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A1S Role-based Training Matrix  
AVAYA PARTNER VERSION  
Americas, 2 October 2013

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# What you need to know by Sales Role

	You must take ACTION (know how to do)	√	You need to be familiar				√
What you need to know by Sales Role	Training Module to take	Jump to page	Solution Sales	Service Sales	Sales Mgmt	Marketing	Technical Engineer
Understand how OneSource/APM impact your role	Avaya One Source Overview for all audiences	4-5	√	√	√	√	√
New Functions in the new release of A1S.	What's new in this release or all audiences	22	√	√	√	√	√
Understand APM & Discount Structure	APM Pricing model/MPG/Discount Structure for Distributors, T1 & T2	8	√	√	√	√	√
Calculate discounts & translate from GLP/WPP to APL			√	√	√	√	√
Understand the new MPG Structure			√	√	√	√	√
Use the online Product & Price catalog	Catalog Extract / Price book for Distributors, T1 & T2	7	√	√	√	√	√
Use EC/ASD in new quote process	ASD EC Quoting and Reports for Distributors & T1 & T2	9-10	√	√	√	√	√
Use the EC quote output report			√	√	√	√	√
Quote networking products /IP Office/Scopia	Merchandise quote EC & OC Data, IPO for Distis & T1 & T2	11	√	√	√	√	√
Create a merchandise quote			√	√	√	√	√
Quote Services (Maintenance)	Service Maintenance & Renewals process for Distis & T1 & T2	17	√	√	√	√	√
Quote Avaya Professional Services	Avaya Professional Services (APS) Process for Distis, T1 & T2	18	√	√	√	√	√
Understand the new Special Bids Process	Special Bids SSR for Distributors, T1 & T2	6	√	√	√	√	√
Create an accurate SSR in PRM			√	√	√	√	√
Explain the new Special Bid process for IP Office	Special Bid IP Office for Avaya Sales - <b>COMING SOON</b>	23	√	√	√	√	√
Know the new Ordering process	Ordering and Order Status OC for Distributors & T1	14-15	√	√	√	√	√
Check your Order Status using Order Center			√	√	√	√	
Design, quote and order Radvision Scopia products	Radvision Process for Distributors, T1 & T2	19	√	√	√		√
Set up an EDI feed and integrate with ERS systems	EDI Support and Capabilities for Distributors & T1	16					

# What you need to know by Non-Sales Role

	You must take ACTION (know how to do)	✓		You need to be familiar				✓
What you need to know by Non Sales Role	Training Module to take	Jump to page	Exec/ CXO	Finance	Ops	SOR/ Claims	Ordering	Svc Deliv
Understand OneSource/APM impacts to your company	Executive Overview for Partner Principals	4	✓	✓	✓	✓	✓	✓
Understand OneSource/APM impacts to your role	Avaya One Source Overview for all audiences	4-5		✓	✓	✓	✓	✓
New Functions in the new release of A1S.	What's new in this release for all audiences	22		✓	✓	✓	✓	✓
Understand APM & Discount Structure	APM Pricing model/MPG/Discount Structure for all partners	8		✓	✓	✓	✓	
Calculate discounts & translate from GLP/WPP to APL				✓	✓	✓	✓	
Understand the new MPG Structure				✓	✓	✓	✓	
Use the online Product & Price atalog	Catalog Extract / Price book for Distis T1 & T2	7		✓				
Use EC/ASD in new quote process	ASD EC Quoting and Reports Distributors & T1 & T2	9-10						
Use the EC quote output report								
Understand the new Special Bids Process	Special Bids SSR for Distributors, T1 & T2	6			✓	✓		
Create an accurate SSR in PRM					✓			
Explain the new Special Bid process for IP Office	Special Bid IP Office for Avaya Sales - <b>COMING</b>	23			✓	✓		
Know the new Ordering process	Ordering and Order Status OC for Distis & T1	14-15			✓		✓	
Order Red product using Order Center tool							✓	
Check your Order Status using Order Center							✓	
Understand the SOR/BEC process with APM	SOIR BECS for Distributors	18		✓		✓		
Use new field fields and processes				✓		✓		
Process the APM SOR				✓		✓		
Create reseller accounts & administer regions	Setting up Resellers, Administering Regions for Distis	12				✓	✓	
Establish accounts for resellers to create quotes	Quote sharing & selling price for Distis & T2	13				✓	✓	
Design, quote and order Scopia products	Radvision Process for Distis, T1 & T2	19			✓		✓	
Understand the steps to save quotes and SSRs before cutover	Transition Plan for Avaya One Source for Sales, Distis, T1 & T2	22		✓	✓	✓	✓	✓
Set up EDI feed and integrate with ERS systems	EDI Support and Capabilities for Distis & T1	16			✓		✓	

