



ABOUT AVAYA

Avaya Inc. (NYSE: AV) designs, builds and manages communications networks for more than one million businesses worldwide, including over 90 percent of the FORTUNE 500®. Focused on businesses large to small, Avaya is a world leader in secure and reliable Internet Protocol telephony systems and communications software applications and services.

Driving the convergence of voice and data communications with business applications – and distinguished by comprehensive worldwide services – Avaya helps customers leverage existing and new networks to achieve superior business results.

IP Telephony.



The technology transition by enterprises to IP telephony offers significant potential to enterprise telephony vendors. Today, for example, there are some 420 million enterprise telephony lines installed worldwide, and only 10% are IP lines. Avaya, which shipped its 7 millionth IP line in the fourth quarter of its 2005 fiscal year, is the leader in this market; according to Synergy Research, as it has shipped more IP lines than any other company.

Our evolutionary approach to IP telephony sets Avaya apart. We enable our customers to upgrade to IP on their own terms and at their own pace, offering a range of systems, applications and appliances for large, medium and small businesses. The strength of our comprehensive services business helps customers of all sizes migrate confidently from where they are today to where they want to be.

Intelligent Communications.

One of the earliest drivers facilitating the migration toward IP telephony has been the potential to realize cost savings. We believe

businesses are now beginning to understand that the greater value of IP telephony lies in integrating communication applications and business applications.

The adoption of IP telephony is increasingly about business transformation, redefining business process to improve the customer experience, enhance productivity and drive revenue growth. We call this “Intelligent Communications.” Giving workers, customers and even business processes the ability to be linked to the right person at the right time by the right medium – voice, text and video – over any network. This gives businesses and workers increased agility through greater speed, responsiveness to customers and control over communications. And it builds directly on our strength in voice applications.

Enterprise Mobility and Fixed-Mobile Convergence.

The convergence between fixed and mobile networks is one of the most exciting aspects of the trend toward Intelligent Communications. The goal is to provide employees across the enterprise with access to their voice applications regardless of their location, and to enable them to move transparently from one work mode to another. This convergence seamlessly extends the functionality of IP telephony systems and applications to a range of mobile devices. Looked at another way,

mobility becomes another application of the IP telephony system.

We believe that fixed mobile convergence will change everyone’s view of what mobile communication is and what it can do for businesses. Our goal is to become the global market leader in enterprise mobility and fixed mobile convergence applications in the next few years. Toward that end, we continue to develop new IP-based mobility solutions and to partner with industry leaders in our research and development efforts.



Global Services.

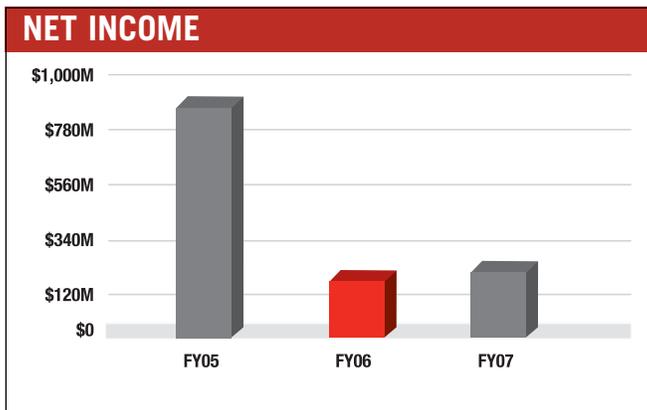
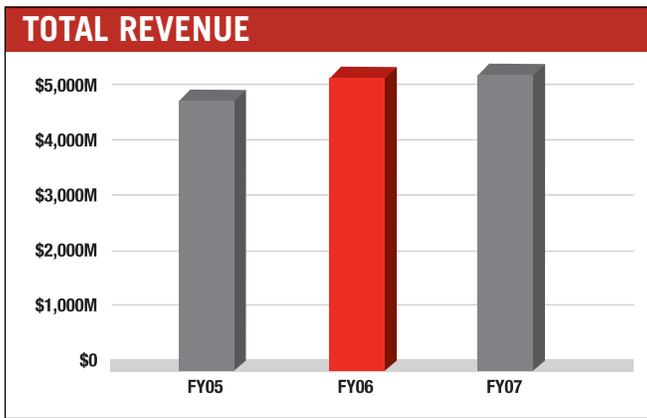
Unlike other major enterprise telephony vendors, Avaya provides its broad customer base with comprehensive, end-to-end services offerings. We help plan, design, implement, monitor and manage converged communications networks for our customers worldwide. Through partnerships with industry leaders such as Sprint and Equant, we are working to extend and deliver our offerings to customers that desire outsourced solutions.

MARKET POSITION SHARE

Avaya holds leadership positions in these key markets.*

Market	Position	Share
WW Enterprise Telephony	1	19%
WW IP Telephony	1	25%
US Enterprise Telephony	2	17%
US IP Telephony	2	18%
US Call Center	1	40%
EMEA Call Center	1	42%
WW Enterprise Messaging	1	27%
US Enterprise Messaging	1	28%
WW Unified Communications	1	26%
US CPE Maintenance	1	35%

*Market figures and percentages based upon reports issued by independent industry analysts through Q2 CY07.



STOCK SYMBOL NYSE

AV (Listed October 2, 2000)

FY07 REVENUES

\$5.279 billion

SHARES OUTSTANDING

461,623,580
(As of September 30, 2007)

GLOBAL HEADQUARTERS

Basking Ridge, NJ, USA

SENIOR MANAGEMENT

Louis J. D'Ambrosio
President and CEO

Michael Thurk
Chief Operating Officer

Caroline Dorsa
SVP and Chief Financial Officer

GLOBAL WORKFORCE

Approximately 18,500
(As of September 30, 2007)

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Avaya Investor Web Site

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