

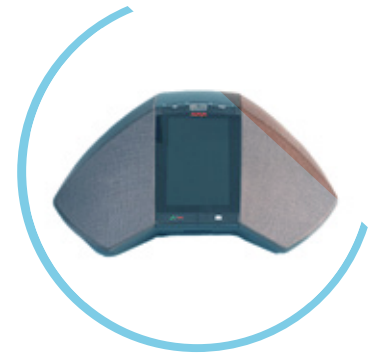
You've built your infrastructure around Avaya hardware, but what happens now that Avaya has filed for chapter 11?

The answer is simple: *Don't panic.*

CXtec Listed in Gartner Market Guide for Supporting and Managing an Avaya Environment, N.A

CXtec is listed as a Representative Vendor in the Secondary Hardware Providers section of Gartner's research report entitled, "Market Guide for Supporting and Managing an Avaya Environment, North America, 25 April 2017 [ID G00326264]."

CXtec believes the Gartner report is very much in line with how the company suggests users support Avaya investments.



According to Gartner:

Identify portfolios of third-party maintenance support providers and secondary hardware resellers for sparing and self-maintaining legacy environments.

-Gartner, *Market Guide for Supporting and Managing an Avaya Environment, North America, 25 April 2017 [ID G00326264]*



We feel it's feasible to maintain Avaya infrastructures and see how the chapter 11 proceedings take shape in the coming months and years.

The key is to have a good technology partner by your side.

CXtec is that partner.

How CXtec Can Help Support Your Avaya Investment

As a secondary hardware reseller and third-party maintenance provider, CXtec knows how to protect your Avaya investment and extend the life of your current infrastructure.

Certified Pre-Owned Hardware and Phones

You save budget money and get the quality Avaya equipment you rely on. How?

CXtec's equal2new® certified pre-owned brand provides you:

- Prices up to 90% off list
- Lifetime warranty with advance replacement as long as you own the product
- 99.51% reliability rating
- State-of-the-art 70,00 square-foot testing facility
- Hardware ready to ship today
- Test and install firmware on all Avaya and Nortel phones
- More than 30 years of expertise in Nortel and Avaya products



According to Gartner:

Enterprises seek used hardware for benefits such as cost savings and reduced lead times, requiring IT procurement professionals to assess when used hardware will be most effective.

- Gartner, *Used-Hardware Resellers Offer Hardware and Support Cost Savings*, February 2015, Foundational October 2016 [ID G00270507]

The Value of Third-Party Maintenance

Using CXtec's RapidCare® third-party maintenance solution (TPM) is a strategic and well-established way to get the quality coverage you need while significantly reducing both capital investments and operating expenses.

- Guaranteed next-business-day advance replacement
- Pricing up to 50-60% less than OEM support offerings
- Free shipping on both inbound and outbound product
- Supports end-of-life/end-of-sale products

According to Gartner:

In the data center and networking hardware markets, TPM is becoming more common.

- Gartner, *Market Guide for Supporting and Managing an Avaya Environment, North America*, 25 April 2017 [ID G00326264]

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