

PROFITABLE GROWTH BEGINS HERE

Westcon offers Avaya-dedicated resources, support and services that pave the way to faster growth—and better opportunities—for your business.



IPOConfigurator.com

The Avaya IP Office Configurator from Westcon takes IP Office quoting to the next level, making it easier and more efficient for you to quote complete Avaya IP Office solutions. This user-friendly online tool is available to help you create solutions that include the IP Office portfolio, data switches, ancillary products and services.

The Westcon IPO Configurator provides an interactive experience with real-time pricing updates and visual system changes to help you understand the impact of your selections. Key features make it easy to use our tool and help you learn the products as you go.

- Secure site with administrative controls over who from your company can access it
- Partner cost from Westcon displayed with an option to set end-user pricing
- Real-time error-check design and real-time output as you design solutions
- Quotes for Installation, Maintenance and Support
- Quoting IP Office Release 9.1
- Provides Avaya Quote Reference Number (QRN)
- Avaya promotions coming soon

Access to the Westcon IPO Configurator will be provided to your company's designated administrator. Your administrator will be able to add users to your company account, allowing you to control who has access to the site.

Request Access: <http://www.ipoconfigurator.com/>

RapidRamp

Join Westcon Unified Communications and Collaboration Solutions for our monthly Enablement Sessions, designed to provide you a quick ramp to sell and support Avaya solutions. The sessions are presented by our team of experts and offer invaluable information to help you deliver the right solution to your customers, leading to increased close rates and business growth.

Two New Avaya Networking Sessions Now Available

Avaya Networking offers a versatile portfolio of products, enabling enterprises to build networks that deliver mission-critical dependability and superior return on investment. For Avaya resellers with a Link ID, the majority of the Networking portfolio requires no specific authorization to sell.

Join Westcon's team of experts to learn how you can successfully engage prospects and current customers with meaningful conversations that address: What is Fabric Connect? What kind of training is available? What about maintenance and warranty opportunities? Westcon will provide an overview of the Avaya Portfolio with a focus on the midmarket segment and the tools and information you will need to increase your close rates and grow your business.

Networking Enablement Sessions:

- Introduction to Avaya Networking for Sales
- Introduction to Avaya Networking for Technicians

IP Office Enablement Sessions:

- Onboarding Session for New Avaya Partners
- Tools and Resources for Sales
- IPOSS and Westcon Services Solutions
- Tools and Resources for SEs and Technicians
- Introduction to Designing IP Office

Register: <http://us.westcon.com/rapidramp>

Services Solutions

Westcon Services Solutions helps resellers, service providers and systems integrators profitably expand and enhance their support offerings without increasing their operating investments. As a Westcon partner, you have access to innovative services that enable you to increase margin opportunities and the value of your business. We provide the specialized solutions you and your end customers demand, backed by an industry-leading global support organization focused on accelerating your growth.

Westcon Services Solutions provides end-to-end lifecycle services that deliver complete solutions complemented by technical, usability and certification product training, service delivery, deployment, and highly technical support services to simplify processes and eliminate costs. Our experts consult, educate, design, build, operate, manage and reinforce each partner's services solutions objectives through premier **Professional Services, Support Services, Supply Chain Services** and **Education Services**.

Westcon resellers generate profitable services revenue as they become more valuable and nimble to their customers through our partnership.

Westcon Services Solutions Portfolio

Educational Services

- Westcon Academy - Authorized Training Center (ATC)
- Educational and Enablement Training Opportunities

Supply Chain Services

- Logistics Services
- Reverse Logistics
- Integration Services
- Supply Chain Project Management

Professional Services

- Site Assessment
- On-site Implementation
- Remote Implementation
- Advanced Configurations
- Migrations and Updates
- Consultancy and Project Management
- Resident Engineer

Support Services

- GoldSeal Annual Contracts
- 27 x 7 or 8 x 5 Hot Line
- On-site Support
- Device Monitoring
- Service Monitoring

Visit: <http://us.westcon.com/content/support/westcon-services>

Westcon Academy

Our Westcon Academy, business enablement and additional training products underscore a global commitment to channel education that began nearly 30 years ago. We offer a complete portfolio of sales, presales, certification and technical training courses to provide hands-on experience with the latest products and applications. Westcon's training offerings include classroom, virtual, remote and online self-paced learning. We are an Authorized Training Center (ATC) for Avaya and other select Westcon vendors, and we partner with leading organizations to deliver additional education and enablement opportunities. Solutions can be customized for your local and global needs, and some courses can be resold to your customers at higher margins, with the appearance that they are your own training offers.

Our complete 2015 training schedule and additional details are available on the Westcon Academy training site. We invite you to register online now for upcoming training sessions.

- Avaya IP Office – SMB Implementation (10S00005I)
- Avaya IP Office – IPOCC Implementation (8500010I)
- Avaya IP Office – SMB Support (5S00004I)
- Avaya IP Office Basic Administration (VILT)

If our public dates do not work for you or you have multiple students who require training, please ask us about coordinating a private training session designed for your team. Classes can be delivered on-site at your location or virtually. A custom training session will be designed to fit your schedule and budget.

Register: <http://lms.us.westcon.com/>

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