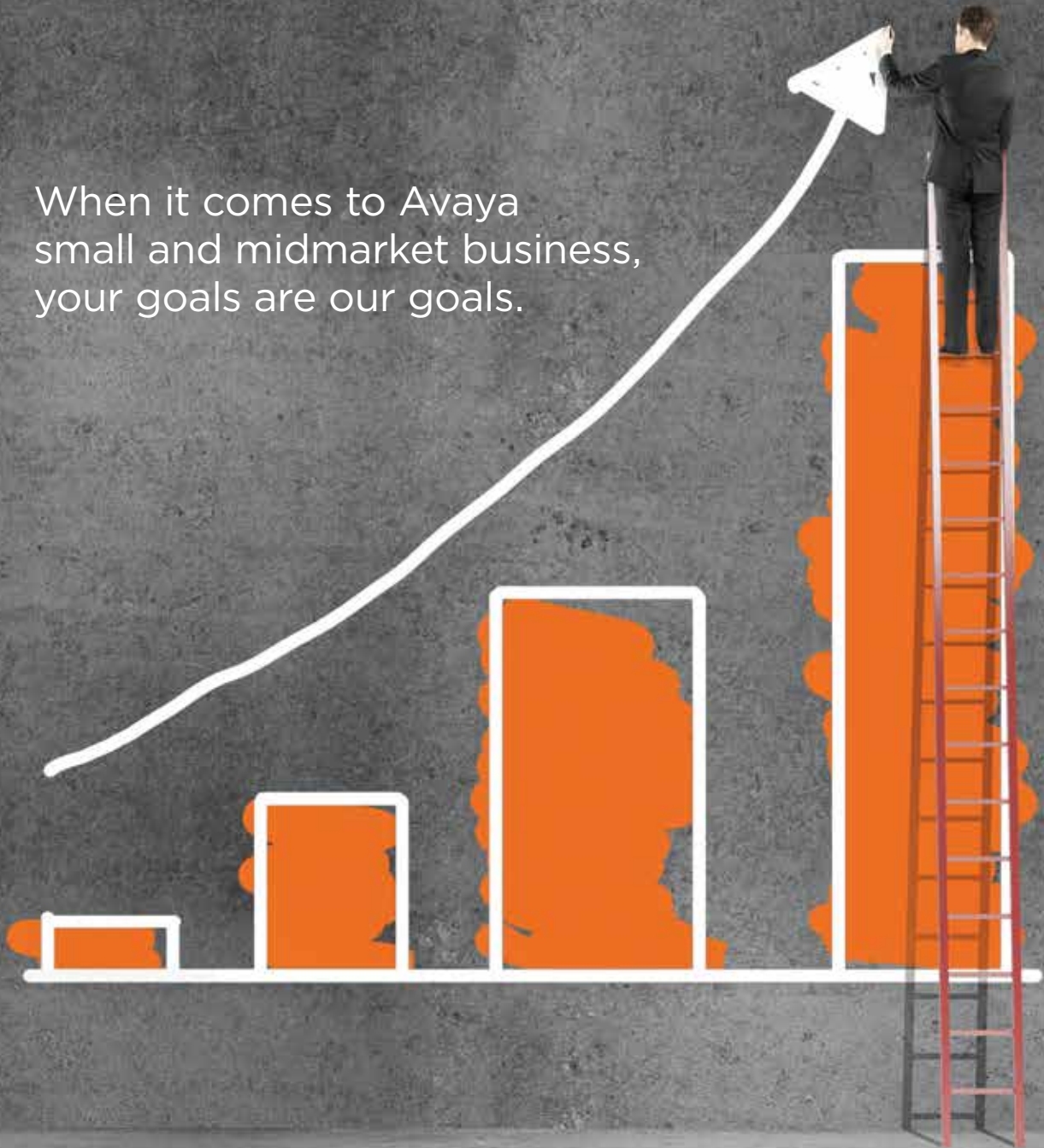


ScanSource Catalyst is here to support you every step of the way.



When it comes to Avaya
small and midmarket business,
your goals are our goals.



THE SMALL AND MIDMARKET SPACE IS RICH WITH OPPORTUNITIES. CARPE DIEM.

Now is an especially exciting time to be an Avaya partner selling into the small and midmarket space. Spending is at an all-time high and Avaya's award-winning collaboration solutions put you in a prime position to win. And you'll want to take advantage. But to do so, you'll need to close more deals faster, and smarter, than ever before.

No matter the size of your organization, ScanSource Catalyst's goal is to see you grow and prosper. And we'll help you do just that with the most robust set of offerings in the channel. You'll get exactly what you'll need from us to expand your Avaya SMB sales.





My job is to help every Avaya partner get what they need to succeed. And with FASTPATH, we're doing that better than ever before.

ONBOARDING & ENABLEMENT: GETTING YOU UP TO SPEED FASTER THAN ANYONE ELSE IN THE CHANNEL.

