

# Avaya Solution & Interoperability Test Lab

Application Notes for Upland InGenius Connect for Salesforce 2022 R1.0 with Avaya Aura® Communication Manager 10.1 and Avaya Aura® Application Enablement Services 10.1 – Issue 1.0

# **Abstract**

These Application Notes describe the configuration steps required to integrate Upland InGenius Connect for Salesforce with Avaya Aura® Communication Manager and Avaya Aura® Application Enablement Services. Upland InGenius Connect is a CRM-VoIP integration tool that sits between the customer's phone system and a CRM application, such as Salesforce.

In the compliance test, InGenius Connect used the Device, Media, and Call Control interface from Avaya Aura® Application Enablement Services to monitor agents on Avaya Aura® Communication Manager, to provide screen pop, call control, and click-to-dial features from the agent desktops connected to Salesforce.

Readers should pay attention to **Section 2**, in particular the scope of testing as outlined in **Section 2.1** as well as any observations noted in **Section 2.2**, to ensure that their own use cases are adequately covered by this scope and results.

Information in these Application Notes has been obtained through DevConnect compliance testing and additional technical discussions. Testing was conducted via the DevConnect Program at the Avaya Solution and Interoperability Test Lab.

#### 1. Introduction

These Application Notes describe the configuration steps required to integrate Upland InGenius Connect for Salesforce with Avaya Aura® Communication Manager and Avaya Aura® Application Enablement Services. InGenius Connect is a CRM-VoIP integration tool that sits between the customer's phone system and a CRM application, such as Salesforce.

In the compliance test, InGenius Connect used the Device, Media, and Call Control interface from Avaya Aura® Application Enablement Services to monitor agents on Avaya Aura® Communication Manager, to provide screen pop, call control, and click-to-dial features from the agent desktops connected to Salesforce. InGenius Connect is comprised of the InGenius Telephony Gateway and InGenius Connect Apex Package for Salesforce.

# 2. General Test Approach and Test Results

The interoperability compliance test included feature and serviceability testing. Upon an agent log in, InGenius Connect used DMCC to query device information and agent state, log the agent into the ACD on Communication Manager, if needed, and requested device monitoring.

During the feature testing, incoming ACD calls were placed to available agents that have web browser connections to Salesforce. All necessary call actions were initiated from the agent desktops and/or telephones. The click-to-dial calls were initiated by clicking on the contact phone number displayed on the agent desktops.

The serviceability testing focused on verifying that the InGenius Telephony Gateway server recovered after restoring network connectivity and the CTI link to Application Enablement Services.

DevConnect Compliance Testing is conducted jointly by Avaya and DevConnect members. The jointly defined test plan focuses on exercising APIs and/or standards-based interfaces pertinent to the interoperability of the tested products and their functionalities. DevConnect Compliance Testing is not intended to substitute full product performance or feature testing performed by DevConnect members, nor is it to be construed as an endorsement by Avaya of the suitability or completeness of a DevConnect member's solution.

Avaya recommends our customers implement Avaya solutions using appropriate security and encryption capabilities enabled by our products. The testing referenced in these DevConnect Application Notes included the enablement of supported encryption capabilities in the Avaya products. Readers should consult the appropriate Avaya product documentation for further information regarding security and encryption capabilities supported by those Avaya products.

Support for these security and encryption capabilities in any non-Avaya solution component is the responsibility of each individual vendor. Readers should consult the appropriate vendor-supplied product documentation for more information regarding those products.

For the testing associated with these Application Notes, the interface between Application Enablement Services and InGenius Connect did not include use of any specific encryption features as requested by Upland Software.

# 2.1. Interoperability Compliance Testing

The interoperability compliance test included feature and serviceability testing.

The feature testing focused on verifying the following on InGenius Connect:

- Use of DMCC logical device services to set agent states, including log in, log out, and work mode changes with support for reason codes and pending aux work.
- Use of DMCC snapshot services to obtain information on agent stations and existing calls.
- Use of DMCC monitoring services to monitor agent stations and existing calls.
- Use of DMCC call control services to support call control and click-to-dial features.
- Proper handling of call scenarios involving inbound, outbound, internal, external, ACD, non-ACD, screen pop, drop, hold/resume, multiple calls, multiple agents, conference, transfer, redirect on no answer, auto answer, long duration, send DTMF, click-to-dial from contact phone number, pending aux work, and reason codes.

The serviceability testing focused on verifying the ability of InGenius Connect to recover from adverse conditions, such as disconnecting/reconnecting the Ethernet connection to InGenius Telephony Gateway.

#### 2.2. Test Results

All test cases passed with the following observation:

By design, the agent desktop does not support initiation of unattended conference.

# 2.3. Support

Technical support on InGenius Connect can be obtained through the following:

■ **Phone:** +1 (613) 591-9002 x4000

• Email: ingenius-support@uplandsoftware.com

• Web: https://support.uplandsoftware.com/portal/ss/login

# 3. Reference Configuration

**Figure 1** illustrates the configuration used for the compliance testing. The detailed administration of basic connectivity between Communication Manager and Application Enablement Services, and of call center devices are not the focus of these Application Notes and will not be described.

In the compliance testing, InGenius Connect monitored the agent stations shown in the table below.

Device Type	Extension
VDNs	77550
Skill Group	77500
Agent Stations	78004, 77301
Agent IDs	76301, 76302

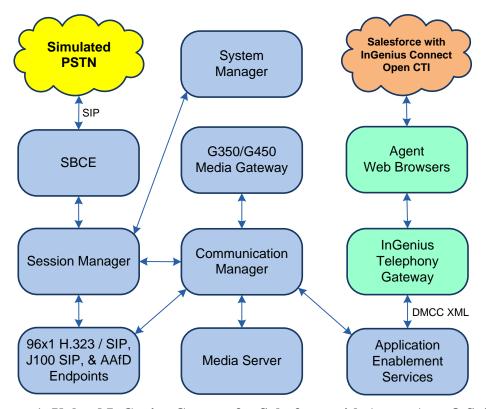


Figure 1: Upland InGenius Connect for Salesforce with Avaya Aura® Suite

# 4. Equipment and Software Validated

The following equipment and software were used for the sample configuration provided:

