Avaya IP Office Anywhere & Power Demo Global Resource Guide

Release 9.1

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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 platform):

- IP Phone Demo Kit – Includes 9611, 9621, and 9641 IP Phones and an ERS 3510 PoE switch.
- Avaya Scopia 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
700510123	IP OFFICE R9.1 POWER DEMO KIT - NA	North America
700510124	IP OFFICE R9.1 POWER DEMO KIT - INTL	APAC, EMEA, UK

2.1.1 Hardware Components Included

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

Material Code	Description	Kit
700476005	IPO IP500 V2 CNTRL UNIT	Both
700504556	IPO IP500v2 COMBO CARD ATM V2	Both
700476021	IPO/B5800 IP500 V2 COMB CARD BRI	International
700213481	IPO LAN RJ45/RJ45 3M GRY	Both
700508194	1416 TELSET FOR CM/IPO/IE UpN ICON	Both
700504842	9508 TELSET FOR IPO ICON ONLY	Both
700506514	IP PHONE 9621G ICON ONLY	Both
700480643	BUTTON MOD 12B	Both
700469968	BUTTON MOD DBM32 FOR 1400 SERIES	Both
700500725	IP PHONE SNGL PT POE INJCTR SPPOE-1A	Both
700434897	1151D1 IP PHONE PWR W/CAT5 CBL	Both
700289762	IPO/B5800 PWR LEAD (EARTHED) EU	International
700289747	IPO/B5800 PWR LEAD (EARTHED) UK	International
700289770	PWR CORD NA 18AWG 10 Amp AC	North America

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 R9.1 PREFRD VM PRO ADI LIC	IPO R9+ IP500 VCE NTWK 4 ADI LIC
IPO R9.1 ESSNTL ED ADI LIC	IPO R9+ SIP TRNK 5 ADI LIC
IPO R9 ADV ED ADI LIC (Not Supported in R9.1)	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 (Not Supported in R9.1)	IPO R9+ TTS PRO LINUX ADI LIC
IPO R9.1 WEB COLLAB USER 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
700508798	IP OFFICE/ IP OFFICE-SL R9.1 LX INSTALL 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: Download the IP Office Server Edition / Application Server .iso (not the Source Code image or Virtual .ova image). See the IP Office Anywhere Demo Set Up Guide for details.

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 Icon Only	700504844
IP Telephony 9611 Icon Only	700504845
IP Telephony 9641 Icon Only	700506517
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

Description	Material Code
PWR CORD EUROPE	407786623
PWR CORD UNITED KINGDOM	407786599

Description	Material Code
US POWER CORD	700289770

3.2 Scopia Lite Demo Enhancement Kit

You must be an authorized Avaya Scopia Partner to order the Video Demo enhancement kit. Authorization details can be found on the Avaya Sales Portal in the Avaya Scopia Partner Resource Guide. Set up Information can be found in the Avaya Scopia 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 (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 • XT 5000 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 Avaya Communicator for Web Version 1.0 (Power Demo Platform Only)

Avaya Communicator for Web is part of the Avaya Communicator client portfolio. Avaya Communicator for Web is a browser extension built specifically for IP Office and its addressable market. Avaya Communicator for Web is designed to embed Avaya collaboration and communication (instant messaging, presence, voice and video calling, phone control) capabilities into Google Apps and Salesforce.com.

Avaya Communicator for Web provides a streamlined, easy to use experience with a style familiar to customers using mobile, cloud and browser-based applications.

Avaya Communicator for Web is a per user license and requires users to have one of the following user licenses: Mobile Worker, Office Worker, Teleworker, or Power User. It is supported on Preferred Edition, IP Office Server Edition, and IP Office Select, One-X Portal must be installed and running. IP Office Release 9.1.2 or later is required.

For the product information and instruction to download this client software, please refer to the "Avaya Communicator for Web Product Offer Definition" and "Using Avaya Communicator for Web" documents in the links below:
https://sales.avaya.com/en/general/avaya-communicator-for-web

https://support.avaya.com/products/P1619/avaya-communicator-for-web/1.0.x

To Order: User license is for Demo purposes only, and it is the distributor/partner/reseller led ordering process. Please refer to "Order Configurations, Rules, and Forms" section of "Avaya Communicator for Web Product Definition" document for ordering process and rules as it's different from other Avaya ADI licenses ordering process. After acquiring the quote for the part number 383441 from ASD, please submit a special bid request (SBA) for 100% through normal channels. Indicate "DEMO PURPOSES" in the comments section of the SBA request. Then, distributor or partner/reseller submits the order via the web site http://processmyorder.esna.com.

Upon accessing the web site, the user will be directed to provide the following information:

- Purchase Order Number to Avaya
- Distributor name, contact, email, phone number (if applicable)
- Partner name, contact, email, phone number
- End customer name, contact email, phone number
- End customer Domain name in full FQDN (Fully Qualified Domain Name) format
- Number of licenses on the purchase order

The end customer information and end customer Domain name are important prerequisites that will enable Avaya to fulfill the order for the user licenses and provide remote installation support (if ordered). A customer must own the domain and also be able to verify domain ownership.

