



Full-size collaboration for midsize companies

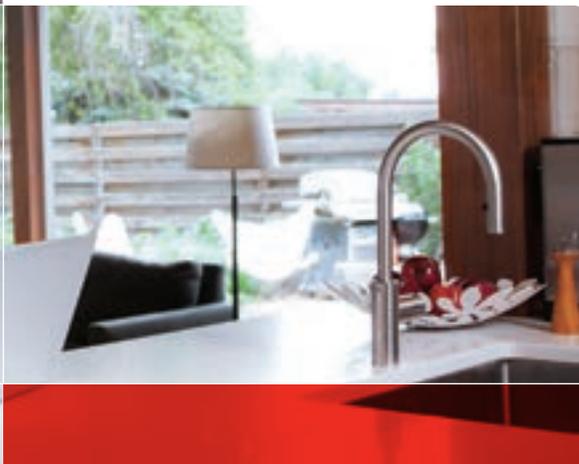
AVAYA

The Power of We™



How well-connected are you?

That's the challenge in today's mobile, virtual business landscape as companies strive for consistent communications between employees, business partners, and clients. Too often, a remote working world can feel splintered, disconnected, and complicated, resulting in lower productivity, and lost opportunity. What you need is a rich, seamless environment that instantly keeps everyone connected, effortlessly collaborating, and sacrificing nothing in the process. It's the difference between simply doing business or doing business simply.



Collaborate like never before.

Engage your workforce. Improve relationships. Make teams more cohesive.

Avaya has a comprehensive collaboration solution for mid-sized companies that delivers a seamless experience for voice, video, and mobility, regardless of device. And it does it all with flexibility, simplicity, and reliability.

At its heart is Avaya IP Office, our proven, single software platform that easily scales up to 2,000 users, offering an enhanced user experience with easy-to-use, feature-rich options. Seamless integration with Avaya networking, security, video, third-party applications, and support delivers a complete midmarket solution, all from a single source. This means less integration risk and faster return on investment. It can change the way you do business for the better.



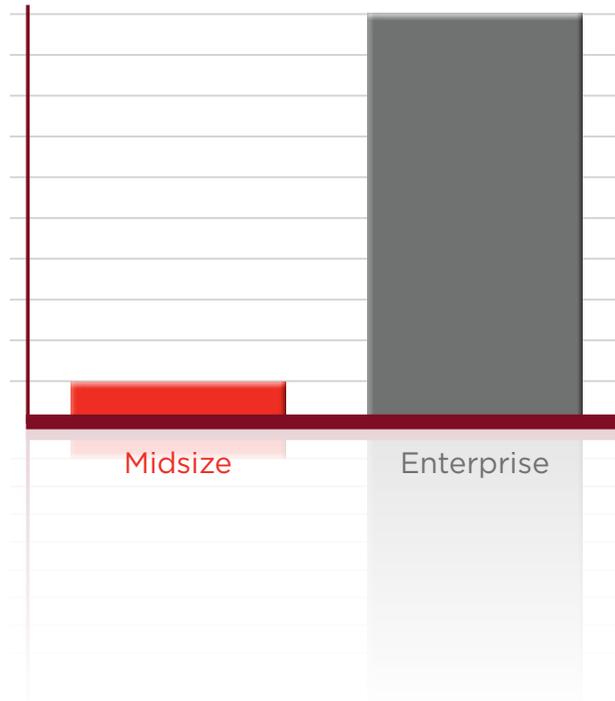


The **Bring Your Own Device** party is getting bigger.

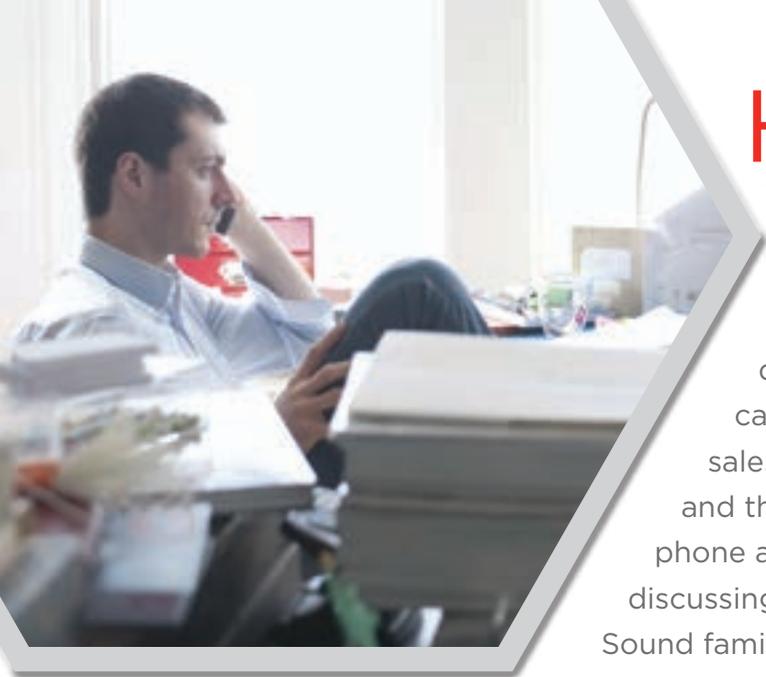
Mobile devices are an integral—and expected—part of doing business. In fact, nearly three-quarters of companies allow for some sort of BYOD usage. Tablet and smartphone use continues to rise. Just ask any one of your employees. You may find they're using solutions you might prefer they weren't, while opening security holes you want to keep closed. A secure, powerful, mobile collaboration solution equips everyone with the latest capabilities and the same possibilities.