Equipment/Software	Release/Version
Avaya Aura® Communication Manager	10.1.0.1.0-SP1
Avaya G350 Media Gateway	FW 42.4.0
Avaya G450 Media Gateway	FW 42.7.0
Avaya Aura® Media Server	10.1.0.77
Avaya Aura® Application Enablement Services	10.1.0.1.0.7-0
Avaya Aura® System Manager	10.1.0.1 Build No. – 10.1.0.0.537353 Software Update Revision No: 10.1.0.1.0614394 Service Pack 1
Avaya Aura® Session Manager	10.1.0.1.1010105
Avaya Session Border Controller for Enterprise	10.1.1.0-35-21872
Avaya 96x1 Series Deskphones	6.8.5.3.2 (H.323) 7.1.13.0.4 (SIP)
Avaya J100 Series Deskphones	4.0.13.0.6
Avaya Agent for Desktop	2.0.6.0.10 (SIP)
<ul> <li>Upland InGenius Connect for Salesforce, including:</li> <li>InGenius Telephony Gateway on Windows Server 2019</li> <li>InGenius Connect Apex Package for Salesforce</li> </ul>	2022 R1.0

# 5. Configure Avaya Aura® Communication Manager

This section provides the procedures for configuring Communication Manager. The procedures include the following areas:

- Verify license
- Administer system parameters features
- Administer CTI link
- Obtain reason codes

# 5.1. Verify License

Log into the System Access Terminal (SAT) to verify that the Communication Manager license allows the features illustrated in these Application Notes. Use the **display system-parameters customer-options** command to verify that the **Computer Telephony Adjunct Links** option is enabled on **Page 4**. If this option is not enabled, then contact an authorized Avaya sales representative to make the appropriate changes.

```
Page 4 of 12
display system-parameters customer-options
                                   OPTIONAL FEATURES
    Abbreviated Dialing Enhanced List? y $\operatorname{\mathtt{Audible}}$ Audible Message Waiting? y
Abbreviated Dialing Line

Access Security Gateway (ASG)? n

Analog Trunk Incoming Call ID? y

A/D Grp/Sys List Dialing Start at 01? y
                                                      Authorization Codes? y
                                                                    CAS Branch? n
                                                                       CAS Main? n
Answer Supervision by Call Classifier? y
                                                             Change COR by FAC? n
                                   ARS? y Computer Telephony Adjunct Links? y
                  ARS/AAR Partitioning? y Cvg Of Calls Redirected Off-net? y
          ARS/AAR Dialing without FAC? n
                                                                   DCS (Basic)? y
          ASAI Link Core Capabilities? y
                                                             DCS Call Coverage? y
          ASAI Link Plus Capabilities? y
                                                            DCS with Rerouting? y
       Async. Transfer Mode (ATM) PNC? n
 Async. Transfer Mode (ATM) Trunking? n Digital Loss Plan Modification? y
             ATM WAN Spare Processor? n DS1 MSP? y ATMS? y DS1 Echo Cancellation? y
                   Attendant Vectoring? y
         (NOTE: You must logoff & login to effect the permission changes.)
```

#### 5.2. Administer System Parameters Features

Use the **change system-parameters features** command to enable **Create Universal Call ID** (UCID), which is located on **Page 5**. For UCID **Network Node ID**, enter an available node ID.

```
change system-parameters features
                                                                      5 of 19
                                                               Page
                       FEATURE-RELATED SYSTEM PARAMETERS
SYSTEM PRINTER PARAMETERS
 Endpoint:
                        Lines Per Page: 60
SYSTEM-WIDE PARAMETERS
                                    Switch Name:
           Emergency Extension Forwarding (min): 10
         Enable Inter-Gateway Alternate Routing? n
Enable Dial Plan Transparency in Survivable Mode? n
                             COR to Use for DPT: station
               EC500 Routing in Survivable Mode: dpt-then-ec500
MALICIOUS CALL TRACE PARAMETERS
              Apply MCT Warning Tone? n MCT Voice Recorder Trunk Group:
     Delay Sending RELease (seconds): 0
SEND ALL CALLS OPTIONS
    Send All Calls Applies to: station
                                          Auto Inspect on Send All Calls? n
             Preserve previous AUX Work button states after deactivation? n
UNIVERSAL CALL ID
    Create Universal Call ID (UCID)? y
                                          UCID Network Node ID: 27
```

Navigate to **Page 13** and enable **Send UCID to ASAI**. This parameter allows for the universal call ID to be sent to InGenius Telephony Gateway.

```
change system-parameters features
                                                                Page 13 of 19
                       FEATURE-RELATED SYSTEM PARAMETERS
CALL CENTER MISCELLANEOUS
           Callr-info Display Timer (sec): 10
                         Clear Callr-info: next-call
        Allow Ringer-off with Auto-Answer? n
    Reporting for PC Non-Predictive Calls? n
             Agent/Caller Disconnect Tones? n
Interruptible Aux Notification Timer (sec): 3
  Zip Tone Burst for Callmaster Endpoints: double
 ASAI
                   Copy ASAI UUI During Conference/Transfer? n
              Call Classification After Answer Supervision? n
                                         Send UCID to ASAI? y
                 For ASAI Send DTMF Tone to Call Originator? y
         Send Connect Event to ASAI For Announcement Answer? n
 Prefer H.323 Over SIP For Dual-Reg Station 3PCC Make Call? n
```

#### 5.3. Administer CTI Link

Add a CTI link using the **add cti-link** command. Enter an available extension number in the **Extension** field. Note that the CTI link number and extension number may vary. Enter *ADJ-IP* in the **Type** field, and a descriptive name in the **Name** field. Default values may be used in the remaining fields.

```
add cti-link 1

CTI LINK

CTI Link: 1

Extension: 77700

Type: ADJ-IP

COR: 1

Name: AES TSAPI Link

Unicode Name? n
```

#### 5.4. Obtain Reason Codes

For customers that use reason codes, enter the **change reason-code-names** command to display the configured reason codes. Make a note of the reason codes, which will be used later to configure InGenius Connect.

```
change reason-code-names
                                                            Page 1 of
                                                                          1
                              REASON CODE NAMES
                         Aux Work/
                                             Logout
                      Interruptible?
                                  /n Finished Shift
       Reason Code 1: Lunch
       Reason Code 2: Coffee
       Reason Code 3:
                                    /n
       Reason Code 4:
                                    /n
       Reason Code 5:
                                    /n
       Reason Code 6:
                                     /n
       Reason Code 7:
                                     /n
       Reason Code 8:
                                    /n
       Reason Code 9:
                                     /n
 Default Reason Code:
```