## Avaya One Source Overview for all Audiences

Description	Date	Time (EDT)	Language	Register
This session will provide a high level explanation of the Avaya One Source capabilities for distributors, partners and Avaya associates.	Mon, July 8	2PM – 4PM	English	<a href="#">Watch the Replay</a>
	Thurs, July 18	9AM – 11AM	English	<a href="#">Watch the Replay</a>
	Thurs, July 25	2PM – 4PM	English	<a href="#">Watch the Replay</a>
	Thurs, Aug 1	9AM – 11AM	English	<a href="#">Watch the Replay</a>
	Wed, Aug 14	9AM – 11AM	English	<a href="#">Watch the Replay</a>
	Wed, Oct 2	2PM – 4PM	English	<a href="#">Click to register</a>

## Avaya One Executive Overview for Partner Principals

Description	Date	Time (EDT)	Language	Register
This 15-minute session offers a high level view of the benefits and actions associated with Avaya One Source and Avaya Pricing Model. Live sessions also include 15 minutes for questions.	Tues, July 23	4PM – 4:30PM	English	<a href="#">Watch the Replay</a>
	Thurs, July 25	1PM – 1:30PM	English	<a href="#">Watch the Replay</a>

## Avaya One Source Overview for CALA Partners

Description	Date	Time (EDT)	Language	Register
This session will provide a high level explanation of the Avaya One Source capabilities for distributors, partners and Avaya associates.	Thurs, Jan 9	11AM – 1PM	English	<a href="#">Click to register</a>
	Thurs, Jan 30	2PM – 4PM	English	<a href="#">Click to register</a>
	Thurs, Feb 6	10AM – 12PM	Spanish	<a href="#">Click to register</a>

## Avaya One Source Overview for T2 Resellers

Description	Date	Time (EDT)	Language	Register
<p>This session will provide a high level explanation of the Avaya One Source capabilities for resellers who purchase through distributors (Tier 2 partners). Topics covered will include the Avaya Pricing Model, quoting, quote sharing , and the new design processes for enterprise, data networking, IP Office and Scopia portfolios</p>	Fri, July 12	2PM – 4PM	English	<a href="#">Watch the Replay</a>
	Tues, July 30	9AM – 11AM	English	<a href="#">Watch the Replay</a>
	Fri, Aug 9	2PM – 4PM	English	<a href="#">Watch the Replay</a>
	Thurs, Aug 29	10AM – 12PM	English	<a href="#">Watch the Replay</a>
	Mon, Oct 7	2PM – 4PM	English	<a href="#">Click to register</a>
	Thurs, Oct 17	2PM – 4PM	English	<a href="#">Click to register</a>
	Tues, Nov 12	2PM – 4PM	English	<a href="#">Click to register</a>
	Thurs, Dec 12	2PM – 4PM	English	<a href="#">Click to register</a>
	Wed, Feb 26	11AM – 1PM	Spanish	<a href="#">Click to register</a>
	Fri, Mar 14	11AM – 1PM	Spanish	<a href="#">Click to register</a>

## Special bids Process for Distributors, T1 & T2 Partners

Description	Date	Time (EDT)	Language	Register
This session will provide an overview of how to process an accurate SSR (Special Bid Request), including use of the EC Quote output report.	Wed, July 17	2:30PM – 4PM	English	<a href="#">Watch the Replay</a>
	Tues, July 30	2:30PM – 4PM	English	<a href="#">Watch the Replay</a>
	Fri, Aug 16	2:30PM – 4PM	English	<a href="#">Watch the Replay</a>
	Tues, Oct 8	2:30PM – 4PM	English	<a href="#">Click to register</a>
	Wed, Jan 29	11AM – 12:30PM	Spanish	<a href="#">Click to register</a>
	Tues, Feb 4	2PM – 3:30PM	Spanish	<a href="#">Click to register</a>

