

# Open Product Reseller

Just One Click and gain access to the power, reliability and strength of Avaya’s world class Open Portfolio of Products & Solutions

The Avaya Open Portfolio of Products & Solutions enables you and your customers to empower employees with an award-winning portfolio of smart devices and innovative solutions that will increase their productivity and drive more business revenue.

Become an Avaya Open Product Reseller and Leverage a Powerful Brand

For you as a Reseller, this means more differentiation and value for you and your customers.

An Avaya Open Product Reseller can enjoy full access to purchase Avaya’s Open Portfolio of Products and solutions without requiring any Sales or Design Authorizations / Certifications.

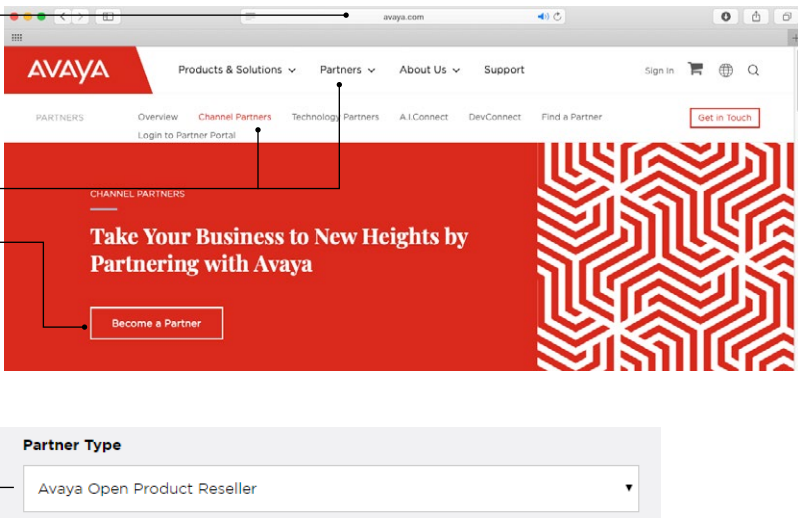
## Become an Avaya Open Product Reseller

1. Go to Avaya.com

2. Select Partners / Channel Partners

3. Click on “Become a Partner”

4. Fill out the online form and select “Avaya Open Product Reseller” as Partner Type



## Avaya’s Open Product Portfolio of Products & Solutions

Avaya IX IP Phone Series\* 

Modernize Customer Desktops: Avaya’s Essential Experience J100 Series IP Phones deliver a new level of UI personalization and connectivity—including Wi-Fi and Bluetooth.



Fact Sheet: Avaya IX IP Phone - J129



Fact Sheet: Avaya IX IP Phone - J139



Fact Sheet: Avaya IX IP Phone - J169



Fact Sheet: Avaya IX IP Phone - J179

**Note :** Open SIP versions of the J100-Series IP Phones ship with “Avaya J100-Series SIP) (3rd. Party Call Control or 3PCC) software which provides the Open SIP features and connectivity.

Avaya Vantage Devices\*



Deliver All the Cloud has to Offer: With access to over 3 million cloud-based applications, Avaya's Vantage™ portfolio of multimedia communications devices accelerates work flows and gives employees the same communications capabilities they enjoy on their personal smart devices.



Avaya Vantage™  
K155 Device

Avaya Vantage™  
K165/175 Device

Avaya IX Conference Devices

Expand Your UCaaS Value Beyond the Desktop: Deliver best-in-class audio into the conference room with Avaya's B Series audio conferencing devices. OmniSound® technology leverages machine learning to deliver crystal-clear sound.



Fact Sheet: Avaya IX  
Conference Phone - B109

Fact Sheet : Avaya IX  
Conference Phone - B179

Avaya IX Hospitality Devices\*



Provide Deeper Value with Vertical Solutions: Avaya's H200 Series of Hospitality devices enable hotels to provide their guests with a high quality and highly personalized experience.



Avaya IX Hospitality  
Phones - H200

Avaya IX Handsets\*



Increase Employee Productivity and Business Performance with Campus Mobility: Avaya's IX wireless handsets enable conversations to continue and key resources to be reached while roaming across the campus.



