NEWS RELEASE

Frost & Sullivan Selects Mitel for Cloud Services Innovation and Leadership Award

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- Fastest-growing cloud business with above-average industry growth rates
- Powers real-time communications and collaboration for today's mobile-first world
- Strong international presence and ability to meet evolving needs of any size business

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in real-time business, cloud and mobile communications, announced today it has received a **Frost & Sullivan** Competitive Strategy Innovation and Leadership Award. The award recognizes Mitel's success in providing hosted IP and Unified Communications as a Service (UCaaS) in Europe and North America through the company's MiCloud solutions suite.

As the market rapidly migrates to cloud services, businesses are increasingly looking to vendors to help them gain a competitive advantage. In its Best Practice Research analysis, Frost & Sullivan attributes Mitel's cloud leadership to "effective strategy and strong execution, competitive differentiation, compelling customer purchase and ownership experiences, and a powerful brand."

For an industry overview and full analysis of Mitel's leadership in the cloud market, **download the report**.

Quotes

"Mitel stands out among hosted IP telephony and UCaaS solution providers with its diversified platforms and cloud

services portfolio," said Elka Popova, North American Program Director, Connected Work, Frost & Sullivan. "As the market matures and competitors with less robust portfolios or unsustainable business models fail to thrive, Mitel is well positioned to capture further market share."

"Steady cloud adoption continues with companies looking to cloud services as a competitive edge to enhance collaboration, drive business performance and flexibly manage their cost structure," said Jon Brinton, EVP and President, Mitel Cloud Division. "Mitel's cloud services deliver all of these advantages, enabling seamless business communications for today's mobile world."

Related Materials

- **Pre-register today** and be among the first to get 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.
- Find out how **team collaboration software** can make your business more productive and reduce email by an average of 40 percent.

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Tags/Keywords
UCaaS, Cloud, Unified Communications, Collaboration