

Avaya Partners Can Sell Radvision

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Following the Radvision acquisition, Avaya confirms Connect partners now can offer Radvision Scopia video solutions as part of their UC deployments.



Avaya acquired Radvision for \$230 million back in June 2012, bringing Scopia products and technologies into the Avaya UC portfolio. The acquisition also brings interoperability between Radvision Scopia, Avaya Aura, Avaya Flare Experience, Avaya series and the one-X Communicator products, with IP Office integration soon to follow.

Currently Avaya is selecting channel partners for fast-track authorisation to sell Scopia solutions-- with 50 partners already selected. The program will open for all Avaya Connect partners from January 2013.

Avaya Connect partners with authorisation to sell Scopia solutions also receive technical support, services integration and systems installation training.

Meanwhile existing Radvision partners can continue to participate in the Radvision Eye-to-Eye program, as well as join the Avaya Connect channel program.

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