# 6. Configure Avaya Aura® Application Enablement Services

This section provides the procedures for configuring Application Enablement Services. The procedures include the following areas:

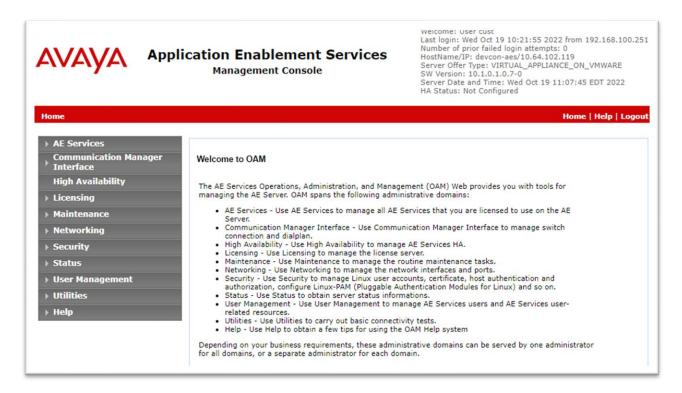
- Launch OAM interface
- Verify license
- Administer TSAPI link
- Administer InGenius user
- Administer security database
- Administer ports
- Restart services

#### 6.1. Launch OAM Interface

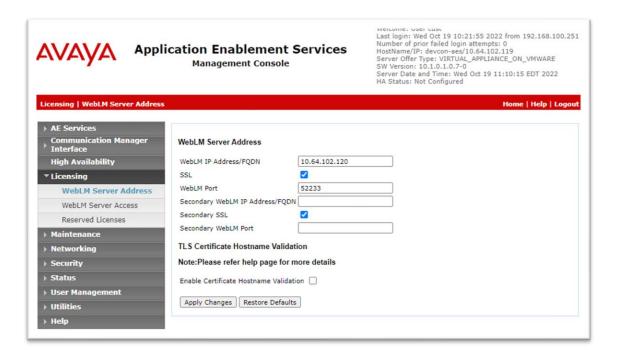
Access the OAM web-based interface by using the URL "https://<ip-address>" in an Internet browser window, where <ip-address> is the IP address of Application Enablement Services. The login screen is displayed. Log in using the appropriate credentials.



The **Welcome to OAM** screen is displayed next.

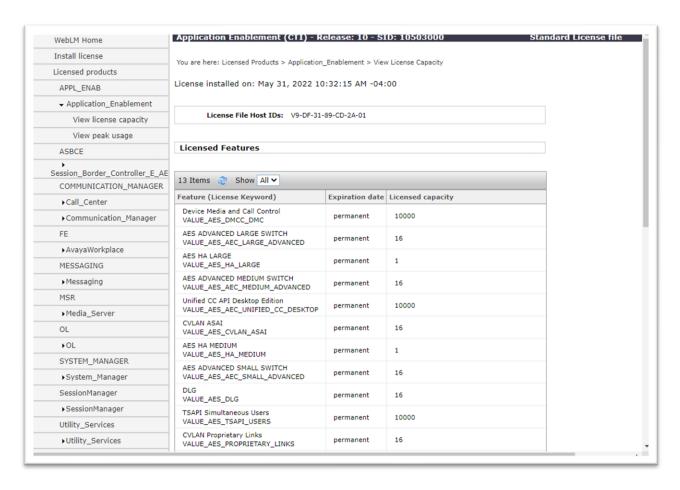


# 6.2. Verify License



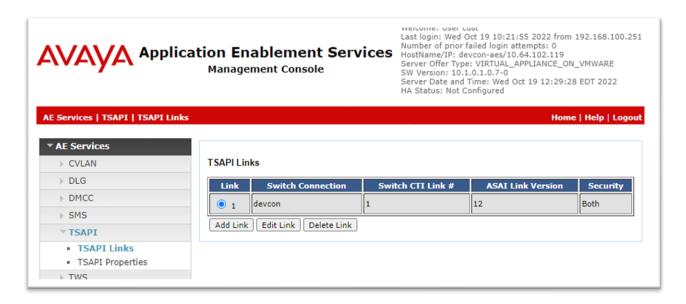
The WebLM screen below is displayed. Select Licensed products → APPL\_ENAB → Application\_Enablement in the left pane to display the Application Enablement (CTI) screen in the right pane.

Verify that there are sufficient licenses for **TSAPI Simultaneous Users**, as shown below. Note that the TSAPI license is used for device monitoring and call control via DMCC, and that no specific DMCC license is required for the integration with InGenius Connect.

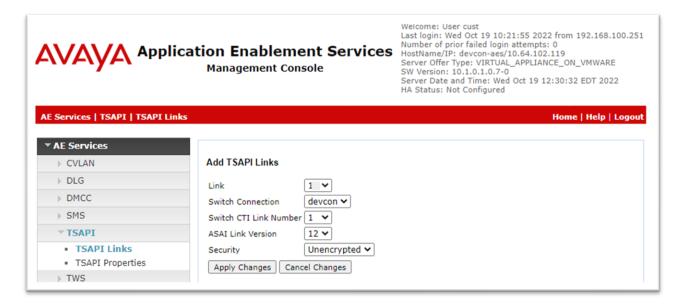


#### 6.3. Administer TSAPI Link

Select **AE Services** → **TSAPI** → **TSAPI Links** from the left pane of the **Management Console** to administer a TSAPI link. The **TSAPI Links** screen is displayed, as shown below. Click **Add Link**.



