



INTRODUCING MY AVAYA SMALL BUSINESS REWARDS

WHEN YOUR SALES REPS EARN CASH REWARDS, SO DOES YOUR BUSINESS

Beginning June 1, 2006, when your sales force sells select Avaya products to small businesses, they earn points that can translate to cash rewards – for them and for your business! It’s easy to sign up and track your team’s progress as they strive for fame and fortune. This overview explains how the My Avaya Small Business Rewards Program works for them, and what it means to you.

THE MORE POINTS THEY EARN, THE MORE CASH EVERYONE CAN RECEIVE

Like an airline frequent flyer or other rewards program, participants have until December 31st to qualify for the highest earning levels for each calendar year. If they earn enough to reach the My Avaya Small Business Rewards IDOL level, they qualify for 150% of their points total in cash – up to \$10,000 for each associate – and up to \$5,000 per person on your team for your Avaya Small Business Markets Growth Fund! This fund is a bonus from Avaya at the end of the incentive program and is available to you to invest directly back into growing your business.

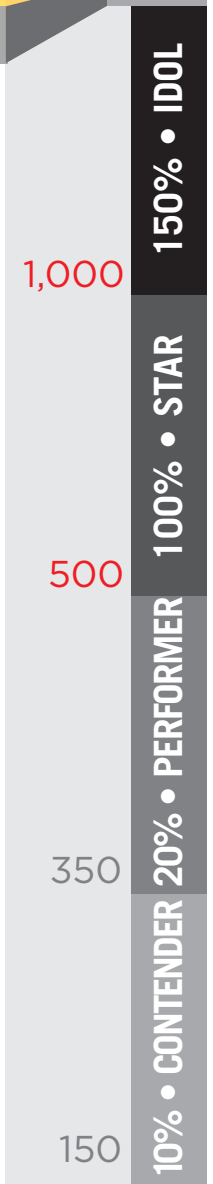
There are two types of points sales reps can earn – **SYSTEMS POINTS** and **APPLICATIONS POINTS**. **SYSTEMS POINTS** determine their cash-in level (see chart). The percentages indicate the cash value of their point total – for instance, 350 points would place them at the **PERFORMER** level, for a 20% “total points to cash” conversion.

Sales reps can also earn **APPLICATIONS POINTS**. When it comes time to cash in, they’ll be cashing in the total amount of points they’ve accumulated: **SYSTEMS POINTS** + **APPLICATIONS POINTS** – at the percentage rate they’ve achieved.

For example, if a sales person sold the number of systems required to reach 500 **SYSTEMS POINTS**, they would be eligible to cash in 100% of their total points. If they also sold applications worth 2,400 **APPLICATIONS POINTS**, they’d be receiving 2,900 total points (500 + 2,400) at 100%, for \$2,900.

WHAT IT MEANS TO YOU

When one of your sales reps reaches the **STAR** (100%) cash-in level, your business will begin to earn a percentage equivalent of that sales rep’s rewards. The more of your sales reps that reach the **STAR** or **IDOL** level, the higher a percentage of their cumulative earnings you will receive in the form of a bonus from Avaya at the end of the program, paid directly into your Avaya Small Business Markets Growth Fund. The maximum amount you can earn from any one sales representative is \$5,000, and only the sales of your **STAR**- and **IDOL**-level reps will count towards your total. There is no limit to the number of sales reps you can get to this level!



Number of your sales reps at STAR or IDOL levels:	Percentage equivalent of cumulative earnings for reps:
One	25%
Two	30%
Three	35%
Four	45%
Five or more	50%

IT'S EASY TO GET YOUR TEAM STARTED

The more of your sales representatives that sign up, the better your potential reward as an Avaya Authorized BusinessPartner. When registration opens in July, your sales reps just have to visit www.myavayarwards.com, click on SIGN IN and complete the online form. Then, they'll be able to track their progress as they accumulate points – and you'll be able to see their progress through the portal. Here's an example of what you'll see on the portal:

TEAM MEMBER	CURRENT STATUS	SYSTEMS POINTS TO REACH STAR	SYSTEMS POINTS TO REACH IDOL	TEAM YTD CASH REWARDS	YOUR SBMG FUND TOTALS
Elena Manuela	IDOL (150%)	0	0	10,000	\$3,500
Chu Mei Cheung	STAR (100%)	0	50	8,760	\$3,066
Fred Jones	STAR (100%)	0	200	6,500	\$2,275
Hans Weiss	CONTENDER (20%)	100	600	4,200	-
Your Small Business Markets Growth Fund YTD					\$8,841

CHECKING YOUR PROGRESS

You can see how your team is doing by logging onto www.myavayarwards.com. Just follow the directions on the registration page to get your username and password.

RETROACTIVE POINTS!

Your sales reps may have already started earning points! If they sign up and enter their sales by August 12, 2006, all the systems and applications they've sold since June 1, 2006 will count towards their totals. They will have until December 31, 2006 to add to this year's total.

Note that this year's program is a seven-month-long pilot – in 2007 it will run for the entire year, so point totals needed to reach the different levels will be adjusted to reflect the 12-month timespan.

