Avaya IP Office Anywhere & Power Demo Global Resource Guide

Release 9.0

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1   Summary of orderable Demo Platform Options

This document provides a summary of the orderable platforms and associated enhancements to enable best in class demonstrations on Avaya IP Office for the small and mid-market. It contains an overview as well as procedures for ordering.

Primary Platforms:
- Power Demo Kit – Fully optioned IP Office system running on an IP 500 V2 Chassis. Includes the hardware and software needed to effectively demonstrate IP Office
- Anywhere Demo Kit – A fully functional software-based IP Office system that runs on your laptop so you can easily bring it anywhere.

Enhancement Kits (for use with either platforms):
- IP Phone Demo Kit – Includes 9611, 9621, and 9641 IP Phones and an ERS 3510 PoE switch.
- Radvision Lite® Kit – Includes Scopia XT5000 with an embedded 9 port MCU
- Power Demo Only - UC Module; Travel Case

2   Platform Ordering and Resource Information

2.1   Power Demo Ordering Codes

Material Code	Description	Availability
700507177	IP500 DEMO KIT R9+ US	North America
700507178	IP500 DEMO KIT R9+ INTL	APAC, EMEA, UK

2.1.1   Hardware Components Included

The IP Office Power Demo Platform is made up of the following hardware components:

Description	Material Code	Kit
IPO IP500 V2 CNTRL UNIT	700476005	Both
IPO IP500 V2 COMB CARD ATM	700504556	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

2.1.2 Application Software

A DVD with the following applications is 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 R9+ ESSNTL EDITION+ LIC	• IPO R9 IP500 VCE NTWK 4TRIAL ADI LIC
• IPO R9 PREFRD VM PRO ADI LIC	• IPO R9 SIP TRNK 5 ADI LIC
• IPO R9 ADV ED ADI LIC	• IPO R9 IPSEC VPN ADI LIC
• IPO R9 PWR USER 5 ADI LIC	• IPO R9 AV IP ENDPT 5 ADI LIC
• IPO R9 MOBILE WORKER 5 ADI LIC	• IPO R9 NTWKD MSGING ADI LIC
• IPO R9 TELEWORKER 5 ADI LIC	• IPO R9 ACM CENTRAL VM ADI LIC
• IPO R9 OFF WORKER 5 ADI LIC	• IPO R9 CTI ADI LIC
• IPO R9 RECEPTIONIST 1 ADI LIC	• IPO R9 TAPI WAV RFA 4 ADI LIC
• IPO R9 CUSTMR SVC AGT 5 ADI LIC	• IPO R9 TTS PRO 1 ADI LIC

2.2 IP Office Anywhere DVD Ordering Code

IP Office Anywhere Demo Platform is a fully functional IP Office that runs on your laptop. It is pre-configured for users including one-X Portal, Voicemail Pro, and Power Users. It is available as free download. Sections 4, 5 & 6 detail the terms

2.2.1 Ordering Codes

Material Code	Description	Availability
700506053	IPOffice R9 Anywhere Demo Platform - DVD	All Regions

2.2.2 IP Office Anywhere Demo Platform Software Download

As an alternative to ordering a DVD the software can be downloaded from the Avaya Support Site Use your SSO login and password for access.

Note: The .iso is new for 9.0 and spo.avaya.com is no longer used. Download the Application Server .iso (not the Source Code image or Virtual .ova image). See the new 9.0 Setup Guide for details.

Link to the 9.0 ISO HERE

3 Enhancement Ordering & Resource Information

3.1 IP Phone Demo Enhancement Kit

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

Description	Material Code
IP Telephony 9608	700480585
IP Telephony 9611	700480593
IP Telephony 9641	700480627
ERS3510GT-PWR+ POE SWITCH*	AL3500A14-E6

*The ERS3510 in the IP Phone Demo Kit does not include a power cord. A power cord needs to be ordered separately

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

3.2 Scopia Lite Demo Enhancement Kit

You must be an authorized Avaya Radvision Partner to order the Video Demo enhancement kit. Authorization details can be found on the Avaya Sales Portal in the Avaya Radvision Partner Resource Guide. Set up Information can be found in the Avaya Radvision Interoperation Document available in the IP Office Knowledge Base.