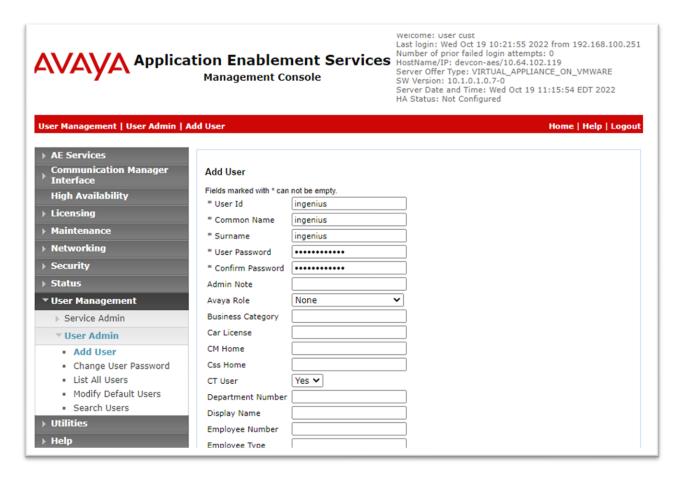
The **Add TSAPI Links** screen is displayed next. The **Link** field is only local to the Application Enablement Services server and may be set to any available number. For **Switch Connection**, select the relevant switch connection from the drop-down list. In this case, the existing switch connection *devcon* is selected. For **Switch CTI Link Number**, select the CTI link number from **Section 5.3**. Retain the default values in the remaining fields.



#### 6.4. Administer InGenius User

Select User Management  $\rightarrow$  User Admin  $\rightarrow$  Add User from the left pane to display the Add User screen in the right pane.

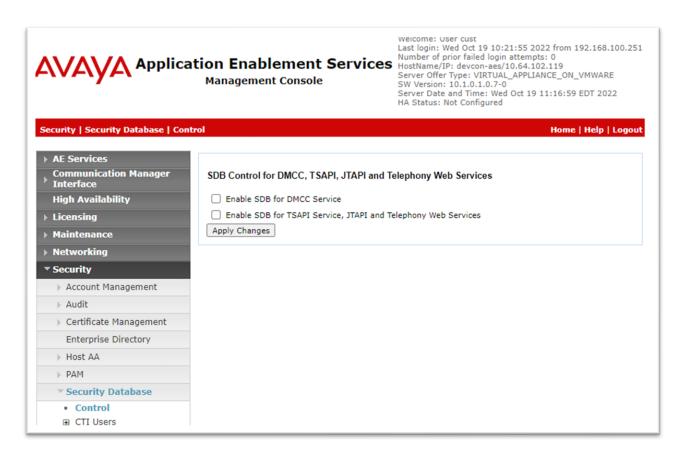
Enter desired values for **User Id**, **Common Name**, **Surname**, **User Password**, and **Confirm Password**. For **CT User**, select *Yes* from the drop-down list. Retain the default value in the remaining fields.



#### 6.5. Administer Security Database

Select Security  $\rightarrow$  Security Database  $\rightarrow$  Control from the left pane to display the SDB Control for DMCC, TSAPI, JTAPI and Telephony Web Services screen in the right pane. Ensure that both parameters are unchecked as shown below.

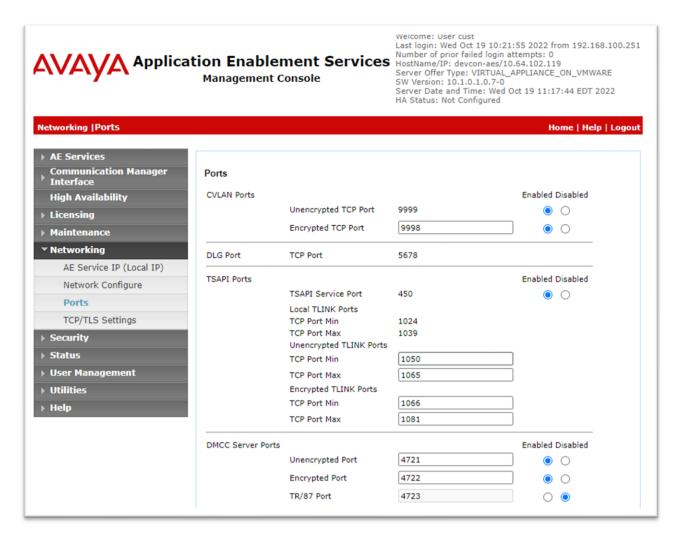
In the event that the security database is being used by the customer with parameters already enabled, then follow reference [2] to configure access privileges for the InGenius user from **Section 6.4**.



#### 6.6. Administer Ports

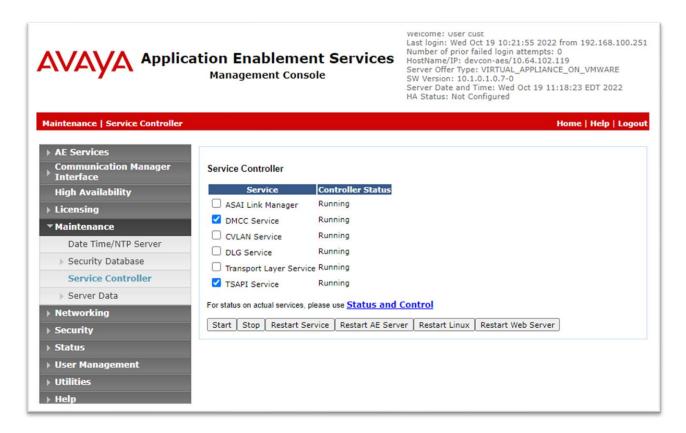
Select **Networking**  $\rightarrow$  **Ports** from the left pane to display the **Ports** screen in the right pane.

In the **DMCC Server Ports** section, select the radio button for **Unencrypted Port** under the **Enabled** column as shown below. Retain the default values in the remaining fields.



#### 6.7. Restart Services

Select Maintenance  $\rightarrow$  Service Controller from the left pane to display the Service Controller screen in the right pane. Check DMCC Service and TSAPI Service and click Restart Service.



