Build

The System SD card that is included in the IP Office 500v2 Power Demo Kit contains the base level of software for operational and demonstration purposes.

To upgrade existing IP Office Power Demo Kits and future Power Demo kits, Partners will need to do two things:

1. Complete Appendix B requesting the Upgrade License
2. Download the most current level of software from support.avaya.com

8 Contacts

Sr. Solutions & Product Marketing Manager - Global	Mark Massingham	+1 908 953 8547	massingham@avaya.com
Sr. Solutions & Product Marketing Manager - Global	Tim Johnson	+1 303 538 2172	timjohnson@avaya.com
Avaya Global Services Delivery (for US customers with AGS service contracts)	http://support.avaya.com/japple/css/japple?PAGE=OpenPageandtemp.template.name=Support_Countries	**Customer Service Desk** 800-628-2888 **Partner Service Desk** 877-295-0099	http://support.avaya.com
Avaya University (NA)	www.avaya.com/learning	+1 800-288-5327 (NA only)	
Avaya University (ROW)	http://www.avaya-learning.com	Please go to "Contact Us" page for information	

APPENDIX A: Avaya Power Demo Authorization Form

This form ensures Avaya Partners are aware of the terms and conditions and protects both Avaya and Distributors. The Avaya Authorized Partner will need to complete this form in its entirety. Signature approval by an Avaya Account Manager (CAM or NAM) authorizing the purchase of the Power Demonstration Kit package is required.

STEP ONE - *Fill in Authorization Form - Avaya Partner Information*

Partner Name	
Partner Location (where equipment will reside)	
Partner Location Number	
Partner Contact Name	
Telephone Number	
PO Number	
IP Office Essential Edition – PARTNER® Version SD Special Bid Request Date	
PARTNER® ETR base card Special Bid Request Date	
IP Office Essential Edition – Norstar™ Version SD Special Bid Request Date	

STEP TWO - *Terms and Conditions*

You must be an Avaya Authorized Partner to participate in this program. You must be Product Authorized prior to ordering specific equipment. This confirmation verifies Product Authorization and eligibility of purchase.

One IP Office Kit type can be purchased per location. Avaya reserves the right to inspect a Partner location to validate the effective usage of demonstration equipment.

No additional discounts or rebates will apply. All products obtained through this Program are to be used for demonstration purposes only (including sales and training initiatives) and cannot be resold.

Demo Kits cannot be returned once purchased.

STEP THREE – *Signatures*

I hereby certify that this is a valid request for equipment used in accordance with the Terms and Conditions contained in this Demonstration Equipment Program.

Partner Name (Please Print)	
Email	
Partner Signature	
Date	
Avaya Account Manager Signature	
Date	
Email	
Phone Number	

STEP FOUR - *Fax Documents*

Avaya Account Manager is to return signed form to Reseller. Reseller is to fax this document and the Purchase Order to their Distributor for order processing. Distributors are to fax this completed document to Avaya Order Processing.

APPENDIX B: Additional licenses for Existing Demo Kits

This form ensures Avaya Partners are aware of the terms and conditions and protects both Avaya and Distributors. The Avaya Authorized Partner will need to complete this form in its entirety. Signature approval by an Avaya Account Manager (CAM or NAM) authorizing the release of new licence keys for an existing IP Office Power Demo Kit package is required.

STEP ONE - *Fill in Authorization Form* - Avaya Partner Information

Partner Name		
Partner Location (where equipment will reside)		
Partner Location Number		
Partner Contact Name		
Telephone Number		
Original PO Number		
Check which Power Demo Kit you are upgrading		IP500 Power Demo
		IP500v2 Power Demo
Dongle/Smart Card/SD Number/Linux Server System Identification number		

Please check the license(s) that is (are) required for this demo kit:

Qty	Part Number	Description
	267786	IPO LIC Essential Edition
	270680	IPO LIC UPG R8.1 SML
	270399	IPO UPG R8.1+ LIC
	269480	IPO LIC PREFRD R8+ VM PRO RFA LIC:DS
	267786	IPO R8+ ESSNTL EDITION+ LIC
	229424	IPO LIC R6+ ADV EDITION
	229427	IPO LIC R6+ PWR USER 5
	229435	IPO LIC R6+ MOBILE WORKER 5
	229431	IPO LIC R6+ TELEWORKER 5
	229439	IPO LIC R6+ OFF WORKER 5
	171987	IPO LIC RECEPTIONIST RFA 1 LIC:CU
	217651	IPO LIC CUSTMR SVC AGT RFA 5 LIC:CU
	229445	IPO LIC R6+ AV IP ENDPOINT 5
	205650	IPO LIC IP500 VCE NTWKG ADD 4 LIC:CU
	202968	IPO LIC SIP TRNK RFA 5
	182301	IPO LIC IPSEC VPN RFA LIC:DS
	268844	IPO R8+ TTS PRO RFA 1 LIC (LINUX based)
	182299	IPO TTS RFA LIC:CU (WINDOWS based)
	182297	IPO LIC NTWKD MSGING RFA LIC:DS
	177467	IPO LIC ACM CENTRAL VM LIC:DS
	171988	IPO LIC CTI RFA LIC:DS
	177466	IPO LIC TAPI WAV RFA 4 LIC:CU
	270397	IPO R8.1+ SERVER EDITION LIC
	270398	IPO R8.1+ SOFTPHONE RFA LIC

STEP TWO - ***Terms and Conditions***

You must be an Avaya Authorized Partner to participate in this program. You must be product authorized prior to ordering specific equipment. This confirmation verifies product authorization and eligibility of purchase. Avaya reserves the right to inspect a Partner location to validate the effective usage of demonstration equipment.

STEP THREE - ***Signatures***

I hereby certify that this is a valid request for equipment used in accordance with the Terms and Conditions contained in this Demonstration Equipment Program. All products obtained through this program are to be used for demonstration purposes (including sales and training initiatives) and cannot be resold. Every section is required to process this order.

Partner Name (Please Print)	
Email	
Partner Signature	
Date	
Avaya Account Manager Signature	
Date	
Email	
Phone Number	

STEP FOUR - ***Fax Documents***

Avaya Account Manager is to return signed form to Reseller. Reseller is to fax this document to their Distributor for order processing.

For Distributor Use Only

Distributor Company Name	
Distributor Representative (Please Print)	
Distributor Signature	
Phone Number	

Distributors are to fax this completed document to Avaya Order Processing.