Any questions with respect to the information required or how to complete their web site submission can be addressed by contacting Avaya at 1-800-565-3762 or 905-707-9700 (for international) and say Customer Service.

Material Code	SAP Description	Comments
383441	AVAYA COMM FOR WEB IPO 1 USER LIC	User license

3.4 Unified Communications Module (Power Demo Platform Only)

The Unified Communications Module (UCM) is a processor module supported by the IP500 V2 system. New system installation and demo systems should apply the latest R9.1 software and service pack prior to running the UCM. 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. The Preferred License is provided as part of the Power Demo Kit software licenses bundle. If additional Preferred Licenses are required, refer to **Appendix B** the document for ordering.

To Order: UCM processor module for Demo purposes only, please submit a special bid request (SBA) for 30% through normal channels, for Part# 700507449, IPO UC MOD V2. Indicate "DEMO PURPOSES" in the comments section of the request.

3.5 Travel Case Options (Power Demo Platform Only)

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.

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 license 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	Alan Lao	+1-408-496-3219 alao@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

Appendix A: Power Demo New System Authorization

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**
	700510123	IP Office Power Demo Kit (US & Canada)
	700510124	IP Office Power Demo Kit (International)
	700508798	IP Office Anywhere DVD
	700504405	Phone and POE Bundle
	700507449	IP Office UC Module V2 (Refer to Section 3.4 for special bid instructions)
	55211-00001	Scopia Lite Video Kit
	55111-00942	Media Controller License
	700504587	Power Demo Carry case

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:

Scan and Email

Complete, sign and send to reseller. Reseller must attach PO and scanned document to Distributor for order processing. Distributors then forward on to Avaya Order Processing.

Appendix B: Licensing 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 license keys for an existing IP Office Power Demo Kit or Server Edition/Virtualized Server Edition demo system package is required.

PRINT THIS FORM

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

System Information	
Dongle/Smart Card/SD Number/Linux Server System ID Number	

Licensing		
Qty	**Part Number**	**Description**
Licenses for IP Office 500 V2 and Server Edition		
	275644	IPO R9+ MBL TO PWR USER UPG 5 ADI LIC
	275655	IPO R9+ PWR USER 5 ADI LIC
	275649	IPO R9+ OFF WORKER 5 ADI LIC
	275657	IPO R9+ RECEPTIONIST 1 ADI LIC
	275619	IPO R9+ AV IP ENDPT 5 ADI LIC
	275660	IPO R9+ SIP TRNK 5 ADI LIC
	275668	IPO R9+ TTS PRO LINUX ADI LIC
	275624	IPO R9+ CTI ADI LIC
	275612	IPO R9+ 3RD PARTY IP ENDPT 5 ADI LIC
	275671	IPO R9+ VM PRO 2 ADI LIC
	340052	IPO R9.1 WEB COLLAB USER 1 ADI LIC
License for Avaya Communicator for Web Applications		
	383441	AVAYA COMM FOR WEB IPO 1 USER LIC (Refer to Section 3.3 for special bid and ordering instructions)
Licenses only for IP Office 500 V2		
	339106	IPO R9.1 UPG SML ADI LIC
	339105	IPO R9.1 UPG ADI LIC
	339098	IPO R9.1 PREFRD VM PRO ADI LIC
	339096	IPO R9.1 ESSNTL ED ADI LIC
	275646	IPO R9+ MOBILE WORKER 5 ADI LIC
	275666	IPO R9+ TELEWORKER 5 ADI LIC
	275642	IPO R9+ IP500 VCE NTWK 4 ADI LIC
	275643	IPO R9+ IPSEC VPN ADI LIC
	273951	IPO R9+ NTWKD MSGING ADI LIC
	273952	IPO R9+ ACM CENTRAL VM ADI LIC
	275664	IPO R9+ TAPI WAV RFA 4 ADI LIC
	339094	IPO R9.1 SM LINE SIP TRUNK LIC
Licenses only for IP Office 500 Russia		
	339108	IPO R9.1 UPG RUSSIA ADI LIC
Licenses only for Server Edition		

Licensing		
Qty	**Part Number**	**Description**
	339107	IPO R9.1 UPG SE ADI LIC
	339101	IPO R9.1 VRTULZD SE ADI LIC
	339100	IPO R9.1 SE ADI LIC
Legacy Licenses		
	275617	IPO R9 ADV ED ADI LIC (Not Supported in R9.1)
	275626	IPO R9 CUSTMR SVC AGT 5 ADI LIC (Not Supported in R9.1)
	275663	IPO R9+ SOFTPHONE ADI LIC

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.

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	

Scan and Email

Complete, sign and send to reseller. Reseller must attach PO and scanned document to Distributor for order processing. Distributors then forward on to Avaya Order Processing.