Fact Sheet: Avaya  
IX Handsets - 3730

Fact Sheet: Avaya  
IX Handset - 3735

Fact Sheet: Avaya IX  
Handset - 3745/3749

Avaya IX Headsets

Professional-grade Headsets With Unique Technology That Maximizes the Business Communications Experience

Avaya research indicates about 1 out of every 3 fulltime workers prefer to use a headset when communicating at work. Using the right professional grade headset can significantly improve the communications experience — both for your employees and your customers



Fact Sheet : Avaya IX  
Headsets (L Series)

Attach Avaya Headsets to Further Improve the End User Experience: Avaya's unique AcousticEdge™ technology provides the highest levels of audio performance while helping to protect employees from long term hearing loss.

AVAYA

Experiences That Matter

Avaya IX Headsets

Benefits of Avaya IX Headsets

**Noise Cancellation**

- Best-in-class microphones
- Eliminates background noise
- Allows increased focus & productivity

**Safe and Harmless**

- Supports patented AcousticEdge™ technology
- Protects employee hearing by limiting the effects of long-term acoustic exposure
- Works in combination with Avaya headset microphones

**Magnetic Quick Connect**

- Allows the worker to seamlessly move from desk phone to laptop to mobile device
- Supervisors have the option to connect and get a call using supervisor-branded cables

Avaya IX Headsets (L Series)

|                           | L119        | L129                         | L139                         | L149                         | L159                          |
|---------------------------|-------------|------------------------------|------------------------------|------------------------------|-------------------------------|
| Business Segment          | Entry-Level | Entry-Level                  | Mid-Range                    | Mid-Range                    | Top-Range                     |
| Audio                     | Monaural    | Monaural                     | Monaural                     | Binaural                     | Binaural                      |
| Adjustable Boom Arm       | Yes         | Yes                          | Yes (360°)                   | Yes (360°)                   | Yes (360°)                    |
| Flexible headband         | Yes         | Yes                          | Yes                          | Yes                          | Yes                           |
| Quick Connect (QC)        | No          | Yes                          | Yes                          | Yes                          | No                            |
| Connector Type            | RJ-9 only   | RJ-9, USB or 3.5 mm (see QC) | RJ-9, USB or 3.5 mm (see QC) | RJ-9, USB or 3.5 mm (see QC) | USB only                      |
| Call Control Unit         | No          | Yes (via QC)                 | Yes (via QC)                 | Yes (via QC)                 | Yes                           |
| Noise Cancellation        | Yes         | Yes                          | Yes                          | Yes                          | Yes (Dual active microphones) |
| Busy Light                | No          | No                           | No                           | No                           | Yes                           |
| Head Light                | No          | No                           | No                           | No                           | Yes                           |
| Proximity Sensor          | No          | No                           | No                           | No                           | Yes                           |
| Bluetooth                 | No          | No                           | No                           | No                           | Yes                           |
| Ear Cushion               | Leather     | Leather                      | Model on leather             | Model on leather             | Model on leather              |
| Hearing Protection        | Yes         | Yes                          | Yes                          | Yes                          | Yes                           |
| Acoustic Shock Protection | Yes         | Yes                          | Yes                          | Yes                          | Yes                           |

Note: Quick Connect cable needs to be ordered for L129 / L39 / L49

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Avaya Equinox Meetings Online

Simplify your customers' audio, video, web collaboration, and webcasting to one cloud platform and app through Avaya Equinox Meetings Online. Your customers can now meet face-to-face with employees, partners, and customers anywhere, on any device. Partners can sell this solution via a low monthly subscription fee or annual contract.

Features and Benefits - Your Cloud Meeting Room

- **Meet with Any Device:** Meet and stay productive from nearly anywhere with your Windows, macOS, iOS, or Android device; dial-in with your phone in over 40 countries at no extra cost.
- **Frictionless Participation:** Join directly from your browser without installing an app or plug-in, via WebRTC technology.
- **Room and Huddle System Connectivity:** Use your H.323 or SIP video room system from Avaya, Cisco, Lifesize, or Polycom in 1080p HD.
- **Seamless Avaya UC Integration:** Enjoy a seamless, integrated experience with Avaya Aura®, Avaya IP Office™, and Avaya Equinox.
- **Easy Content Collaboration:** Share documents and applications as if everyone was in one place. Get your point across with annotation tools, brainstorm with the interactive whiteboard, and get more done with true application sharing. Latecomers can also bring themselves up-to-speed instantly without disrupting the meeting.
- **Built-in Webcasting:** Host a large meeting with up to 100 fully interactive participants, extend it to 500 viewers with integrated webcasting.
- **Recording:** Record your meeting with easy cloud playback, download the MP4 file for a permanent record.

