Avaya Cloud Office by RingCentral Sales Cheat Sheet

Marketplace

90% of IT leaders will not purchase new premises-based UC infrastructure in 2021—up from 50% today—because future cloud UC offerings will be far ahead in terms of features, functions, portals, analytics, and dashboards." Gartner

Target

Net-New Leads

Can be positioned to virtually any sized customer. Target personas include:

- CIO
- VP IT
- VP Sales
- VP Business Unit
- Procurement
- Finance

Features

- Voice, FAX, texting and multimedia messages all on a single number
- Workplace text and multitasking and direct-to-phone SMS capabilities
- Virtual meeting rooms with HD video, screen sharing, chat and more
- Easy-to-use reporting
- 100 business apps including Google, Salesforce, Oracle and Microsoft

Competitors

- Microsoft
- Cisco
- 8x8

Proposition

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.

Benefits

- All in one application
- Choose your path, choose your timing
- Hands-off, worry-free upgrades, support, and administration
- Trusted solutions and services, backed by communications experts

Questions

- 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?

AVAYA CLOUD OFFICE™
by **RingCentral®**

Information

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

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