



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Equinox 7140 V Training Agenda

Day 1 November 6th

Module 0: Introduction to Avaya Equinox™ Conferencing 9.0

Module 1: Avaya Equinox™ Conferencing Clients (Desktop, Mobile and Browser)

Module 2: Avaya Equinox™ Conferencing Solution Capacity and Licensing

Module 3: Avaya Equinox™ Conferencing Solution Architecture and Components

M3 - Lesson 1 - Avaya Equinox™ Solution Architecture

M3 - Lesson 2 - Avaya Equinox™ Management Server

M3 - Lesson 3 - Lesson 3: Avaya Equinox™ Media Server (Audio, Video, Web)

Lab Exercises First Block – Avaya Equinox™ OTT



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Equinox 7140 V Training Agenda Cont.

Day 2 November 7th

Lab Walkthrough– Avaya Equinox™ Distrib. WGW

M3 - Lesson 4 - Avaya Multimedia Messaging

Lab Exercises Second Block – Avaya Equinox™ and TE Integration LE:2-1

M3 - Lesson 5 - Avaya Aura® Device Services (AADS)

Lab Exercises Second Block – Avaya Equinox™ and TE Integration LE:2-2,
Tasks 2-2-1 through 2-2-6

Lab Walkthrough Optional Block B – DNS Configuration for AADS



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Equinox 7140 V Training Agenda Cont.

Day 3 November 8th

M3 - Lesson 6 - Avaya Equinox™ Clients (Desktop, Mobile, Web -Browser)

Lab Exercises Second Block – Avaya Equinox™ and TE Integration LE:2-2-7

M3 – Lesson 7 Setting up Avaya Equinox™ Conferencing for TE

Lab Exercises Second Block – Avaya Equinox™ and TE Integration LE:2-3,
Tasks 2-3-1 through 2-3-4

Lab Exercises Second Block – Avaya Equinox™ and TE Integration LE: 2-3, Task 2-3-5

Installing and Testing Avaya Equinox™ Management Add-in for Microsoft Office Outlook

Lab Exercises Second Block – Avaya Equinox™ and TE Integration LE: 2-3, Task 2-3-6

Integrating Avaya Equinox™ Conferencing 9.0 with System Manager



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Equinox 7140 V Training Agenda Cont.

Day 4 November 9th,

M3 - Lesson 8 - Avaya Aura® Web Gateway 3.0

Lab Exercises Second Block – Avaya Equinox™ and TE Integration LE:2-3,
Tasks 2-3-7 through 2-3-12

Day 5 November 10th,

M3 - Lesson 9 - Avaya Equinox™ Streaming and Recording

M3 - Lesson 10 - Avaya Equinox™ Public Access

Walkthrough / Optional Lab Exercise A – Avaya Equinox™ Client Access
through SBCE



Avaya Tools Process PCC Technical forum November 7th

Day 1:

Session 1: Opportunity to Order Tools Roadmap Update – FY18 Focus - Paul T

Session 2: PoS Design & Quoting Skills for Equinox conferencing, clients & STK
Including ACC to Equinox migration – quoting, licensing & service contracting
-Joy Sloan

Session 3: PoS Design & Quoting Skills for Breeze (New & Migration strategies)TBC
-Joy Sloan

Lunch

Session 4: A1S PoS Maintenance & APS Services update, including:
-Co-term for new models
-Creating Custom APS Quoting via A1S



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya Tools Process PCC Technical forum November 7th

Day 1:

Session 4

Creating Custom APS Quoting via A1S

Custom Application Renewals Support inc. use of APS

Opportunities & Using the Special Bids Process for PoS & Renewals

-Joy Sloan

Session 5: Overview & orientation for Avaya Renewals Tools & Process, inc.

