NEWS RELEASE

CRN Recognizes Mitel With Appointment of Two Executives to Its Channel Chief List for 2015

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Underscoring its strong focus on partner solutions and deep channel expertise, Mitel® (Nasdaq:MITL) (TSX:MNW) has been honored by CRN Magazine with the appointment of two executives to its Channel Chief list of 2015. Both Timothy Gaines, SVP channel sales for the Americas, and Sandra Hill, VP distribution and sales strategy, were honored with the distinction.

"It doesn't surprise me that two executives from Mitel have been named CRN Channel Chiefs. Mitel has a strong channel network that we cultivate, working closely with our partners to deliver the best business communications solutions for our joint customers. It is a true team effort, as these awards highlight," said Joe Vitalone, Mitel's EVP and president of the Americas region.

Mitel has continued to add strategic partners to its program, particularly around cloud communications and contact center offerings. Further, Mitel has helped its network of partners grow and accelerate business through its new partner program, launched last summer. It has increased sales training and qualification, which is helping to drive Mitel's channel program.

"We've seen tremendous growth with our channel over the past year as we've further strengthened Mitel expertise among our partners and worked closely to jointly deliver solutions that help our customers succeed," said Hill. This is the second consecutive year she has been named a CRN Channel Chief.

"The channel is our engine for delivering Mitel solutions and we've focused on helping our partners power the best

business communications and collaboration available. We've taken leadership in cloud communications and continue to help our partners grow with contact center solutions. The Channel Chief distinctions honor our entire team and our partners in developing a successful program that ultimately benefits our customers," said Gaines.

The list of channel chiefs is comprised of top executives heading up the most successful channel organizations in the IT industry factoring in experience and innovation. These executives head up partner programs integral to the success of solution provider business growth. The Channel Chiefs List is published in CRN, **CRN.com** and CRN Tech News tablet app.