This kit must be quoted out of ASD and not the RPC tool so that the appropriate AVSS (Avaya Video Support Service) offer is quoted. ASD will always quote only Avaya List Price and the appropriate discount for Hardware, Software and Services is applied under the Demo program via a Special Bid letter. ASD training may be found on the Avaya Partner Portal at Quoting Radvision in ASD under Avaya OneSource (US and Canada Only). Additional sessions are available on the Sales/Partner Portal under the appropriate theatre (EMEA, APAC, CALA).

The Scopia Lite Video Demo Enhancement Kit made up of the following components:

Description	Material Code
Scopia XT 5000 Video Endpoint – − XT5000 Codec − 1080p60 10X Zoom PTZ Camera − 3 Way Microphone Pod − Remote Control − Cable and Power Kit	55211-00001
4 Port Embedded MCU (SMB4) – **US, APAC, AI** − Package contains all licenses required for SMB4 implementation on SCOPIA XT5000 (1080p Continuous Presence), sent by email	55111-00941
9 Port Embedded MCU (SMB4) – **EMEA only** − Package contains all licenses required for SMB9 implementation on SCOPIA XT5000 (1080p Continuous Presence), sent by email	55111-00942
NOTE - An HDMI capable laptop or monitor is required but not included in the kit	

3.3 UC Module (Power Demo Platform Only)

The UCM is a 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 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 (SBR) for 30% through your normal channels, for part # 700501442, IPO R8+ C110 UC MOD and label "DEMO PURPOSES" in the comments section of the request.

3.4   Travel Case Options (Power Demo Platform Only)

There are two travel case options available to make moving Power Demo kit components organized and easy.

The Avaya IP Office Power Demo Soft Case is a black, soft-sided nylon bag with handles and removable shoulder strap. The red Avaya logo appears on one side. The soft case is designed to fit an IP Office 500v2 chassis with two or three phones, depending on size of phone and all necessary cables.

To order: a soft case for you Power Demo Kit complete the Purchase Request Form available on the Sales Portal. Avaya Sales Portal >> Sales Tools >> Demo Platforms – SME & Mid-Market >> Power Demo Kit >> Avaya IP Office Demo Case

The Avaya IP Office Power Demo Hard Case is designed to fit an IP Office 500v2 chassis with two or three phones, depending on size of phone, an ERS 3510 and all necessary cables.

Part Number	Description
700504587	**Power Demo Hard Case**

4   Availability and Pricing

The IP Office Demo Platforms and optional enhancements 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).

4.1   Maximum Number of Demo Systems

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.
- One (1) Scopia Lite Video Kit per Partner location.

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

4.2   For Business Partners without any existing IP Office equipment

To get maximum benefit and functionality of your demo system, Avaya recommends that you purchase the following 5 items. These items combined provide you with the optimal demo kit with the full complement of licenses, Unified Communication Module (UCM), Anywhere Demo, latest IP Phones, video capability and 3510 POE switch. Pricing is available through your distributor and is highly discounted.

5   Monitoring and Control of Demo Kits

The prices 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.

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. Print and fax the completed 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 & Ordering

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.

7.2   Exceptions

The Power Demo Platform, 96x1 IP Phone and Scopia Lite Demo Enhancement kits 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 in Step One (1) of Appendix A.

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 in Step One (1) of Appendix A.

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

Product Management	Colin Ovington	+1 613-595-9642 colino@avaya.com
Technical Manager	Jeremy Layer	+1 303.538.4771 jlayer@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
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

9   APPENDIX A: Avaya <u>Power Demo Platform</u> Authorization Form - NEW

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.