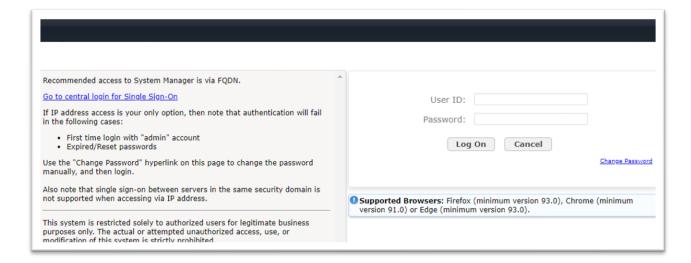
# 7. Configure Avaya Aura® Session Manager

This section provides the procedure for configuring a SIP agent on Session Manager, which is performed via the web interface of System Manager. The procedure includes the following areas:

- Launch System Manager
- Administer users

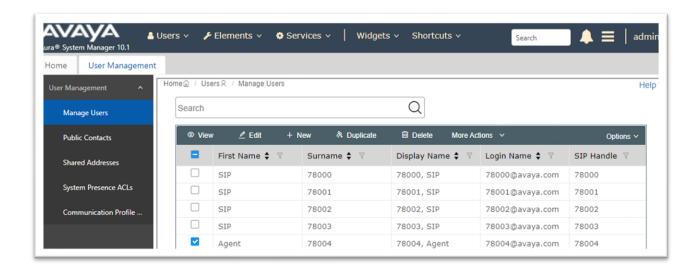
# 7.1. Launch System Manager

Access the System Manager web interface by using the URL "https://<ip-address>" in a web browser window, where <ip-address> is the System Manager IP address. Log in using the appropriate credentials.



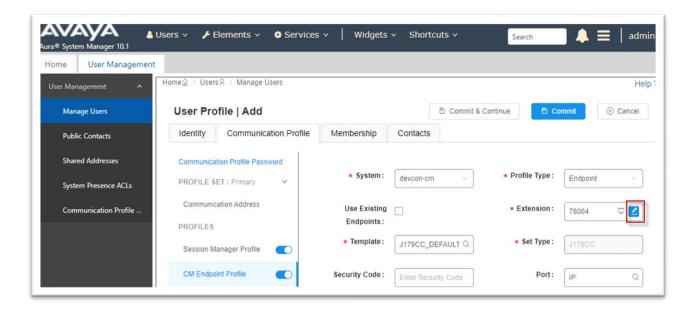
#### 7.2. Administer Users

In the subsequent screen (not shown), select Users → User Management. Select User Management → Manage Users from the left pane to display the User Management screen below. Select the entry associated with the SIP agent station from Section 3, in this case 78004, and click Edit.

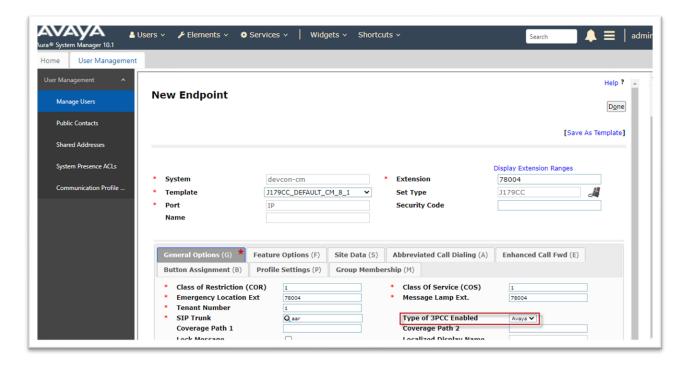


The **User Profile Add** screen is displayed. Select the **Communication Profile** tab to display the screen below.

Navigate to the CM Endpoint Profile sub-section and click Endpoint Editor.



The **New Endpoint** screen is displayed next. For **Type of 3PCC Enabled**, select *Avaya* from the drop-down list as shown below. Retain the default values in the remaining fields.



# 8. Configure Upland InGenius Connect

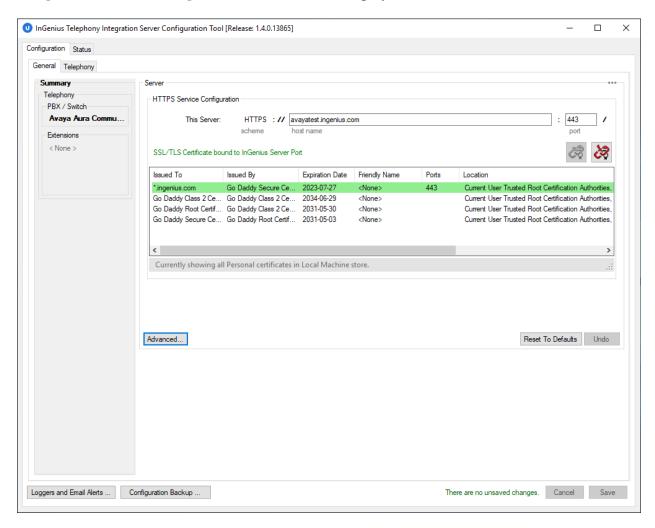
This section provides the procedures for configuring InGenius Connect. The procedures include the following areas:

- Launch InGenius Telephony Integration Server Configuration Tool
- Administer telephony
- Start service

This section assumes the InGenius Connector Enterprise package has been imported and published, with the appropriate Security Role created, and users created and assigned to the Security Role.

# 8.1. Launch InGenius Telephony Integration Server Configuration Tool

Launch the **InGenius Server Configuration** application. The **InGenius Telephony Integration Server Configuration Tool** screen is displayed.



# 8.2. Administer Telephony

The InGenius Telephony Integration Server Configuration Tool, select Configuration → Telephony from the top menu, followed by the Primary AES tab in the right pane to display the screen below.

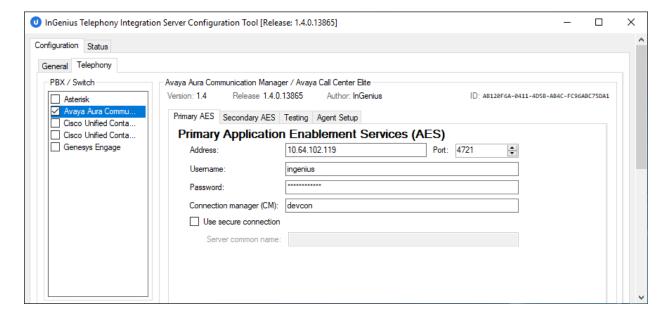
Enter the following values for the specified fields and retain the default values in the remaining fields.

■ **Address:** The IP address of Application Enablement Services.

