

# TRADE IN AND TRADE UP

There's never been a better time.

# AVAYA

Europe, Middle East, and Africa

**With IP Telephony now considered a mature technology, many companies like yours will need to upgrade their communications systems to keep up.**

**Your path and pace to IP telephony have never been easier... with this special offer to buy back your existing communications equipment—from Avaya, Midwest Digital, and Telsets.**

Disposing of obsolete communications equipment is a cost of doing business. Or is it? The equipment you wish to replace may be worth more than you think. How can you determine its value?

The Trade In/Trade Up Offer can help you get answers—and cash in return for qualified equipment. This Offer takes advantage of the relationship Avaya has with one of the world's premier asset management companies, Midwest Digital. Now you can get cash paybacks for your outdated equipment.

## How It Works

Work with your Avaya Client Executive or Authorized Avaya BusinessPartner to fill out an inventory form. Or go to [www.groupmidwest.com](http://www.groupmidwest.com), click on Log In/Downloads, and click on Avaya Trade In/Trade Up EMEA Inventory Form.

Telsets and Midwest Digital will then evaluate the systems targeted for the Trade In/Trade Up Offer and arrange with you to assess their value and fix a price.

\* Offer available to all EMEA countries. Midwest Digital and Telsets reserve the right to not apply a value or buy equipment if they determine the system has no market value or if they are unable to deliver in a specific region.

### If you accept Telsets' price:

- You (and/or Avaya) arrange for de-installation and handle all packaging and shipping.
- Telsets sends payment 30 days after receiving the equipment.\*

\* Payments will be adjusted accordingly to reflect any discrepancies from original assessments and spec sheets.

### If your equipment has no value:

- Telsets offers competitively priced scrap solutions for domestic and international locations. Contact Telsets for details: +34.91.847.5569 or +34.680.42.12.61. You can also contact Midwest Digital at +1.330.499.5789.

## What Equipment Qualifies?

The Trade In/Trade Up Offer allows you to get top dollar for your non-Avaya Telephony equipment. Midwest Digital and Telsets accept a broad assortment of assets from an array of Avaya competitors. Typical examples of equipment with associated phones include:

- Cisco
- Nortel
- Siemens
- Mitel
- Ericsson
- Alcatel

And remember, this is only a partial listing. For complete details on eligible equipment, please contact Telsets at +34.91.847.5569 or go to [www.groupmidwest.com](http://www.groupmidwest.com) and click on Re-market/Resale.

## About Telsets and Midwest Digital, Inc.

Telsets, centralised in Madrid, Spain, provides a multitude of services to meet the needs of communication equipment users and suppliers in the EMEA region. Telsets specialises in buy back and consignment programs, de-installation, and destruction services of telecommunications equipment and assets. Telsets also offers full reverse logistics, warehousing, spare parts, and repairs. Telsets destroys and recycles electronic parts in accordance with ISO9000 and ISO14000, meeting all the European rules and regulations for the after life requirements of electronic goods.

Midwest Digital, Inc., is a division of Group Midwest, one of the largest and most respected leaders in the electronics resale industry. They specializes in the resale, refurbishment, and recycling of telecommunications equipment and assets for companies worldwide. [www.groupmidwest.com](http://www.groupmidwest.com)

## It's Payback Time.

Take advantage of the Trade In/Trade Up Offer today. For more information on award-winning Avaya solutions, please contact your Avaya Client Executive or Authorized Avaya BusinessPartner or go to [avaya.com/learnmore/ip](http://avaya.com/learnmore/ip).

## How Much Does It Pay?

Through this *exclusive* offer with Avaya, Midwest Digital and Telsets are able to offer exceptional buy back pricing. Final values are determined through inspection by Midwest Digital and Telsets. Factors that affect values include:

- Age and condition of equipment
- Equipment type
- Total number of users