

INTRODUCING

LIFECYCLE 0%

ON AVAYA VOICE AND DATA PRODUCTS

MAKING IT EVEN EASIER FOR YOU TO SPREAD THE COST OF THE EQUIPMENT OVER ITS WORKING LIFETIME

LIFECYCLE 0% is a new, more flexible finance scheme from Avaya Financial Services (AFS) that allows you to arrange your finance period to match the projected working life of the equipment – up to five years. With contracts available over three, four or five-year terms, **LIFECYCLE 0%** allows your company to avoid significant capital outlay for new equipment or services, spread the equipment cost and ease cashflow across the lifecycle of the equipment.

At the end of the three, four or five-year contract period the equipment can be handed back without any further charge*. Alternatively, you can arrange a Technology Refresh and upgrade or continue to pay for the use of the equipment. The choice is yours.

FREQUENTLY ASKED QUESTIONS

Do I have to pay a deposit?

No; there is no deposit or upfront charge.

When will I make payments?

Your payments will be quarterly in advance.
(First payment is due when the agreement is funded with AFS).

What is the term of the agreement?

For Voice solutions or integrated voice and data solutions, the agreement term can be 3, 4 or 5 years.
For standalone data solutions, the agreement term is 3 years.

What are my options if my needs change?

If your technology requirements change you can work with your AFS representative who can tailor a Technology Refresh solution specific to your business needs.

Who owns the equipment?

AFS own the equipment during the agreement.

What are my options at the end of the agreement?

- Return the equipment with nothing further to pay*
- Structure a Technology Refresh and upgrade to the latest Avaya technology available
- Continue to pay for the use of the equipment

[avaya.com](https://www.avaya.com)

*Subject to standard terms and conditions

AVAYA

FINANCIAL SERVICES

LIFECYCLE 0%

LIFECYCLE 0% lets you avoid large capital outlay and interest charges while extending the contract term to cover the projected lifetime of the equipment. The resulting cost savings and cashflow benefits can simplify internal IT provision issues and free-up capital for use elsewhere.

At the end of the term, equipment can be returned without further charge or continue in use with any residual values paid for by arrangement.

BENEFITS

Maximise the buying power of your budget...

You can avoid large capital outlays on equipment and services from the outset. Instead you can spread the cost, with 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.

Save Working Capital...

You can pay for the equipment as it is used instead of in advance, to free-up working capital facilities that could be allocated to additional projects within your business.

Technology Refresh options...

During the course of the agreement if your equipment requirements change, the Avaya approach to Technology Refresh will allow you to benefit from the latest technology as and when your business needs it.

CUSTOMER PAYMENT EXAMPLE

Installation Example	IP OFFICE	AVAYA AURA™
Usage Examples	12 users	200 users
Cash Price	\$6,000	\$100,000
Term	3 years	5 years
Number of payments	12	12
Payment Amount	\$500	\$5,000
Interest Charged	0%	0%
Total spend per annum	\$2,000	\$20,000

Conditions:

- Promotion terms valid for deals with softcosts, such as software, cabling, installation etc, up to 50% of total deal value for Enterprise solutions and 30% for SMB solutions. If the softcosts exceed these thresholds, please refer to your Partner
- Promotion is valid for all orders placed with Avaya via your Partner before 31st March 2011
- AFS reserves the right to terminate this promotion without notice at any time
- Subject to AFS standard finance terms and conditions