NEWS RELEASE

Finnish Operator Setera Chooses Mitel Cloud Solution to Expand Offerings in Southern Europe

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- Software-based solution allows rapid deployment of cloud services
- Opens up new market and 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, today announced Finnish fixed and mobile operator **Setera** will power new offerings in Italy with MiCloud, the industry-leading cloud platform designed for service providers to quickly launch cloud services and grow recurring revenue.

Setera has provided small and medium-sized enterprises in Finland with MiCloud services since 2009. The company continues to do so under its Office+ brand, which it plans to launch in Southern European markets beginning with Italy in September and following with Spain at the end of 2016.

Quotes

"Our customers appreciate the simplicity and advanced capabilities of the user experience, particularly the true integration of mobility. In Finland, desk phones have been obsolete for many years already, in fact, most business users just have smartphones. We want to bring this kind of mobility to all of our customers in Europe and have ambitious Pan-European plans," said Tuomo Kiesvaara, CEO, Setera Communications. "With an ongoing focus on innovation, Mitel is the best partner for Setera as it continuously enhances its software to deliver new valuable

features to our customers."

"Service providers in the EMEA region increasingly recognize the opportunity cloud offers for broadening their portfolios to attract more business and gain a foothold in new markets," said Patrik Sorqvist, Vice President, Mitel Cloud Services, EMEA. "Mitel can help them grow revenue and increase their competitive edge with a mobile-first-designed, easy-to-deploy solution they can launch under their own brand to provide customers with flexible, real-time communications and collaboration capabilities."

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.
- Setera's IP-based service is available on five continents.

Related Materials

- Discover "**How Cloud Communications Is Opening Up Possibilities**"
- Download the white paper "**Work 3.0: The Next-Generation Model for Smarter Business**"
- Learn more about "**Mobilizing Real-Time Communications**"
- **Get more information on Mitel's** cloud solution for service providers

Social Media
Twitter: Finnish operator Setera chooses Mitel #cloud solution to expand offerings in Italy
Twitter: Italian businesses to benefit from Setera's simple, seamless, cloud-based communications powered by Mitel

Tags/Keywords
Cloud, Setera