



INTRODUCING MY AVAYA SMALL BUSINESS REWARDS

EARN THE POINTS THAT EARN YOU CASH

BECOME AN AVAYA SALES STAR AND EARN CASH REWARDS

Beginning June 1, 2006, when you sell select Avaya products to small businesses, you earn points that can translate to cash rewards. It's easy to sign up and to track your progress as you head for fame and fortune!

IT'S EASY TO GET STARTED

You can register in July by visiting www.myavayarwards.com, clicking on SIGN IN and completing the online form. Then, you'll be able to track your progress as you accumulate points, find out the point values of each Avaya product, and more.

THE MORE POINTS YOU EARN, THE MORE THEY'RE WORTH

Like an airline frequent flyer or other rewards program, you have until December 31st to qualify for the highest earning levels for each calendar year. Earn enough to reach the My Avaya Small Business Rewards IDOL level, and you'll qualify for 150% of your points total in cash – up to \$10,000! It's all up to you!

EARNING POINTS

Eligible Avaya products have been assigned point values, which you'll earn when you sell them to small businesses (<100 total employees in the firm). You'll be able to see a complete listing when you register for the My Avaya Small Business Rewards program at www.myavayarwards.com. The toll-free number for the Program Headquarters is 1-877-290-6482.

There are two types of points – **SYSTEMS POINTS** and **APPLICATIONS POINTS**. When you sell eligible Avaya systems (i.e. processors), you get **SYSTEMS POINTS** that determine your cash-in level (see the bar chart to the right). The percentages indicate the cash value of your point total – for instance, 350 points would place you at the **PERFORMER** level, for a 20% “total points to cash” conversion.

My Avaya Rewards Account Page

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MY AVAYA SMALL BUSINESS REWARDS

Earn the points that earn you cash

WELCOME BACK, JOHN SMITH ENTER MY SALES

Your Current Status: **CONTENDER (10%)** PROGRAM OVERVIEW

3,000 Your total points APPLICATIONS + SYSTEMS

APPLICATIONS POINTS: 2,700 **SYSTEMS POINTS: 300**

Prior period balance: 1,700 New sales: 1,000
 Prior period balance: 150 New sales: 150

TOTAL CASH REWARDS YTD		POTENTIAL EARNING POWER	
Prior Period Balance	\$0	Total Points Earned	
This Period (New)	\$70	Total Points Not Yet Converted	
Total Year-to-Date	\$125	Points to Reach STAR (100%) Level	
		Points to Reach IDOL (150%) Level	

