



Experiences That Matter

Simple Communications with Avaya Cloud Office™ by RingCentral®



Avaya Cloud Office by RingCentral provides a hassle-free, secure, reliable communications platform — enabling employees to call, chat, collaborate and access business apps on any device, anywhere. Now organizations can leverage the combined strength and support of two industry leaders and start enjoying all the benefits of modern cloud communications.

Top 3 Reasons to Sell

Now is the perfect time to add Avaya Cloud Office by RingCentral to your portfolio. Use these selling points to start conversations with your prospects:

1 It offers customers everything they've been asking for.

Avaya Cloud Office by RingCentral is a comprehensive solution that leaves out nothing for demanding customers:

- Voice, FAX, texting and multimedia messages all come to the customer in a single number – easy to manage, easy to control, and easy to see at a glance.
- We've made it easier to place, route, and manage all of a company's voice calls.
- Employees can text and multitask in the workplace with private or group chats and direct-to-phone SMS capabilities.
- Employees can enjoy virtual meeting rooms with HD video, screen sharing, chat and everything they need to work together.
- Easy-to-use reporting lets buyers see how effectively their communications are working for their business.
- Buyers can integrate with over 100 business apps right now including Google, Salesforce, Oracle and Microsoft, with more on the way.

2 The enormous market for cloud-based unified communications.

46% of companies are feeling pressure to fully move to the cloud. According to Gartner Research, the four reasons why a company would move to cloud-based communications are:

1. A unified suite of communication tools, including phone, fax, chat, and messaging
2. Collaboration tools for teams working in multiple locations
3. Performance management and analytics
4. A wide choice of apps and APIs

3 It's a simple product in a complex market.

Avaya Cloud Office by RingCentral is designed and sold as a simple solution for buyers who are confused and wary of moving all their communications to the cloud.

- Offers the customer trusted solutions and services, backed by communications experts.
- Provides all forms of business communications in one app
- Allows the customer to realize their technology goals at a speed and pace that works for them

What to Say About the Product

We've made it easy with these boilerplate language options you can use for websites, collateral, emails and anything you use to promote the products you sell.

Simple Message

Simple communications with Avaya Cloud Office by RingCentral.

25 words

Take calls, make calls, text, message, chat
Avaya Cloud Office by RingCentral is simple communications packaged and priced to get you up and running fast.

50 words

Take calls, make calls, text, message, and chat.
Avaya Cloud Office by RingCentral offers a seamless and intuitive communications experience that fits the way you work. One click is all it takes to start a call, join a meeting, contribute to a team chat, or share files.

100 words

Take calls, make calls, text, message, and chat.
Avaya Cloud Office by RingCentral offers a seamless and intuitive communications experience that fits the way you work. One click is all it takes to start a call, join a meeting, contribute to a team chat, or share files. With over 100 app integrations, you can make Google, Salesforce, Oracle, and Microsoft part of your communications. And you can finally understand exactly how your company uses your phones with dashboards and data right at your fingertips. Voice, FAX, texting, multimedia messages: One number does it all. Avaya Cloud Office is simple communications.

Useful Questions to Qualify Your Leads

- What is your key business objective?
- How many users do you have?
- Do you need a mobile solution?
- Do you need services such as video conferencing, file sharing, messaging, and sms?

Social Media Posts

You may cut and paste the following posts on Facebook, LinkedIn, and Twitter for prospect engagement:

- 59% of customers prefer to call because they want a quick answer! Learn why businesses just like yours are moving their communications to the #cloud. #ExperiencesThatMatter
- Mobile workers will make up almost half of the global workforce by 2022. Having #ExperiencesThatMatter are important to them - how will you keep your mobile works productive?
- Cloud communications let you conserve your capital, take the strain off IT, and provide your people with outstanding #ExperiencesThatMatter. Learn why businesses like yours are moving their communications to the #cloud.

For More Information

To find out more about Avaya Cloud Office and to access the complete WinKit please visit:

<https://sales.avaya.com/en/product-detail/avaya-cloud-office>