NEWS RELEASE

# AINEO Networks Chooses Mitel to Expand Cloud Communications Offerings in Japan

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- Software-based solution allows rapid deployment of cloud services
- Opens up new market and recurring revenue opportunities for service providers
- Delivers access to cloud-based, real-time communications for a mobile-first world

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in real-time business, cloud and mobile communications, and **AINEO Networks**, Japan's leading provider of international communications systems by volume, today announced an agreement to expand AINEO's iPBX Hosting solution with MiCloud, Mitel's industry-leading cloud platform for service providers.

The iPBX cloud is AINEO's fastest-growing business with services currently offered out of Tokyo and Osaka. AINEO also has plans for future expansion. iPBX Hosting partners will migrate to the new system by the end of 2016. New companies will be added as the service becomes available.

Quotes

"Powered by the Mitel cloud platform, iPBX Hosting will be expanded to include hundreds of thousands of users," said Spencer Wolfe, Managing Director, AINEO. "Our partner clients are eager to begin enjoying a more seamless experience as they empower their sales personnel with mobile-first technology that simplifies communications and collaboration and integrates with key CRM applications."

"Strong demand for cloud services, predicted for Japan over the next several years, presents a significant opportunity for AINEO and its partners to grow and thrive with a source of recurring revenue," said Patrik Sorqvist, Vice President, Mitel Cloud Services. "MiCloud helps set them on the path sooner with a solution that deploys quickly and delivers the flexibility today's end users require for connecting and collaborating."

Important Facts

- AINEO services are used by nearly every major multinational firm with a presence in Japan or Korea.
- **More than two million** cloud business communications subscribers trust Mitel.
- Mitel is the **fastest-growing** provider of cloud business communications in the world with the number one market share position based on total cloud users globally.
- AINEO and Mitel will exhibit at the **Work-style Innovation Expo** in Tokyo, July 13-15.

Related Materials

- Discover "**How Cloud Communications Is Opening Up Possibilities**"
- Learn more about "**Mobilizing Real-Time Communications**"
- **Get more information on Mitel's** cloud solution for service providers

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Tags/Keywords
Cloud, MiCloud, AINEO Networks

About AINEO
Founded in Tokyo, Japan in 1997, AINEOTM Networks is Japan's leading communications and phones systems installations and maintenance company by volume of installed phones. Best known for supporting airlines, financial institutions and call centers in Japan, AINEO Networks is also known for localizing and introducing North American unified communications products into the Japanese market, and providing cloud based email, chat, and collaboration services. AINEO services are used by nearly every major multinational firm with a presence in Japan or Korea.