PRINT THIS FORM

Avaya Partner Information	
Partner Name	
Partner Location (where equipment will reside)	
Partner Contact Name	
• Email	
• Phone	
• Link ID	
PO Number	

Component Selections		
Qty.	Part Number	Description
	700507177	**IP Office Power Demo Kit (US & Canada)** • IP Office 500 V2 • Combo card with Analog trunk card • Telephones - 1416, 9508, 9621 • Button modules for 1416 and 9508 • Cables and cords specific to system • All core and application license software
	700507178	**IP Office Power Demo Kit (International)** • Includes all of US Kit plus the BRI combo card and Europe & UK power cords
	700506053	**IP Office Anywhere DVD** • DVD version of the downloadable software
	700504405	**Phone and POE Bundle** – includes • Telephones - 9608, 9611, 9641 • 3510 POE Ethernet switch
	700501442	**UC Module*** Integrated module for VoiceMail Pro, one-X® Portal, and Preferred Mobility Applications *Refer to Section 7.2 for special bid instructions
	55211-00001 55111-00942	**Scopia Lite Video Kit** **Media Controller License**
	700504587	**Power Demo Carry case** Hard carry case for IP Office, Phones, and 3510
	700506053	**IP Office Anywhere DVD** DVD version of the downloadable software

Term 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 (1) 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.

Sign	
I hereby certify that this is a valid request for equipment used in accordance with the Terms and Conditions.	
Avaya Partner Signature	
	Date:
Avaya Account Manager Signature	
	Date:

Fax
Complete, sign and send to reseller. Reseller must attach PO and fax to Distributor for order processing. Distributors then fax to Avaya Order Processing.

10 APPENDIX B: Additional and Upgrade licenses for <u>Existing</u> 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 <u>existing</u> IP Office Power Demo Kit package is required.

PRINT THIS FORM

Avaya Partner Information	
Partner Name	
Partner Location (where equipment will reside)	
Partner Contact Name • Email	
• Phone	
• Link ID	
PO Number	

System Information		
Check which Power Demo Kit you are upgrading	IP500 Power Demo	
	IP500v2 Power Demo	
Dongle/Smart Card/SD Number/Linux Server System ID Number		

Licensing		
Qty	Part Number	Description
	275670	IPO R9 UPG SML ADI LIC
	275669	IPO R9 UPG ADI LIC
	302260	IPO R9 UPG SE ADI LIC
	271174	IPO R9 UPG RUSSIA ADI LIC
	275694	IPO R9 VRTULZD SE ADI LIC
	275658	IPO R9 SE ADI LIC
	275653	IPO R9 PREFRD VM PRO ADI LIC
	275631	IPO R9 ESSNTL ED ADI LIC
	275617	IPO R9 ADV ED ADI LIC
	275644	IPO R9 MBL TO PWR USER UPG 5 ADI LIC
	275646	IPO R9 MOBILE WORKER 5 ADI LIC
	275666	IPO R9 TELEWORKER 5 ADI LIC
	275649	IPO R9 OFF WORKER 5 ADI LIC
	275657	IPO R9 RECEPTIONIST 1 ADI LIC
	275626	IPO R9 CUSTMR SVC AGT 5 ADI LIC (requires IPO ADVANCED RFA LIC:DS)
	275619	IPO R9 AV IP ENDPT 5 ADI LIC
	275675	IPO R9 IP500 VCE NTWK 4TRIAL ADI LIC
	275660	IPO R9 SIP TRNK 5 ADI LIC
	275643	IPO R9 IPSEC VPN ADI LIC
	275668	IPO R9 TTS PRO 1 ADI LIC (Linux Based)
	273951	IPO R9 NTWKD MSGING ADI LIC
	273952	IPO R9 ACM CENTRAL VM ADI LIC

	275681	IPO R9 CTI TRIAL ADI LIC
	275664	IPO R9 TAPI WAV RFA 4 ADI LIC
	275663	IPO R9 SOFTPHONE ADI LIC
	275612	IPO R9 3RD PARTY IP ENDPT 5 ADI LIC
	275671	IPO R9 VM PRO 2 ADI LIC

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.
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.
Avaya reserves the right to inspect a Partner location to validate the effective usage of demonstration equipment.

Sign	
I hereby certify that this is a valid request for equipment used in accordance with the Terms and Conditions.	
Avaya Partner Signature	
	Date:
Avaya Account Manager Signature	
	Date:

For Distributor Use Only	
Distributor Company Name	
Distributor Representative (Please Print)	
Contact Information	
Distributor Signature	

Fax
Complete, sign and send to reseller. Reseller must attach PO and fax to Distributor for order processing. Distributors then fax to Avaya Order Processing.