Midsized companies **shouldn't** have to **compromise.**

IT Staff

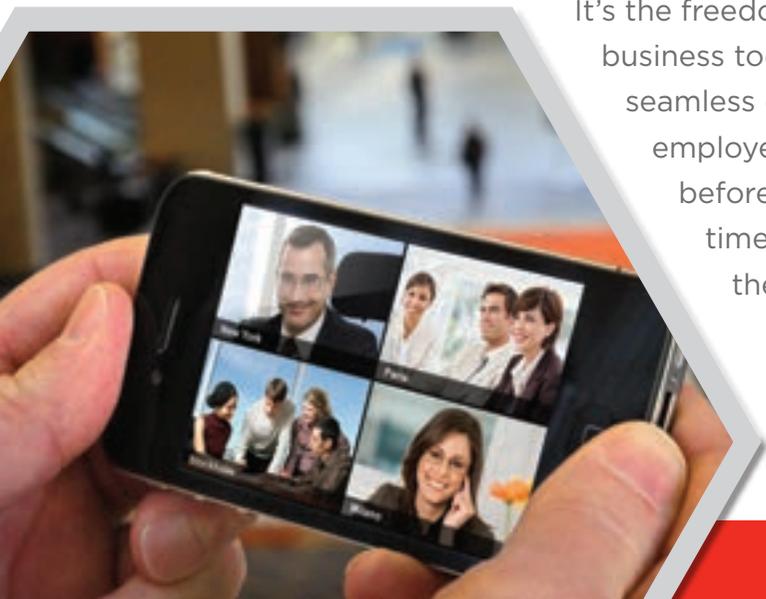
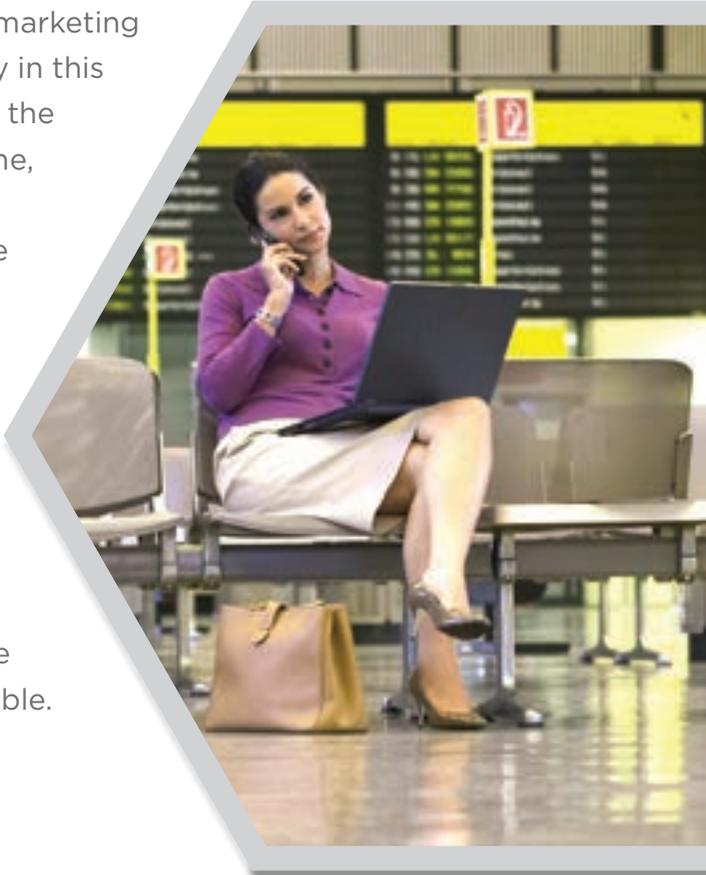


As a midsized company, you have the same goals and objectives as larger enterprises—but you don't necessarily have the same resources to achieve them. You need a cost-effective, easy-to-implement-and-maintain collaboration solution, one that gives you the agility and flexibility that your business demands. An Avaya solution delivers all that, simply and effectively.