AVAYA
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MY AVAYA SMALL BUSINESS REWARDS

Your Team Summary and Total Small Business Markets Growth Fund

WELCOME BACK, SUPERCOMM, INC. PROGRAM OVERVIEW

Period of current point earning (JUL 1 - SEP 29) EARNINGS REFERENCE

Your total number of STARS and IDOLS: **3**

Your rewards equivalent of their earnings: **35%**

TEAM MEMBER	CURRENT STATUS	SYSTEMS POINTS TO REACH STAR	SYSTEM POINTS TO REACH IDOL	TEAM YTD CASH REWARDS	YOUR SBMG FUND TOTALS
Elena Manuela	IDOL (150%)	0	0	10,000	\$3,500
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Your Small Business Markets Growth Fund YTD					\$8,841

Selling Time Left: 165 Days 13 Hours 27 Minutes 3 Seconds

ENTER MY SALES | ELIGIBLE PRODUCTS & POINT VALUES | PROGRAM OVERVIEW | TERMS & CONDITIONS | FAQS

MY AVAYA SMALL BUSINESS REWARDS CALENDAR

<p>For quarter ending:</p> <p>June 30, 2006**</p> <p>September 29, 2006</p> <p>December 31, 2006</p>	<p>Sales must be entered online and invoices or contracts must be faxed by:</p> <p>August 12, 2006</p> <p>October 15, 2006</p> <p>January 15, 2007</p>	<p>And your claim will be credited by*:</p> <p>September 30, 2006</p> <p>November 30, 2006</p> <p>February 28, 2007</p>
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*Please allow approximately two weeks for printing and mailing of My Avaya Rewards cards during program start-up.
 **Only sales from June 1, 2006 will qualify.

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MY AVAYA SMALL BUSINESS REWARDS ELIGIBLE PRODUCTS

PRODUCT	POINTS CATEGORY	MATERIAL CODE	DESCRIPTION	PTS
PARTNER® ACS	System	700316474	PARTNER R7	25
PARTNER® ACS	Other	700241813	T-1 Module	25
PARTNER® ACS	Application	700226525	PVM Large	15
PARTNER® ACS	Application	700323207	PARTNER MESSAGING Release 7 MODULE	15
PARTNER® ACS	Other	700262462	4 Port Lic Card	35
PARTNER® ACS	Other	700262470	6 Port Lic Card	50
IP Office	System	700359946	IP 406V2 (MU-LAW)	50
IP Office	System	700350408	IP 412 (MU-LAW)	150
IP Office	Other	700359854	IPO MC VCM 4 (ECHO CANCL) EXP KIT	25
IP Office	Other	700359862	IPO MC VCM 8 (ECHO CANCL) EXP KIT	40
IP Office	Other	700359870	IPO MC VCM 16 (ECHO CANCL) EXP KIT	60
IP Office	Other	700359888	IPO MC VCM 24 (ECHO CANCL) EXP KIT	80
IP Office	Other	700293939	IP400 VCM 30 Expansion Kit	100
IP Office	Application	171993	IP400 CBC	20
IP Office	Application	171994	IP400 CCC SVR RFA	150
IP Office	Application	171996	IP400 CCC SUP RFA	25
IP Office	Application	171999	IP400 CCC Designer RFA	40
IP Office	Application	182298	PO LIC IP400 3RD PRY IVR RFA LIC:DS	50
IP Office	Application	182299	IPO LIC IP400 AVAYA TTS RFA 1 LIC:CU	15
IP Office	Application	177471	IPO LIC IP400 PMGR PRO RFA 20 LIC:CU	40
IP Office	Application	177472	IPO LIC IP400 PMGR PRO RFA 50 LIC:CU	60
IP Office	Application	177473	IPO LIC IP400 PMGR PRO RFA 100 LIC:CU	70
IP Office	Application	177474	IPO LIC IP400 PMGR PRO RFA UL LIC:CU	80
IP Office	Application	171995	IP400 CCC AGT RFA 5	75
IP Office	Application	174469	IP400 CCC AGT RFA 10	175
IP Office	Application	174470	IP400 CCC AGT RFA 20	300
IP Office	Application	174471	IP400 CCC AGT RFA 50	500
IP Office	Application	171992	IP400 IPPRO RFA 1	5
IP Office	Application	174463	IP400 IPPRO RFA 5	25
IP Office	Application	174464	IP400 IPPRO RFA 10	75
IP Office	Application	174465	IP400 IPPRO RFA 20	150
IP Office	Application	174466	IP400 IPPRO RFA 50	300
IP Office	Application	174467	IP400 IPPRO RFA 100	500
IP Office	Application	177468	IP400 Phone Manager Pro RFA 1	5
IP Office	Application	177469	IP400 Phone Manager Pro RFA 5	15
IP Office	Application	177470	IP400 Phone Manager Pro RFA 10	30
IP Office	Application	171991	IP400 VoiceMail Pro RFA	50
IP Office	Application	174459	IPO LIC IP400 VM PRO RFA 2 ports LIC:CU	50
IP Office	Application	174460	IPO LIC IP400 VM PRO RFA 4 ports LIC:CU	50
IP Office	Application	174461	IPO LIC IP400 VM PRO RFA 8 ports LIC:CU	100
IP Office	Application	174462	IPO LIC IP400 VM PRO RFA 16 ports LIC:CU	200
IP Office	Application	182302	IP 400 Conferencing Center RFA	100
one-X™ Quick Edition	Other	700387848	QUICK EDITION IP PHONE 4610D01A-2001 GRY LIC:DS	10
one-X™ Quick Edition	Other	700387830	QUICK EDITION IP PHONE 4621D01A-2001 DK GRAY LIC:DS	15
one-X™ Quick Edition	Other	700387855	QUICK EDITION G10 PSTN GATEWAY 4PT US & CA LIC:DS	8

For pilot program - June 1, 2006 through December 31, 2006