**Catalogue Extract / Price book for Distributors, T1 & T2 Partners**

Description	Date	Time (EDT)	Language	Register
This session will provide an understanding of how to retrieve the only price file and what fields are available to use for Distributors, T1 and T2 Partners	Tues, Jul 23	10AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Fri, Aug 2	10AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Tues, Aug 20	3PM – 3:30PM	English	<a href="#">Watch the Replay</a>
	Wed, Oct 9	3PM – 3:30PM	English	<a href="#">Click to register</a>
	Thurs, Oct 31	3PM – 3:30PM	English	<a href="#">Click to register</a>
	Tues, Dec 3	9AM – 9:30AM	English	<a href="#">Click to register</a>
	Fri, Dec 13	9AM – 9:30AM	English	<a href="#">Click to register</a>
	Wed, Jan 15	11AM – 11:30AM	Spanish	<a href="#">Click to register</a>
	Tues, Jan 28	2PM – 2:30PM	Spanish	<a href="#">Click to register</a>

### APM Pricing model/MPG/Discount Structure for Distributors

Description	Date	Time (EDT)	Language	Register
This session will provide knowledge of the pricing model, providing a list of the MPGs and what they represent. We will review the discount structure., but not specific discounts. Specific pricing and discounts are discussed via your DCAM	Wed, Jul 10	11AM – 12PM	English	<a href="#">Watch the Replay</a>
	Tues, Jul 30	1PM – 2PM	English	<a href="#">Watch the Replay</a>
	Thurs, Oct 3	10AM – 11AM	English	<a href="#">Click to register</a>
	Thurs, Oct 24	1PM – 2PM	English	<a href="#">Click to register</a>
	Tues, Jan 14	11AM – 12PM	Spanish	<a href="#">Click to register</a>
	Mon, Jan 27	11AM – 12PM	Spanish	<a href="#">Click to register</a>

### APM Pricing model/MPG/Discount Structure for T1 Partners

Description	Date	Time (EDT)	Language	Register
This session will provide knowledge of the pricing model, providing a list of the MPGs and what they represent. We will review the discount structure., but not specific discounts. Specific pricing and discounts are discussed via your CAM	Fri, Jul 19	1PM – 2PM	English	<a href="#">Watch the Replay</a>
	Fri, Aug 16	1PM – 2PM	English	<a href="#">Watch the Replay</a>
	Tues, Oct 15	1PM – 2PM	English	<a href="#">Click to register</a>
	Thurs, Nov 7	1PM – 2PM	English	<a href="#">Click to register</a>
	Tues, Jan 14	11AM – 12PM	Spanish	<a href="#">Click to register</a>
	Mon, Jan 27	11AM – 12PM	Spanish	<a href="#">Click to register</a>



## ASD EC Quoting and Reports for Distributors

Description	Date	Time (EDT)	Language	Register
This session is designed to provide an overview of quoting and reporting using the Avaya OneSource capabilities for Distributors	Fri, Jul 12	9AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Mon, Jul 22	11AM – 12:30PM	English	<a href="#">Watch the Replay</a>
	Wed, Jul 31	9AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Thurs, Aug 15	9AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Fri, Oct 11	9AM – 10:30AM	English	<a href="#">Click to register</a>
	Thurs, Jan 16	11AM – 12:30PM	Spanish	<a href="#">Click to register</a>
	Wed, Jan 29	2PM – 3:30PM	Spanish	<a href="#">Click to register</a>

## ASD EC Quoting and Reports for T1 & T2 Resellers

Description	Date	Time (EDT)	Language	Register
This session will demonstrate how to use the quoting and reporting functionality within Avaya OneSource for all resellers	Tues, Jul 16	9AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Fri, Jul 26	9AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Mon, Aug 5	10AM – 11:30AM	English	<a href="#">Watch the Replay</a>
	Fri, Aug 9	9AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Fri, Aug 30	9AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Fri, Oct 18	2PM – 3:30PM	English	<a href="#">Click to register</a>
	Tues, Oct 29	9AM – 10:30AM	English	<a href="#">Click to register</a>
	Tues, Nov 12	9AM – 10:30AM	English	<a href="#">Click to register</a>
	Mon, Dec 16	9AM – 10:30AM	English	<a href="#">Click to register</a>
	Tues, Jan 21	11AM – 12:30PM	Spanish	<a href="#">Click to register</a>
	Fri, Jan 31	11AM – 12:30PM	Spanish	<a href="#">Click to register</a>

