NEWS RELEASE

Mitel Appoints New VP of International Channels to Drive Go-to-Market Channel Strategy

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Paul Riordan to support partners in meeting customer demand for seamless communications and collaboration

Mitel® (Nasdaq:MITL) (TSX:MNW) today announced the appointment of Paul Riordan as Vice President of International Channels. Riordan will work with Mitel's network of value-added resellers, service providers and distributors to grow Mitel's market share in the EMEA and APAC regions.

Riordan will take a leading role in driving Mitel's integrated **Global Partner Program**, which is designed to deliver exceptional customer experience while effectively accelerating growth and profitability. The program, announced earlier this year, consolidates and unifies Mitel's partner program across regions.

Previously, Riordan held several roles internationally in U.S. and European markets. As VP Worldwide Strategy UCC at Atos, he oversaw development of the go-to-market approach, pricing, margin quality improvement program and customer quality and satisfaction initiative. His 25-year career in communications technology also includes leadership positions at Avaya, Juniper Networks and Cisco.

Riordan will report to Jeremy Butt, Mitel's Senior Vice President of International.

Quotes

“Whether they need a UC solution for greater control or are taking their first steps towards cloud, businesses rely on the channel in making these strategic decisions,” said Jeremy Butt, Mitel’s Senior Vice President of International. “With his depth of experience in managing channel relationships, Paul will be instrumental in ensuring partners are well-equipped to solve end customers’ communications challenges.”

“Paul has extensive experience successfully working with partners and growing partner programs. Under his leadership, Mitel is well positioned to help our partners succeed in the unified communications industry,” said Mike Conlon, Mitel’s Vice President of Global Channels.

“Mitel understands what it takes to support the channel and how crucial these partners are in growing the business,” said Paul Riordan, Mitel Vice President of International Channels. “Our aim is to work closely alongside them to help organizations leverage innovative communications and collaboration tools to become more productive and deliver better customer experiences.”

Additional Facts

• Mitel is #2 in UCaaS market share worldwide (source: Synergy Research Group) and is the #1 supplier of business communications systems in Europe (source: MZA).

• Mitel is the only brand recognized across all three Gartner Magic Quadrants for communications: Contact Center, Unified Communications and Unified Communications as a Service.

Related Materials

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