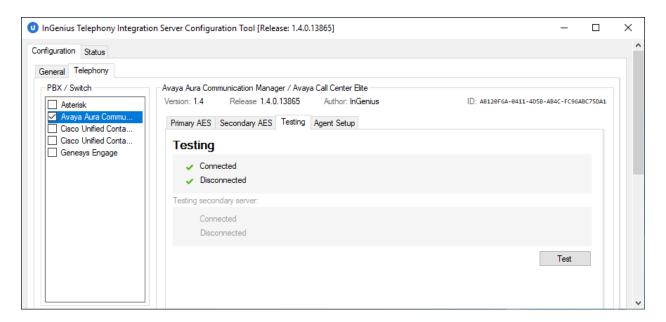
■ **Port:** The DMCC unencrypted port *4721*.

Username: The InGenius user credentials from Section 6.4.
 Password: The InGenius user credentials from Section 6.4.

• Connection manager: The relevant switch connection name from Section 6.3.

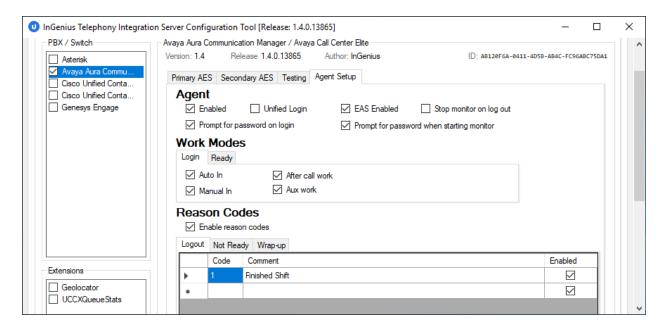


Select the **Testing** tab and click the **Test** button to verify connectivity to Application Enablement Services.

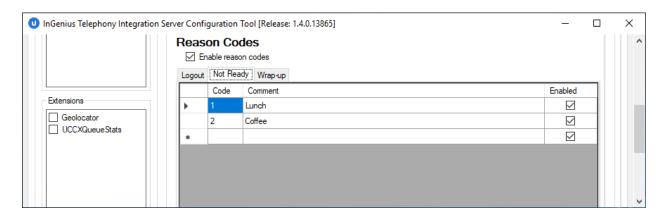


Select the **Agent Setup** tab in the right pane to display the screen below. Update parameters in the **Agent** and **Work Modes** sub-sections to the proper settings. The screenshot below shows the values used in the compliance testing.

For customers that use reason codes, check **Enable reason codes** in the **Reason Codes** subsection and create reason code entries to match **Section 5.4**. In the compliance testing, one reason code was created under the **Logout** tab.

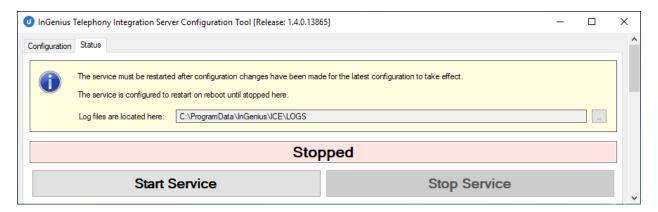


Two reason codes were created under the **Not Ready** tab.

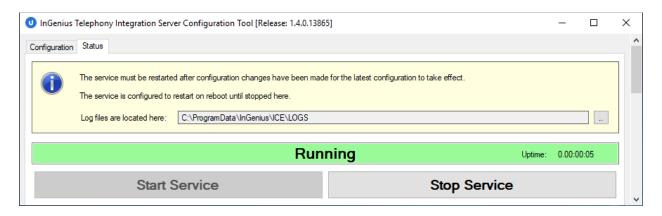


# 8.3. Start Service

Select Status from the top menu to display the screen below, and click Start Service.



The screen is updated, as shown below.



# 9. Verification Steps

This section provides the tests that can be performed to verify proper configuration of Communication Manager, Application Enablement Services, and InGenius Connect.

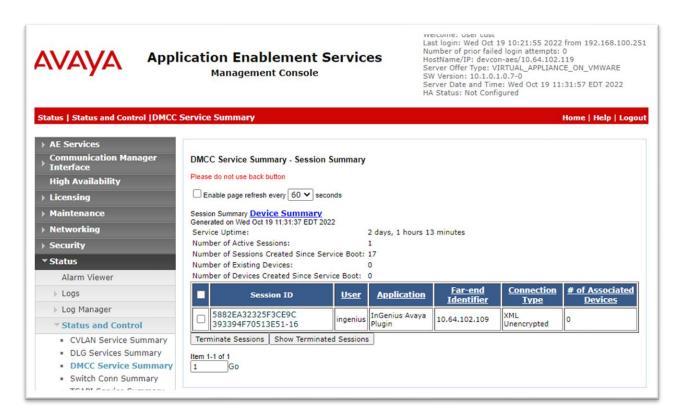
# 9.1. Verify Avaya Aura® Communication Manager

On Communication Manager, verify the status of the administered CTI link by using the **status aesvcs cti-link** command. Verify that the **Service State** is *established* for the CTI link number administered in **Section 5.3**, as shown below.



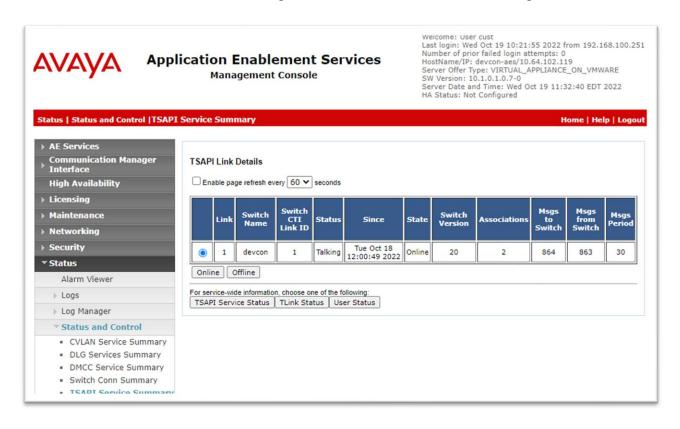
# 9.2. Verify Avaya Aura® Application Enablement Services

On Application Enablement Services, verify the status of the DMCC service by selecting **Status Status and Control DMCC Service Summary** from the left pane. The **DMCC Service Summary** - **Session Summary** screen is displayed. Verify the **User** column shows an active session with the InGenius user name from **Section 6.4**.



