

“Beat the Economic Blues with Avaya IP Office and Save Cash on your telecom expenses”

- Announcing a further Extension to Avaya’s 0% Finance Scheme

0% Finance is now EXTENDED to 30th SEPTEMBER 2009

Help your customer get the technology that their business needs and not what their budget dictates

0% Finance is brought to you by Avaya Financial Services (AFS) and is specifically targeted at the market-leading Avaya IP Office telephony range with VoiceMail Pro and the approach could not be simpler..

Work with your customer to tailor the installation to match their specific needs then spread the costs over a three year period with 0% interest and no upfront charges to pay!



CUSTOMER BENEFITS

Maximise the buying power of your budget...

Avoid paying for all your equipment and services from the outset. Instead spread the cost over three years with absolutely no interest charges and get your ideal technology based solution.

Easy budgeting...

Payments are fixed during the term of the agreement allowing you to budget with certainty over the next three years.

Save Working Capital...

Pay for the equipment as it is used instead of in advance and free up your working capital facilities, which could be allocated to additional projects within your business.

Technology refresh options...

During the course of the agreement if your equipment requirements change, our approach towards Tech Refresh will allow you to benefit from the latest technology when your business needs it.

The example below shows how this works...

AVAYA IP OFFICE WITH VOICEMAIL PRO PAYMENT EXAMPLE

Cash Price	£6,000
Term	3 years
Number of Quarterly Payments	12
Payment amount	£500
Interest charged	0%
Document fee	£0,00
Total spend per annum	£2,000

SPEAK TO YOUR AFS REPRESENTATIVE TO TAKE ADVANTAGE OF THIS GREAT OFFER!

0% Finance is available in UK, Ireland, Germany, France, Belgium, Netherlands, Italy, Spain, Switzerland, Austria and Nordics – deals will be transacted in local currency.

BUSINESS PARTNER BENEFITS

Promote best value...

0% Finance is not only competitive, but it does not include any upfront fees or residual value amounts, making this proposition even more attractive and easy to sell.

Transparent approach to selling...

0% Finance is a sales aid that makes it easy for the customer to understand, which in turn helps you overcome any budgetary objections.

Easier close...

By providing a solution to both your customers equipment and financial needs you can close more deals more quickly.

Opportunity to sell up...

Help your customer get the technology that their business needs and not what budget dictates.

FREQUENTLY ASKED QUESTIONS

How do I credit clear the customer?

AFS sales support help pre-clear any customers who you want to include on this scheme. Their details can be found on the Contact Sheet.

What is the Residual Value amount?

No residual value is included in 0% Finance.

What is the deal range?

The minimum deal size is £3,500, which must be made up of at least 80% Avaya equipment. AFS will be happy to discuss any other funding requirements, which you have.

What happens if I need to arrange finance for a customer outside of this deal range?

Please contact your AFS account manager who will be happy to assist you with structuring various financing options.