

Quotes from Avaya Channel Partners regarding new Avaya roadmap

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Bell Canada

“Avaya is enabling customers to continue to benefit from their existing investments while opening new paths to long-term future growth. We at Bell are committed to delivering cost savings and productivity gains not only to Bell-Nortel customers but also to Bell-Avaya clients.”

Stéphane Boisvert, President, Bell Business Markets

Black Box Network Services

“We are very excited about the Avaya Integrated Roadmap. In our role as an Avaya Platinum Partner, we will use the Roadmap in discussions with our large base of Nortel clients, as well as new Avaya client opportunities. The team at Avaya has done a great job of articulating a clear vision for technical leadership in the communications space.”

Mark Neel, Vice President of Global Accounts, Black Box Network Services

Catalyst

“The roadmap affords Avaya and Nortel dealers the flexibility to transition their end-user customers to the go-forward platforms, which will be a combination of the best-in-class features of Avaya and Nortel communications products. What’s more, Avaya Aura™ enables dealers to provide customers with the architecture to migrate over time without having to rip and replace their current solution. We look forward to continuing to support our Avaya and Nortel partners as they move forward with this exciting new roadmap.”

John Black, President, Catalyst Telecom

Cross Telecom

“Cross is excited about the Avaya integrated roadmap, which will deliver true, business transforming communication solutions to both Avaya and Nortel customers. Cross has already seen some of Avaya’s key development initiatives accelerated with the addition of Nortel’s enterprise assets. As both a Platinum Channel Partner and a Platinum DevConnect Partner, this roadmap benefits Cross by enabling us to come up with even more creative communication solutions to our customers’ complex business needs.”

David Lover, Chief Technology Officer, Cross Telecom

Shared Technologies

“Shared Technologies believes the Avaya integrated road map is tremendous news for Nortel customers. Avaya is sending a very clear message that they do not intend to force anyone out of their existing infrastructure. Ultimately Avaya’s position in the marketplace is clearly number one for unified communications and contact centers. Avaya’s product future will be to overlay Aura as a way for customers to upgrade to a full suite of unified communications applications and features while maintaining their current core infrastructure.”

Tony Parella, CEO, Shared Technologies

Westcon Convergence

“Our Nortel oriented partners are enthusiastic about moving into the Avaya ecosystem and the opportunity this represents. Westcon is committed to helping our Nortel-oriented customers become more successful as they transition into becoming Avaya Partners; we already have aggressive training and on-boarding measures in place and the response has been outstanding.”

Steven Bernard, Vice President and General Manager, Westcon Convergence

Verizon Business

“Verizon Business has a strong legacy of supporting both Avaya and Nortel equipment within its broad portfolio of world class technology providers, and is well positioned to help customers navigate their path forward. The Avaya Aura™ platform is SIP certified to interoperate with the Verizon Business network, and Avaya plays a key role in providing our customers with advanced unified communications and collaborations solutions.”

Roberta Mackintosh, Director of Global Unified Communications and Collaboration Marketing, Verizon Business.