**Merchandise quote EC & OC Data, IPO for Distributors, T1 & T2 Resellers**

Description	Date	Time (EDT)	Language	Register
This session will demonstrate how distributors and resellers will create quotes using the Avaya One Source capabilities for Merchandise quote EC, OC Data, and IP Office	Mon, Jul 22	2PM – 2:30PM	English	<a href="#">Watch the Replay</a>
	Wed, Aug 7	11AM – 11:30AM	English	<a href="#">Watch the Replay</a>
	Fri, Aug 23	11AM – 11:30AM	English	<a href="#">Watch the Replay</a>
	Fri, Oct 4	11AM – 11:30AM	English	<a href="#">Click to register</a>
	Wed, Oct 16	11AM – 11:30AM	English	<a href="#">Click to register</a>
	Tues, Nov 5	2PM – 2:30PM	English	<a href="#">Click to register</a>
	Wed, Dec 11	2PM – 2:30PM	English	<a href="#">Click to register</a>
	Wed, Jan 22	11AM – 11:30AM	Spanish	<a href="#">Click to register</a>
	Mon, Jan 27	2PM – 2:30PM	Spanish	<a href="#">Click to register</a>

## Setting up a Reseller & Administering Regions for Distributors

Description	Date	Time (EDT)	Language	Register
This session will focus on Avaya One Source capabilities for Distribution Partners, including how to set up reseller accounts, administer regions and identify reseller selling prices.	Wed, July 10	2PM – 3PM	English	<a href="#">Watch the Replay</a>
	Wed, July 24	9AM – 10AM	English	<a href="#">Watch the Replay</a>
	Fri, Aug 2	11AM – 12PM	English	<a href="#">Watch the Replay</a>
	Wed, Aug 28	11AM – 12PM	English	<a href="#">Watch the Replay</a>
	Tues, Jan 28	11AM – 12PM	Spanish	<a href="#">Click to register</a>
	Wed, Oct 23	11AM – 12PM	English	<a href="#">Click to register</a>
	Wed, Nov 13	11AM – 12PM	English	<a href="#">Click to register</a>
	Tues, Dec 3	11AM – 12PM	English	<a href="#">Click to register</a>
	Mon, Feb 3	2PM – 3PM	Spanish	<a href="#">Click to register</a>

## Quote sharing and selling price for Distributors & T2 Resellers

Description	Date	Time (EDT)	Language	Register
This session explains the functionality and why distributors will want to establish accounts for their resellers to use to create quotes that map to the Distributors account.	Thurs, Oct 17	9AM – 10AM	English	<a href="#">Click to register</a>
	Fri, Nov 1	9AM – 10AM	English	<a href="#">Click to register</a>
	Thurs, Jan 23	11AM – 12PM	Spanish	<a href="#">Click to register</a>
	Mon, Feb 3	11AM – 12PM	Spanish	<a href="#">Click to register</a>

## Ordering and Order Status OC for Distributors & T1 Resellers

Description	Date	Time (EDT)	Language	Register
<p>This session will provide an overview of how to order the heritage Avaya (“Red”) portfolio using Order Centre. We will also cover how you can check your order status immediately online</p>	Wed, July 17	9AM – 10AM	English	<a href="#">Watch the Replay</a>
	Mon, July 29	2PM – 3PM	English	<a href="#">Watch the Replay</a>
	Thurs, Aug 15	11AM – 12PM	English	<a href="#">Watch the Replay</a>
	Tues, Oct 1	11AM – 12PM	English	<a href="#">Click to register</a>
	Wed, Nov 6	11AM – 12PM	English	<a href="#">Click to register</a>
	Wed, Dec 11	10AM – 11PM	English	<a href="#">Click to register</a>
	Tues, Feb 4	11AM – 12PM	Spanish	<a href="#">Click to register</a>
	Mon, Feb 17	11AM – 12PM	Spanish	<a href="#">Click to register</a>