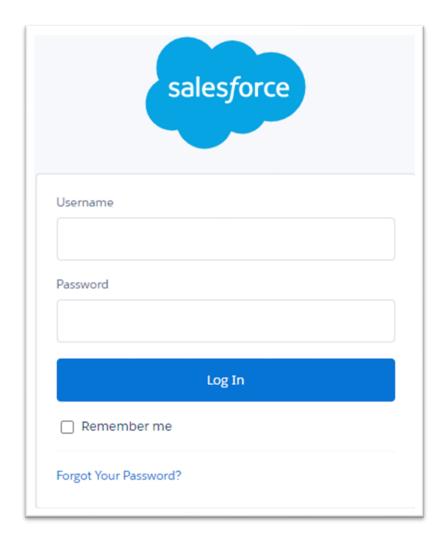
Verify the status of the TSAPI service by selecting Status → Status and Control → TSAPI Service Summary from the left pane. The TSAPI Link Details screen is displayed.

Verify that the **Status** is *Talking* for the TSAPI link administered in **Section 6.3**, and that the **Associations** column reflects the number of agents from **Section 3** that are currently logged into InGenius Connect and connected to the agent stations on Communication Manager.

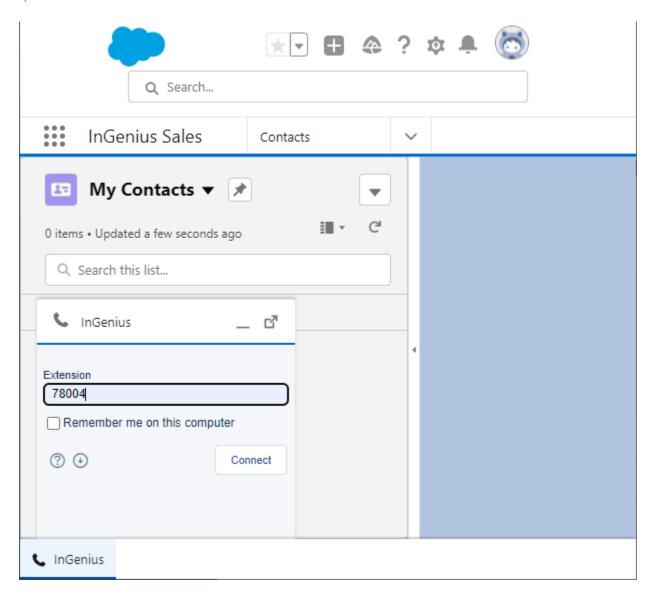


# 9.3. Verify InGenius Connector Enterprise

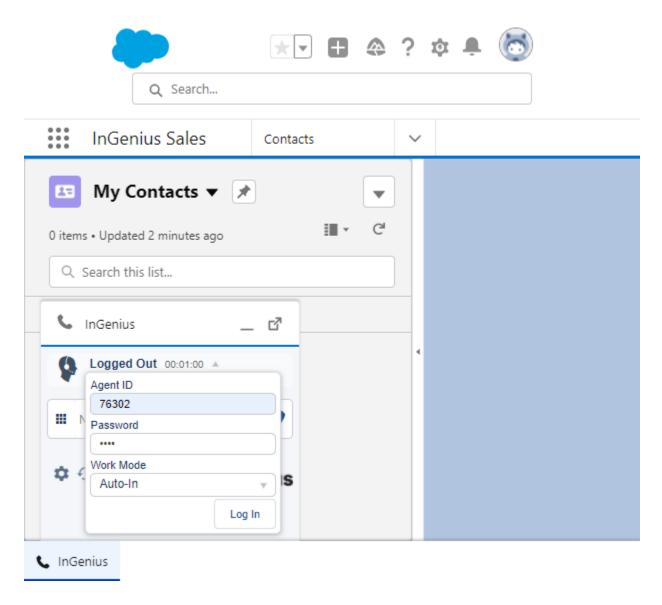
From an agent PC, launch an Internet browser window and enter the Salesforce URL. Log in with the appropriate Salesforce user credentials.



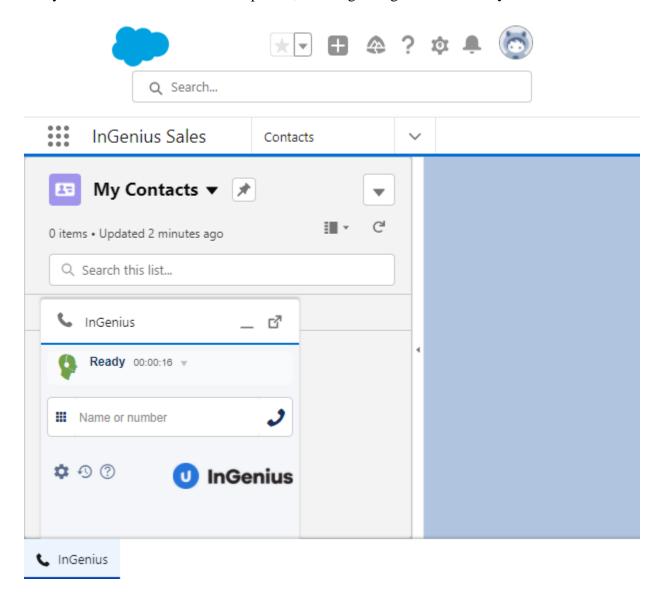
The screen below is displayed next. Select the phone icon from the top menu to display the **InGenius** floating screen shown below. Enter the relevant agent station extension from **Section 3**, and click **Connect**.



The **InGenius** screen is updated, as shown below. Click on the **Log in** drop-down to display additional parameters. For **Agent ID** and **Password**, enter the relevant credentials from **Section 3**. For **Work Mode**, select the desired work mode, in this case *Auto-In*. Click **Log in**.

