NEWS RELEASE

Bouygues Telecom Entreprises Chooses Mitel to Meet Customer Demand for Advanced Cloud Communications

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- Leverages Mitel's cloud and unified communications for two million professional and corporate users
- Delivers a single, seamless managed service experience for medium and large enterprises
- Optimizes the modern workforce with UCaaS solutions that break down barriers of communications

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in real-time business, cloud and mobile communications, announced today that Bouygues Telecom Entreprises, the third largest enterprise carrier in France, chose Mitel UCaaS solutions to deliver real-time communications, collaboration and conferencing to medium and large businesses.

Bouygues Telecom has 14 million customers and its Enterprise division handles over two million professional and corporate users. As a result of this partnership, it will now also be able to offer medium and large-sized businesses the many benefits of Mitel MiCloud. These solutions can easily and quickly be adapted according to the companies' changing needs, no matter their size.

For the growing mobile enterprise, Bouygues Telecom Entreprises now offers its customers advanced communications tools and services that are accessible from any device. These include feature-rich voice, video and collaboration tools with telepresence, chat, audio and videoconferencing capabilities, screen and desktop sharing.

This brings businesses increased profitability and labor efficiencies with offices and individuals that are seamlessly connected to support real-time collaboration while also bringing customers closer.

Quotes

"Bouygues Telecom Entreprises has always set itself the objective of bringing the latest technological advances to the largest number of people," said Thierry Labbé, Managing Director of Bouygues Telecom Entreprises Division. "We have chosen to partner with Mitel due to its leadership position within the UC market and its ability to provide a future-proof solution for both our customers' business and our own business."

"We're moving to a mobile-first world for enterprises, workers and consumers. Demand for unified and cloud communications keeps growing," said Bernard Etchenagucia, Mitel VP Sales, Southern Europe, and Managing Director, Mitel France. "As such, partnering with Bouygues Telecom Entreprises will help their customers seamlessly tie mobile and office environments together for greater speed and simplicity."

Important Facts

- **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.
- Mitel is the only brand across five **Gartner Magic Quadrant Reports** for business communications.

Related Materials

- See Frost & Sullivan's **full analysis** of Mitel's leadership in the cloud market.
- **Download** a free copy of the "Cloud Communications for Dummies" eBook.
- Read the **white paper** on how consumer demand is shaping today's cloud communications and making it more crucial than ever.

Social Media
Twitter: .@BouyguesTel_Ent chooses @Mitel to meet customer demand for advanced #cloud #communications
Twitter: A market-leading French carrier @BouyguesTel_Ent enters the #UCaaS market with #Mitel #MiCloud

Tags/Keywords
UCaaS, Bouygues Telecom, Cloud, Unified Communications, UCC, Collaboration, MiCloud, Mobile-First, Mobile Enterprise

About Bouygues Telecom Entreprises

Since 1997, Bouygues Telecom has offered businesses fixed, mobile, Internet, networks and cloud communication solutions. Today over 2 million professionals and businesses trust Bouygues Telecom, including companies such as AIR FRANCE, La Poste (French Post Office), TOTAL and LAFARGE. With its fixed national IP fibre network, and the quality of its Mobile 4G network currently covering 75% of the population, which will increase to 82% at the end of 2016, companies can take full advantage of its technological innovations from its almost 20 years in the market. The company is present in Paris and its regions, and with 900 employees Bouygues Telecom support their customers in choosing, installing and monitoring of their telecom and IT solutions. It relies also on more than 70 certified distributors across France. For more information, go to **www.bouyguestelecom-entreprises.fr** and follow us on Twitter **@BouyguesTel_Ent**