## Order Status Only for Distributors & T1 Resellers

Description	Date	Time (EDT)	Language	Register
This session will show distributors and Tier 1 resellers how to check an order that has been placed directly on Avaya	Fri, July 19	10AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Fri, Aug 9	11AM – 11:30AM	English	<a href="#">Watch the Replay</a>
	Tues, Aug 20	10AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Wed, Oct 9	10AM – 10:30AM	English	<a href="#">Click to register</a>
	Fri, Nov 15	11AM – 11:30AM	English	<a href="#">Click to register</a>
	Tues, Dec 10	11AM – 11:30AM	English	<a href="#">Click to register</a>
	Tues, Feb 11	11AM – 11:30 AM	Spanish	<a href="#">Click to register</a>
	Tues, Mar 11	2PM – 2:30PM	Spanish	<a href="#">Click to register</a>

## EDI Support and Capabilities for Distributors and T1 Resellers

Description	Date	Time (EDT)	Language	Register
This session will cover the Electronic Data Interchange (EDI) capabilities available with One Source/ and the new Avaya Pricing Model	Tues, July 23	12PM – 1PM	English	<a href="#">Watch the Replay</a>
	Tues, Aug 6	2PM – 3PM	English	<a href="#">Watch the Replay</a>
	Wed, Aug 21	2PM – 3PM	English	<a href="#">Watch the Replay</a>
	Thurs, Feb 27	11AM – 12PM	Spanish	<a href="#">Click to register</a>
	Thurs, Mar 13	2PM – 3PM	Spanish	<a href="#">Click to register</a>



**Service Maintenance & Renewals process for Distributors, T1 & T2 Resellers [CALA only]**

Description	Date	Time (EDT)	Language	Register
This session is dedicated to CALA distributors and resellers and will provide an understanding of how Service Maintenance & Renewals process work in One Source	Thurs, Feb 13	11AM – 12PM	Spanish	<a href="#">Click to register</a>
	Fri, Feb 21	11AM – 12PM	English	<a href="#">Click to register</a>
	Fri, Feb 28	10AM – 11AM	English	<a href="#">Click to register</a>
	Mon, Mar 10	11AM – 12PM	Spanish	<a href="#">Click to register</a>

**Service Maintenance & Renewals process for Distributors, T1 & T2 Resellers [US/Canada only]**

Description	Date	Time (EDT)	Language	Register
This session is dedicated to US and Canadian Distributors & T1 resellers and will provide an understanding of how Service Maintenance & Renewals process work in One Source	Mon, July 29	11:30AM – 12:30PM	English	<a href="#">Watch the Replay</a>
	Tues, Aug 13	2PM – 3PM	English	<a href="#">Watch the Replay</a>

## Avaya Professional Services (APS) Process for Distributors, T1 & T2 Resellers

Description	Date	Time (EDT)	Language	Register
This session will focus on how Avaya Professional Services interwork with Avaya OneSource	Wed, Aug 7	9AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Mon, Aug 26	9AM – 10:30AM	English	<a href="#">Watch the Replay</a>
	Tues, Oct 15	9AM – 10:30AM	English	<a href="#">Click to register</a>
	Wed, Feb 19	11AM – 12:30PM	Spanish	<a href="#">Click to register</a>
	Wed, Mar 12	11AM – 12:30PM	Spanish	<a href="#">Click to register</a>

## SOIR BECS for Distributors

Description	Date	Time (EDT)	Language	Register
This session explains how distributors process the new Sales Out Reporting (SOR) Templates for APM. Also includes an explanation of the new fields	Mon, July 22	9AM – 10AM	English	<a href="#">Watch the Replay</a>
	Mon, Aug 19	9AM – 10AM	English	<a href="#">Watch the Replay</a>
	Thurs, Oct 10	10AM – 11AM	English	<a href="#">Click to register</a>
	Tues, Feb 25	11AM – 12PM	Spanish	<a href="#">Click to register</a>
	Wed, Mar 12	2PM – 3PM	Spanish	<a href="#">Click to register</a>

## Radvision Quoting , Ordering for Distributors

Description	Date	Time (EDT)	Language	Register
This session explains how distributors create Scopia quotes, orders and special bid requests in the Avaya OneSource environment	Wed, July 31	1PM – 2:30PM	English	<a href="#">Watch the Replay</a>
	Wed, Aug 28	1PM – 2:30PM	English	<a href="#">Watch the Replay</a>
	Thurs, Feb 20	11AM – 12:30PM	Spanish	<a href="#">Click to register</a>
	Thurs, Mar 13	11AM – 12:30PM	Spanish	<a href="#">Click to register</a>

