Avaya Cloud Office

Powerful UC-as-a-Service solutions for your customers

AVAYA CLOUD OFFICE™
by RingCentral

Avaya Cloud Office (ACO) is an innovative, cloud-based UC-as-a-Service solution that combines the advantages of a modern UCC platform with intuitive mobile or desktop clients. The user-friendly multi-tenant solution opens the door to cloud business, helping you to expand and enhance your UCC business without additional investment.

What is Avaya Cloud Office?

ACO is a fully cloud-based communications solution for business customers, delivering powerful enterprise-grade voice, video, messaging, meeting, conferencing, and collaboration features.

It provides all of your customers' employees with a flexible and innovative communications environment – in the office, at home or on the road.

Hosted, deployed and managed in the cloud, it is invoiced on fixed monthly rates. Neither you nor your customers have to invest in dedicated hardware (other than devices), or maintain in-house expertise. And you will always benefit from an up-to-date, reliable and secure solution with automated upgrades and functionality.

All-in-one solution: seamless messaging, video and phone integration, without dedicated on-premises equipment

Customisable setup: easy integration of internal, external, and mobile users and locations with a flexible web-based console for the configuration of moves, adds and changes

Advanced collaboration and presence management: flexible audio and video conferencing and convenient sharing tools on any device

Economic and future-proof: attractive pay-as-you-need model with monthly rates transforms CAPEX into OPEX and guarantees flexibility and scalability

In short: ACO combines the advantages of a modern cloud service with the advanced features of a modern UCC platform.

What's in it for you and your customers?

As an agent, you know that the channel's future is cloud. Customers are increasingly reluctant to invest in dedicated on-premises equipment or train employees in new, complex technologies.

ACO ports Avaya's market-leading UCC technology into a contemporary cloud platform that offers a broad feature-set, excellent service quality and ease of use. It's delivered via a master agent model, so you don't have to worry about operating, maintaining or securing the platform. You can be sure that your customers are communicating via an up-to-date, secure and compliant solution.

Usability doesn't come at the expense of transparency: ACO provides a broad set of powerful analytics and monitoring tools that make it easy to keep an eye on KPIs and customise them as needed.

You will generate predictable recurring revenues, establish long term connections with your customers, and expand your business without having to build up internal expertise.

How Westcon supports you as the Master Agent

Westcon takes on the role of the master agent. We manage the operation and the deployment of your solution and customise the platform according to your needs.

Westcon has a strong global presence and is on hand to help you manage international projects – from the roll out of your solution to consolidated invoicing worldwide.

We are one of the world's leading distributors for UCC, security and networking, and maintain our own cloud platform, optimised to meet channel partner demands. This puts us in an excellent position to support all phases of your ACO projects.

We have been working with Avaya for many years and know their portfolio and their partner landscape inside out. We will help you develop your business, and know where to look for cross-selling and upselling opportunities.

Our professional services offers a broad portfolio of commissioning and configuration services for ACO devices and we will deliver pre-configured plug-and-play devices to your customers.

Get started with ACO today

1. Register on our ACO landing page

2. Get two free licenses as part of our demo programme

3. Contact our sales experts to discuss your specific projects

Have a question?

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