10% • CONTENDER **20% • PERFORMER** **100% • STAR** **150% • IDOL**

10,000
5,000
3,000
1,000
150

YOU ARE HERE: 2,700
2,000
0

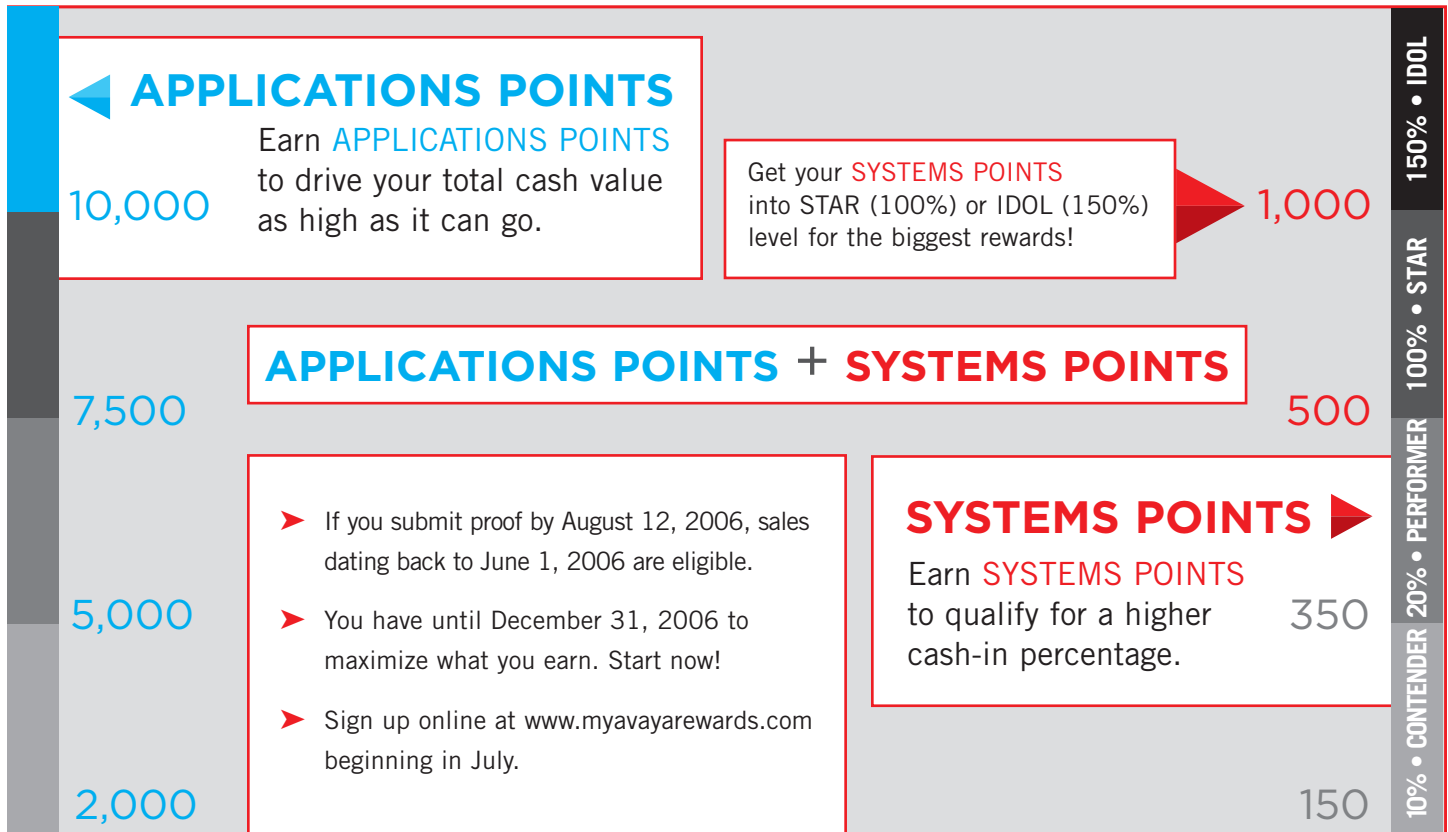
Selling Time Left: 165 Days 13 Hours 27 Minutes 0 Seconds

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

SYSTEMS POINTS determine your “cash-in” level, and the combination of the **SYSTEMS** and **APPLICATIONS POINTS** determines how much money you will receive.

To really pump up your earning potential, you can also earn **APPLICATIONS POINTS** for selling software and other select Avaya products. When it comes time to cash in, you'll be cashing in the total amount of points you've accumulated: **SYSTEMS POINTS** + **APPLICATIONS POINTS**.

For example, if you sell systems that total 500 **SYSTEMS POINTS**, you would reach the STAR level and be eligible to cash in 100% of your points. So if you also sold applications worth 2,400 **APPLICATIONS POINTS**, you'd receive 2,900 total points (500 + 2,400) at 100%, for \$2,900.



RETROACTIVE POINTS!

You may have already started earning points! If you sign up and enter your sales at www.myavayarwards.com and fax invoices / contracts to 1-877-FX AVAYA or 1-602-445-0456 by August 12, 2006, all the eligible systems and applications you've sold since June 1, 2006 can count towards your totals.

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.

MY AVAYA SMALL BUSINESS REWARDS CALENDAR

For quarter ending:	Sales must be entered online and invoices or contracts must be faxed by:	And your claim will be credited by*:
June 30, 2006**	August 12, 2006	September 30, 2006
September 29, 2006	October 15, 2006	November 30, 2006
December 31, 2006	January 15, 2007	February 28, 2007

*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