## Radvision Quoting and Ordering for T1 & T2 Resellers

Description	Date	Time (EDT)	Language	Register
This session explains how Tier 1 resellers create Scopia quotes, orders and special bid requests in the Avaya OneSource environment	Wed, Aug 14	1PM – 2:30PM	English	<a href="#">Watch the Replay</a>
	Thurs, Oct 10	1PM – 2:30PM	English	<a href="#">Click to register</a>
	Thurs, Feb 20	11AM – 12:30PM	Spanish	<a href="#">Click to register</a>
	Thurs, Mar 13	11AM – 12:30PM	Spanish	<a href="#">Click to register</a>

## Radvision Quoting, Ordering & Special Bids for Distributors, T1 & T2 Resellers

Description	Date	Time (EDT)	Language	Register
This session explains how distributors and resellers create Scopia quotes, orders and special bid requests in the Avaya OneSource environment	Thurs, Oct 10	1PM – 2:30PM	English	<a href="#">Click to register</a>
	Thurs, Nov 7	3PM – 4:30PM	English	<a href="#">Click to register</a>
	Wed, Dec 11	3PM – 4:30PM	English	<a href="#">Click to register</a>

**MSQT and MPT Quoting for Avaya One Source for all - Distributors, T1 & T2**

Description	Date	Time (EDT)	Language	Register
This session will explain how to quote services using the MSQT and MPT tools. This session is suitable for all audiences, including sales, distributor and reseller associates	Wed, Nov 13	2 PM – 3 PM	English	<a href="#">Click to register</a>
	Thurs, Nov 14	2 PM – 3 PM	English	<a href="#">Click to register</a>
	Wed, Dec 18	2 PM – 3 PM	English	<a href="#">Click to register</a>
	Tues, Jan 14	2 PM – 3 PM	English	<a href="#">Click to register</a>
	Thurs, Jan 16	2 PM – 3 PM	English	<a href="#">Click to register</a>

## Transition Plan for Avaya One Source for all - Distributors, T1, & T2

Description	Date	Time (EDT)	Language	Register
Understand the steps required for a smooth cutover on January 20. Includes explanation of steps to save quotes and convert special bids, black out period and support plan . Suitable for all audiences, including sales, distributor and reseller associates	Tues, Oct 15	11 AM - 12 Noon	English	<a href="#">Click to register</a>
	Tues, Oct 22	11 AM - 12 Noon	English	<a href="#">Click to register</a>
	Wed, Oct 30	2 PM – 3 PM	English	<a href="#">Click to register</a>
	Mon, Nov 4	12 Noon – 1 PM	English	<a href="#">Click to register</a>

## What's new in this release for all - Distributors, T1, & T2

Description	Date	Time (EDT)	Language	Register
This session is designed to provide an overview of the new functionality that will be delivered with in the release. This session is for all audiences	Tues, Oct 8	11AM – 12:30PM	English	<a href="#">Click to register</a>
	Thurs, Oct 17	11AM – 12:30PM	English	<a href="#">Click to register</a>
	Thurs, Oct 24	11AM – 12:30PM	English	<a href="#">Click to register</a>
	Tues, Nov 5	11AM – 12:30PM	English	<a href="#">Click to register</a>

## Special Bid process for SMEC/ IP Office for Distributors

Description	Date	Time (EDT)	Language	Register
This session explains how to process a Special Bid Request for IP Office and related solutions. This session focused on the processes used by distributors.	TBD	TBD	English	<a href="#">Click to register</a>
	TBD	TBD	English	<a href="#">Click to register</a>
	TBD	TBD	English	<a href="#">Click to register</a>

## Special Bid process for SMEC/ IP Office for T1 & T2 Resellers

Description	Date	Time (EDT)	Language	Register
This session explains how to process a Special Bid Request for IP Office and related solutions. This session focused on the processes used by resellers.	TBD	TBD	English	<a href="#">Click to register</a>
	TBD	TBD	English	<a href="#">Click to register</a>
	TBD	TBD	English	<a href="#">Click to register</a>
	TBD	TBD	English	<a href="#">Click to register</a>
	TBD	TBD	English	<a href="#">Click to register</a>