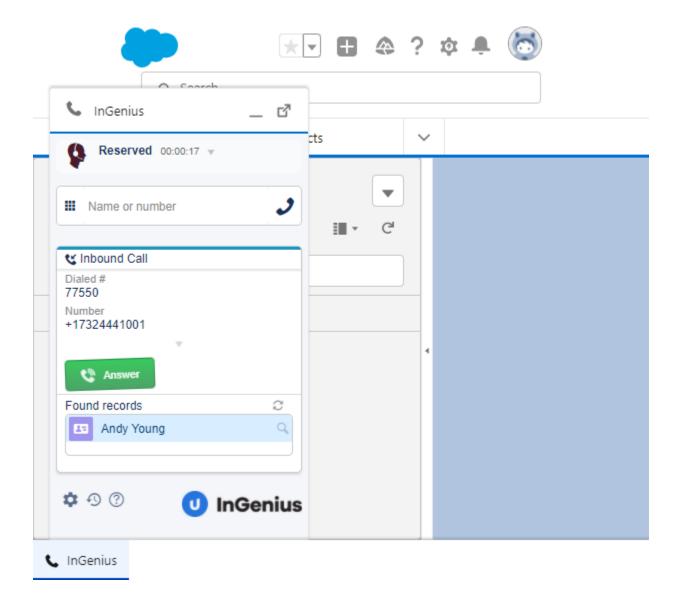


Verify that the InGenius screen is updated, showing the agent in the Ready state.

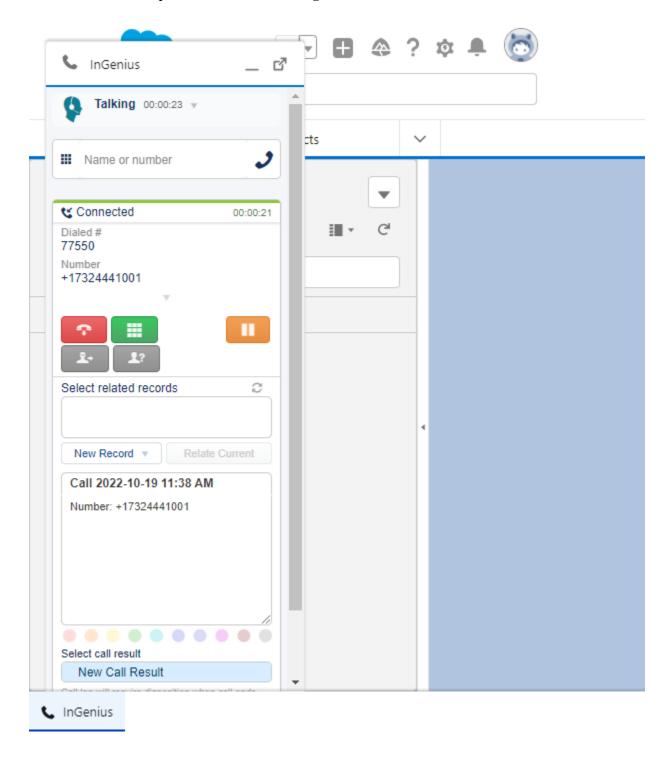


Make an incoming ACD call. Verify that the **InGenius** screen for the available agent is updated to reflect **Reserved** and **Inbound Call**, along with proper call information. Also verify that the background window is populated with the uniquely matching contact record associated with the PSTN caller number, as shown below.

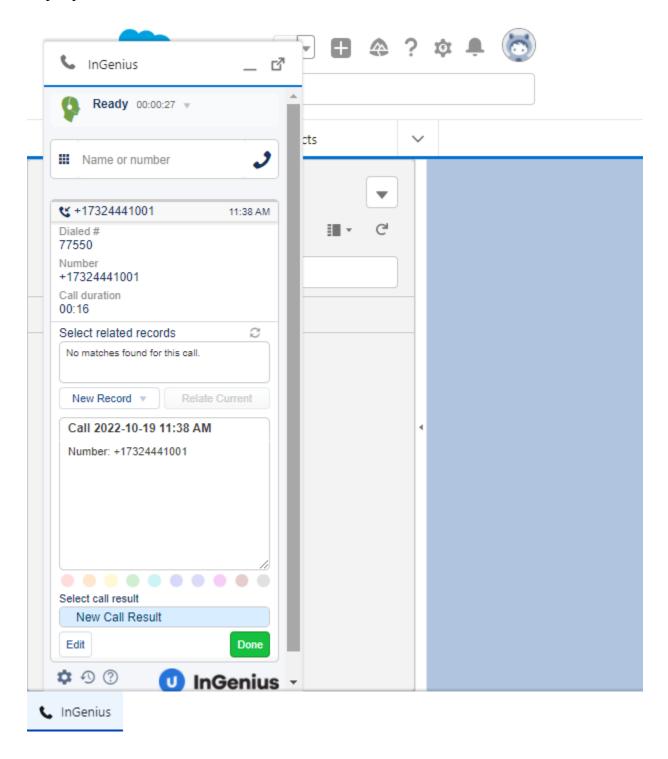
#### Click **Answer** in the **InGenius** screen.



Verify that the agent is connected to the PSTN caller with two-way talk path, and that the **InGenius** screen is updated to reflect **Talking** and **Connected**, as shown below.



When the ACD call is terminated, the following InGenius screen is displayed while the agent wraps up the call.



#### 10. Conclusion

These Application Notes describe the configuration steps required to integrate Upland InGenius Connect for Salesforce with Avaya Aura® Communication Manager and Avaya Aura® Application Enablement Services. Upland InGenius Connect for Salesforce was able to change and monitor agent states, place and answer calls, and perform call transfers and conferences. All feature and serviceability test cases were completed with observations noted in **Section 2.2**.

#### 11. Additional References

This section references the product documentation relevant to these Application Notes.

- **1.** Administering Avaya Aura® Communication Manager, Release 10.1.x, Issue 2, September 2022, available at <a href="http://support.avaya.com">http://support.avaya.com</a>.
- **2.** Administering and Maintaining Aura® Application Enablement Services, Release 10.1.x, Issue 5, September 2022, available at <a href="http://support.avaya.com">http://support.avaya.com</a>.
- **3.** *Administering Avaya Aura*® *System Manager*, Release 10.1.x, Issue 7, September 2022, available at http://support.avaya.com.
- **4.** Administering Avaya Aura® Session Manager, Release 10.1, Issue 4, September 2022, available at http://support.avaya.com.
- **5.** *InGenius Connect Administrator Guide*, Version 2022 R1.0, available upon request to InGenius Support.
- **6.** *InGenius Connect User Guide*, Version 2022 R1.0, Telephony System: Avaya, available upon request to InGenius Support.

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