Contract search

Quote search

Opportunities

Reports

-Holly/ Michael



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya Tools Process PCC Technical forum November 7th

Session 6:

- Strategy & techniques for Install Base Records check & correction
- Recommended business process & timing for record check & correction
- Role of Avaya Tools to identify install record details
- Identifying types of correction
- Recommended route for each correction type (Self Service or Avaya Support)
- Avaya Support processes for Record correction
- Bulk Records Correction
- Paul T/ Holly



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya Tools Process PCC Technical forum November 7th

Session 6:

- Strategy & techniques for Install Base Records check & correction
- Recommended business process & timing for record check & correction
- Role of Avaya Tools to identify install record details
- Identifying types of correction
- Recommended route for each correction type (Self Service or Avaya Support)
- Avaya Support processes for Record correction
- Bulk Records Correction
- Paul T/ Holly



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya Tools Process PCC Technical forum November 8th

Day 2:

Session 1: Service quoting for Net New & Non-Incumbent sites

Site with no existing contract

Non-incumbent quoting

-Holly/Michael

Session 2: Focus on creating renewal quotes for S

SA renewal's

SSI to SA

-Holly/Michael

The Avaya logo is displayed in a bold, red, sans-serif font. The letters 'A', 'V', 'A', 'Y', and 'A' are all in red, while the 'Y' is a darker shade of red. The logo is positioned on the left side of the header area.

PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya Tools Process PCC Technical forum November 8th

Day 2:

Session 3: Focus on creating renewal quotes for IPOSS
-Holly/Michael

Lunch

Session 4: Focus on creating renewal quotes for Utility
Legacy Utility offers
-Holly/Michael

Session 5: Focus on complex quoting scenarios including
Multi-contract-same-site consolidation

The Avaya logo is rendered in a bold, red, sans-serif font. The letters are closely spaced, and the 'y' has a distinctive shape with a long tail that curves slightly to the right.

PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya Tools Process PCC Technical forum November 8th

Day 2:

Session 5 Cont:

Multi-Site Contract Consolidation

Bulk-site renewals

Multi-Site

Main/remote

Holly/Michael



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya Tech Masters

- IP Office Clients
- Integrated Contact Reporter
Phase 2
- Cloud Overview
- Open cloud discussion session
- Cloud Security and best practices
- Multi Customer Management
- SBC with cloud
- Subscription Licensing
- Implementation secrets and lessons learned
- Hot issues over the last few years
- Quality Stats
- IPOCC
- IPO APIs
- Terminals and IPO w/ SIP



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya xCaaS :Day One November 7th,

AVAYA xCaaS Offer

Session 1: What is Avaya xCaaS offer

Overview

Rate Card

R. Thompson

Session 2: xCaaS Reference Architecture

Dedicated Instance Model

Hybrid Model

R. Thompson

Session 3: xCaaS Design & Ordering

How do you design an xCaaS solution

Ordering

Setting up a new partner

Adding a new partner

R. Thompson

LUNCH

Session 4 : xCaaS Partner Enablement

Process

Accreditation requirements

R. Thompson

The Avaya logo is rendered in a bold, red, sans-serif font. The letters are closely spaced, and the 'y' has a distinctive tail that curves downwards and to the right.

PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya xCaaS :Day One Cont.

AVAYA Vantage

Session 5: Avaya Vantage Introduction

Vantage Value Proposition

Roadmap

R. Thompson

Session 6: Vantage Partner Eco - System

Opportunities Across Verticals

Certification Details

V. Brar



PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya Pod Fx :Day One November 8th,

Accelerating your Path to Virtualized Communications and Digital Transformation with Pod FX

Session 1: Cloud with Pod Fx

How do you deliver a cloud offer via the Pod FX

Winning Deals

C. Dowling

Session 2: Pod Fx Roadmap & Value Proposition

How to identify Opportunities to sell Pod Fx

Understanding Virtualized infrastructure and it's future

C. Dowling

Session 3: Pod Fx Architecture

Understanding what's under the Pod hood

Learn about Virtual Resources and how to manage them

C. Dowling

LUNCH

Session 4 : Total Cost of Ownership

How to use TCO/ROI to close the deal

The anatomy of TCO analysis

C. Dowling

The Avaya logo is displayed in a bold, red, sans-serif font. The letters 'A', 'V', 'A', and 'A' are in all caps, while the 'Y' is in title case. The logo is positioned on the left side of the header area.

PARTNER
COMMUNITY
COUNCIL
Voice of the Partner

Avaya Pod Fx :Day One cont.

Accelerating your Path to Virtualized Communications and Digital Transformation with Pod FX

Session 5: Pre-Sales Support & Sales Engagement & Deliverable's

Designing a Pod Fx- who & how

Pod Fx configurator Tool

C. Dowling

Session 6: Partner On-Boarding

Accreditation requirements

Co-Delivery – roles and responsibilities

V. Brar