Let's get going. Whether you're a new Avaya Connect partner or a new employee with an existing partner, our team of industry veterans combined with the support of our exclusive FASTPATH enablement program will get you ramped up to revenue faster than ever before.



Our goal is to make sure you're always in the know about new products, solutions, trends, offerings and more.

EDUCATION & TRAINING: EVERYTHING YOU NEED TO GROW YOUR SMALL AND MIDMARKET PRACTICE.

For more than 15 years, ScanSource Catalyst has played an integral role in the channel by offering a comprehensive suite of educational offerings for Avaya partners, including:
Web Seminars • Blogs • Customized classroom training • Regional & virtual Avaya Certification classes • eNewsletters

MARKETING & LEAD GENERATION: GENERATE LEADS AND WATCH YOUR PIPELINE GROW.

Put our team of industry experts to work for you. We'll act as an extension to your business, adding the level of marketing support you need, when and how you need it. We'll help you create impactful integrated campaigns at a competitive price, which will garner leads like never before. Our services include: **Brand development • Lead generation • Email marketing • Website creation and more**



Our team helps support VAR marketing initiatives by creating and executing strategic marketing plans, brand development, online marketing and lead generation.

DESIGN & DEMO ASSISTANCE: THE EXTRA EDGE YOU NEED.

We've got everything you need to grow your Avaya SMB practice. Our proprietary tools make it easy to go from quote to design in a matter of minutes and provide an easy, cost-effective way to showcase Avaya IP Office. Not to mention that you get to ditch that heavy demo equipment you've been lugging around. And don't forget, our advanced Avaya-certified technicians are always just a phone call away, offering pre and post-sales support, design assistance, and more.



I design the tools to quickly and accurately provide pre-sales configurations, reducing errors, saving time and increasing profitability.

ORDER & MAINTENANCE ASSISTANCE: GET THE HELP YOU NEED TO GET WHERE YOU NEED TO GO.

What happens when you combine a highly trained sales force with coast-to-coast coverage and a team of experienced merchandising and BD specialists? Or what about when you have access to a dedicated team to help you quote and process maintenance orders? Well, let's just say, that your Avaya SMB practice will be taking off like never before.



Consider me a true business partner and let me help you grow your Avaya practice.



Our team motto is 'Customer First, DONE!' We'll help you grow by maintaining our Key Performance Indicators; forced backorders, misships and inventory shrinkage 99.98% or better!

WAREHOUSE & LOGISTICS: WHAT YOU NEED, DELIVERED ON TIME, EVERY TIME.

Whether it's for a large rollout or a single shipment, ScanSource Catalyst's massive inventory and logistical expertise is second to none. We have what you need, when you need it, and feature a 99.87% shipping accuracy AND free ground shipping on orders placed before 8pm EST.



Our mission is to be an extension of your business by providing innovative services that save you time and money.

CONFIGURATION: SAVE TIME AND MONEY.

Our Custom Configuration team can help you build Avaya SMB solutions easily and to your expectations, decreasing your install time. We fully test prior to shipment, eliminating DOAs and the hassle they can bring. And we can blind drop ship to your end user. The net-net? You'll save time AND money.



We're here to assist with anything you need—programming, installation, training. Plus, with our new call center and video services for Avaya IP Office we're ready to move the needle this year.

IMPLEMENTATION: REACH LIKE NEVER BEFORE.

Think of us as an extension of your business. We'll help expand your offerings, lighten your load and extend your reach, so that you don't miss one single Avaya opportunity that comes your way. Our team of certified specialists are highly skilled at professional Avaya implementations, network assessments, end user training and more. Go ahead, lean on us.



FINANCIAL SERVICES: SEAL THE DEAL.

More than a menu of financial options, ScanSource Catalyst is your true financial partner. We'll work closely with you to identify solutions that optimize cash flow and maximize purchasing power. So you're freed up to pursue Avaya sales opportunities whenever, and wherever, they arise. Let us help you grow into the partner we know you can be.



Our relationship managers take a proactive approach to your business, providing flexible trade credit limits and access to tailored financing to match your growth needs.

AVAYA VIDEO & NETWORKING SOLUTIONS: STACK UP THE SOLUTION AND RACK UP THE PROFITS.

When you add Avaya Video and Networking to your Avaya IP Office deal, you provide your customers an integrated collaboration solution, increasing your deal construct, margin, and wallet share. Let us show you how easy it is to sell the full Avaya stack and become more profitable than ever before!

WHY CHOOSE SCANSOURCE CATALYST?

If you want help closing more deals than ever before and the chance to see your Avaya small and midmarket revenues soar, then ScanSource Catalyst is the partner for you. We're committed to helping you find exciting opportunities in every vertical—every single day.

READY TO EXPERIENCE THE SCANSOURCE CATALYST ADVANTAGE?



800.790.2029

scansourcecatalyst.com/avayasmb