How the workforce works together.

A product manager, a sales rep, and a marketing director are all having a discussion—only in this case, the product manager is in his office, the sales rep is out in the field on his smartphone, and the marketing director is on her mobile phone and has opened the spread sheet they’re discussing on her laptop while waiting for a train. Sound familiar?



It’s the freedom—and challenge—of doing business today, and it calls for a simple, seamless collaboration solution that allows employees to engage and respond like never before. Crucial decisions can be made in real time. Multi-party virtual conferences feel like they’re happening around a conference table.

The compatibility factor.



Effective collaboration begins with your network. And when it comes to your network, age does matter. Deploying unified communication and collaboration solutions requires a full assessment of the underlying infrastructure to ensure that it is sufficient to support all the requirements of the new solution.

Security takes on a new perspective, too. Securing unified communications beyond the borders of the enterprise requires a very different approach than securing data. To be truly effective, the approach must work in real time, understand the latency requirements of voice and video traffic, and be able to reflect call states, something a firewall is not well-suited for.

A sound network, a secure network, and reduced integration risk bring perhaps the greatest value of all—a faster return on investment. It's a tall order—and Avaya is fully equipped to fill it.

Let's face it.

Video collaboration supports relationship-building among distributed teams, giving people the power to quickly and easily connect to anyone, anywhere, anytime, on a wide variety of devices.





Easy Does It.

Too often, companies postpone unified communications and collaboration solution decisions because of the daunting task of updating networking and security to support new applications. Not here. Skilled Avaya partners make the process easy, offering networking, security, video, third-party applications, and support to deliver a comprehensive solution for mid-sized companies, all from a single source—reducing risks and headaches.



Avaya IP Office. The heart of effective collaboration.

Avaya IP Office software extends Avaya collaboration innovation to midsize companies, creating a seamless collaboration experience for voice, video, and mobility. It has rich, unified communications, mobility, and video collaboration options for a superior experience that engages workers—making it easier to connect, share, react, respond—and empowers productivity. Now, midsize companies can benefit from a complete solution with exceptional value, one that offers award-winning quality and low total cost of ownership. It scales simply to 2,000 users, so your solution can grow with your business. It offers simplified administration and management to reduce IT overhead. It offers all this to do one thing: move your company forward.



Let's talk networking.

Deploying a collaboration solution directly impacts your network—which is why Avaya takes an application-first approach to networking, with integrated, pre-tested solutions that accelerate time to service. Your network is always compliant with the applications that ride on it. On an Avaya network, for example, video—a high-bandwidth, real-time application—is given priority over non-real-time applications so that it can meet user expectations for quality. No hassles, no interruptions, no hiccups. Which means people want to use the solution, letting it deliver the business benefits it's designed for.

An all-Avaya solution is easy, too. Resilient stacking technology allows you to easily and simply add switches with a single command, while additional new phones can be ready to use in under a minute. Plus, our energy-efficient switches offer a competitive feature set for significantly less money, resulting in a low total cost of ownership.





Safe and secure.

Also part of an Avaya solution? Peace of mind. Adding an Avaya Session Border Controller provides complete, affordable security for your unified communications and collaboration solution. It secures SIP trunks, secures remote connections without a VPN, encrypts remote connections to prevent eavesdropping, and includes intrusion detection/intrusion protection systems to help guard against denial of service attacks, call hijacking, and toll fraud.



And flexible, too.

We offer flexible deployment options to reduce your hardware footprint and the costs that go along with it. Plus, an Avaya midmarket collaboration solution supports the broadest range of end points, including analog, digital, and IP phones, softphones, PCs, Macs, Android and Apple smartphones and tablets. So you can take advantage of investment protection and new capabilities. But don't just take our word for it: An independent analysis found that Avaya IP Office—with its lower upfront costs, simpler management, and superior user experience—can deliver lower overall total cost of ownership.

Digital/
Analog



Tablets



Smart-
Phones

Android
and iOS





A solution that moves your business forward.

Don't just meet the demands of business—exceed them, with a collaboration solution that lets you communicate like never before, creating an enhanced experience across every platform, every device, for every employee, partner, client, and customer.

Find out more about why Avaya has the best full size collaboration for your mid-sized business. Contact an Avaya Authorized Partner or visit us at avaya.com/midmarket.



The Avaya logo is rendered in a bold, red, sans-serif font. The letters are closely spaced, and the 'A's have a distinctive shape with a diagonal stroke.

The Power of We™

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