NEWS RELEASE

Master Agent Telarus Crowns Mitel with the Partners' Choice Award for Best Overall Supplier

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Nominations from among Telarus' 6400+ partners earn Mitel a record four awards

Mitel®, a global leader in business communications, scooped up multiple honors, including Partners' Choice for Best Overall Supplier, during a special awards ceremony hosted recently by Telarus, a key Mitel cloud partner and master agent of business cloud infrastructure and contact center services. The semi-virtual event took place at the Hale Center Theatre in Sandy, Utah, and recognized a select group of suppliers out of more than 200 service providers.

Sweeping the "people's choice" categories based on nominations from among Telarus' 6400+ partners, Mitel also locked in wins for members of its cloud sales team. Richard Fry was named Top National Channel Manager for the second year in a row, while Jessica Martin and David Sirokman both received recognition as Best Local Channel Managers for their respective regions.

The largest privately held technology services distributor in the United States, Telarus represents an important go-to-market channel for delivering Mitel's cloud communications and collaboration solutions to customers in the U.S., Canadian and UK markets. Mitel also partners with Tradewinds Brokerage, a Telarus company and the first technology services distributor, to address growing global demand for cloud services in Australia and New Zealand.

As organizations look to drive greater productivity and enable work-from-anywhere models, many are accelerating

their decisions to move some or all of their communications technologies to the cloud. Mitel offers greater choice in cloud solutions to help them find the best fit for their organization's needs. For businesses seeking a public cloud, unified communications-as-a-service offering, **MiCloud Connect** provides an all-in-one communications, collaboration and contact center solution that combines ease-of-use with security and reliability. MiCloud Connect is available through Telarus' partners and other Mitel resellers.

Quotes

"It is a huge honor for us to publicly recognize the hard work of people who go above and beyond for Telarus and our partners," said Roger Blohm, Executive Vice President of Telarus. "Their willingness to work with us in the field to recruit new partners, to support our events, it all blends into the recipe of a healthy channel selling community. Our 31 percent sales increase last year was fueled by our suppliers' valiant efforts who never utter the words 'that's not my job.' They make it happen again and again, and for that, we express our gratitude and appreciation."

"Congratulations to Richard, Jessica and David. These awards are high praise for the commitment they've shown in delivering an exceptional experience for Telarus and its ecosystem of partners. Our extended team also deserves a round of applause for their roles in helping us achieve recognition for best overall supplier," said John Lindsley, Vice President of Channels, Mitel. "The combined Mitel-Telarus team is well-positioned to continue meeting the demand for cloud as more organizations fast track their digital transformation plans to ensure business continuity and enable new ways of working."

Additional Facts

• Mitel is a leading provider of cloud communications, enabling more than 5 million users, including 1.5 million UCaaS customers (Source: Synergy Research Group).
• MiCloud Connect was named a **Best Business Tool of 2019 by Newsweek**.
• Eastern Management ranks Mitel **best in value for UCaaS and hosted PBX solutions**.
• CRN®, a brand of The Channel Company, gives Mitel a **5-Star rating in its 2019 Partner Program Guide**.

Related Materials

• Read the blog: "**6 Signs Your COVID-19 Workforce Needs Cloud Phone Technology**."
• Download the e-book: "**Life on the Other Side of the Pandemic**."
• Download the white paper: "**2019 Workplace Productivity and Communications Technology Report**."