AVAYA

Avaya Equinox® Meetings Online



Your Cloud Meeting Room: Three offers

ENTRY

- Connectivity 25 Participants
- Meeting Room
- Web Browser & Equinox Connectivity
- Connect 1 Video Room System
- Local Phone Caller
- View 4 Video Participants (Quad split)

PREFERRED

- 50 Participant Meeting Room
- All Entry Capabilities
- Connect 3 Video Room Systems
- View 26 Video Participants

PRO

- 100 Participant Meeting Room
- All Preferred Capabilities
- Connect 100 Video Room Systems
- Recording (30-day storage)
- Live Webcast to 500 Viewers

Your Cloud Meeting Room at a glance

|                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                             |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>SECURITY</b></p> <ul style="list-style-type: none"><li>• AES-256 encryption</li><li>• H.239, SIP, SIP, security and encryption (room systems)</li><li>• Meeting room lock and access (PaaS)</li></ul> | <p><b>DATA COLLABORATION</b></p> <ul style="list-style-type: none"><li>• Share application, screen, or part of screen</li><li>• Remote participant desktop control</li><li>• Annotation and text highlighting</li><li>• Interactive whiteboard</li><li>• "Sticky" content review where participants can review previously presented content</li></ul> | <p><b>VIRTUAL MEETING ROOM</b></p> <ul style="list-style-type: none"><li>• Connect with Windows, macOS, iOS, and Android devices</li><li>• HD video, extended audio, data collaboration / content sharing</li><li>• MS Outlook calendar integration</li><li>• Meeting moderation with lecture mode</li><li>• Group / private chat</li></ul> |
| <p><b>CUSTOMER TRIAL</b></p> <ul style="list-style-type: none"><li>• 30-day free trial</li><li>• Pro offer</li></ul>                                                                                        | <p><b>SEAMLESS AVAYA UC INTEGRATION</b></p> <ul style="list-style-type: none"><li>• Enjoy a seamless, integrated experience with Avaya Aura®, Avaya IP Office™, and Avaya Equinox</li></ul>                                                                                                                                                           | <p><b>VIDEO ROOM SYSTEM</b></p> <ul style="list-style-type: none"><li>• H.323 or SIP video rooms</li><li>• Interoperability: Avaya, Cisco, Lifesize, Polycom, etc. in 1080p HD</li></ul>                                                                                                                                                    |

AVAILABLE IN +65 COUNTRIES

|                                                     |                                                                                                                                                                                   |                                                                                                                |                                                                                                                |                                                                                                                                                                           |                                                                                                                                                                                                                                                        |
|-----------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>NORTH AMERICA</b></p> <p>Canada</p> <p>US</p> | <p><b>EUROPE, MIDDLE EAST AND AFRICA</b></p> <p>Austria</p> <p>Belgium</p> <p>France</p> <p>Italy</p> <p>Poland</p> <p>Portugal</p> <p>Spain</p> <p>Sweden</p> <p>Switzerland</p> | <p><b>ASIA PACIFIC</b></p> <p>China</p> <p>Germany</p> <p>Italy</p> <p>Russia</p> <p>South Korea</p> <p>UK</p> | <p><b>AMERICA</b></p> <p>Canada</p> <p>Greece</p> <p>Luxembourg</p> <p>Sweden</p> <p>Switzerland</p> <p>UK</p> | <p><b>CENTRAL &amp; SOUTH AMERICA</b></p> <p>Chad Republic</p> <p>Dominican Republic</p> <p>Honduras</p> <p>Nicaragua</p> <p>Paraguay</p> <p>Uruguay</p> <p>Venezuela</p> | <p><b>AFRICA</b></p> <p>Algeria</p> <p>Angola</p> <p>Botswana</p> <p>Cameroon</p> <p>Kenya</p> <p>Madagascar</p> <p>Mali</p> <p>Morocco</p> <p>Nigeria</p> <p>Senegal</p> <p>South Africa</p> <p>Tanzania</p> <p>Togo</p> <p>Tunisia</p> <p>Zambia</p> |
|-----------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

\*Current country list in full: <https://www.avaya.com/Products/Equinox/MeetingsOnline/Pages/EquinoxMeetingsOnline.aspx>

Support

Contact your Avaya representative or Avaya partner to ask about this exciting new promotional offer today!

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Avaya IX Collaboration Unit (CU360)

Affordable Enterprise Capability for Any Size Business

Whether in the office, on the go, or participating in group meetings, today's business communicators need full access to their favorite cloud applications. The Avaya IX Collaboration Unit is designed for the cloud, and uses unique Avaya next generation technology to deliver all that the cloud has to offer to any business space. It is an ideal stand-alone solution to enable individual workgroups or small to midsize businesses, and it can also be used as an integrated video endpoint to expand your existing collaboration infrastructure.

It provides the ultimate in simplicity of setup and use, integrates with your existing UC platform, integrates with any existing standards -based video infrastructure, and allows you to access and use cloud-based applications. It is all you need to turn any space—including huddle spaces or huddle rooms—into a cloud-enabled collaboration room.

The Avaya IX Collaboration Unit can be set up in minutes, and its all-in-one design purpose-built for video collaboration delivers crystal clear audio and video every time—and does not depend on the quality or performance of a separate laptop or PC. This simplicity and performance will encourage employees to use video for their meetings instead of just audio, adding a personal connection to training, brainstorming, and other team meetings and customer interactions.



Fact Sheet: Avaya IX Collaboration Unit – CU360

AVAYA

Experiences That Matter

Avaya IX Collaboration Unit (CU360)

Simply the Best Huddle Room Solution

Avaya IX Collaboration Unit (CU360)

Avaya IX Collaboration Unit Customer Benefits

Simple to Set Up and Use

- Two minutes to install, five minutes for use reduces start-up cost.
- All-in-one design encourages employees to use video instead of just audio (no laptop connection).
- Wireless content sharing reduces meeting time and encourages all participants to share content—accelerating and increasing the quality of decision-making.

Seamless Integration

- Full integration with existing UC platforms like Avaya Equinox®, Avaya Aura®, and Avaya IP Office® extends the value of existing customer investments.
- The ability to work seamlessly with UCaaS solutions such as Avaya Equinox® Meetings Online give customers UC applications flexibility.
- Interoperability with existing standards-based video infrastructures allows any customer to add and start using.

Designed for the Cloud

- The ability to run and share cloud based applications increases team productivity.
- Businesses can capture the innovation potential of their Millennial workers as they can use and share their favorite cloud-based communications apps.

Avaya IX Collaboration Unit (CU360) Overview

True All-in-One Solution

- Camera.
- Microphones.
- Codec.

Signature Capabilities

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

Wireless Sharing.

Wide Field of View.

Saves Bandwidth.

H.323 Support.

Applications Sharing.

Meeting Recording.

Smart Phone / Tablet Control.

USB C

HDMI

USB A

Kensington Lock

Power Supply

On/Off button

Flash Card

Integratively easy to use, with control by mobile apps, it is tailored for the future of collaboration.

Affordable Enterprise Capability for Any Size Business

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Avaya IX Collaboration Unit & Avaya Equinox Meetings online Together !

The Avaya IX Collaboration Unit works with several collaboration tools but works best when used with **Avaya Equinox Meetings online**.

Purchase a license or try it with our free trial license and you can use all of the professional features offered, with no need for any expensive infrastructure.

About Avaya

Businesses are built on the experiences they provide and every day millions of those experiences are built by Avaya (NYSE:AVYA). For over one hundred years, we've enabled organizations around the globe to win—by creating intelligent communications experiences for customers and employees. Avaya builds open, converged and innovative solutions to enhance and simplify communications and collaboration—in the cloud, on premise, or a hybrid of both. To grow your business, we're committed to innovation, partnership, and a relentless focus on what's next. We're the technology company you trust to help you deliver Experiences that Matter.

Visit us at [www.avaya.com](http://www.avaya.com)

\* Open Sip

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