NEWS RELEASE

Mitel Enhances its Distribution Strategy by Shifting On-Site Portfolio in the U.S.

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Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in business communications, today announced an expansion of its partnership with ScanSource (Nasdaq:SCSC) to streamline the distribution of its on-site products in the United States and to better equip U.S. partners with the high-value tools, services, and support needed to grow. Today's announcement is the next in a series of strategic steps to align Mitel's go-to-market approach globally. This follows the **recent announcement** of Mitel's new global partner program and the company's intent to leverage the strengths of distribution.

As a result of the expanded partnership, ScanSource will now serve as the primary U.S. distributor for all Mitel on-site products. In addition to holding product inventory, ScanSource will provide sales support, offer both technical and professional support, and manage onboarding, training and certifications.

Jenne and Ingram Micro continue to play an important part of Mitel's go-to-market program in the United States and will continue to support their existing Mitel partners.

Quotes

"In the rapidly evolving and highly competitive U.S. market, modernizing and simplifying our go-to-market strategy is key to driving growth and expansion for our partners and for Mitel," said Mike Conlon, Vice President, Global

Channels, Mitel. "By strengthening our partnership with ScanSource, Mitel partners can take advantage of the speed, simplicity and scale of services available from the market's premier value-added distributor, while leveraging Mitel's innovation and technology to support customers and drive growth."

"The move to distribution helps CT-Pros, Mitel and our customers accelerate the speed with which we do business because it operationalizes and simplifies the entire process, making it more seamless and systematic," said Joe Rittenhouse, President of Business Development, Converged Technology Professionals. "For us, the range of services and benefits of working with a distributor like ScanSource have made the experience great. The transition was quick and efficient."

"Our team of communications professionals have an extensive knowledge of Mitel's solutions and are providing insight and support to our partners every day on the many ways that Mitel's solutions can enable them to meet the needs of their end users," said Buck Baker, co-president, US and Canada, ScanSource, Inc. "We are very excited to offer that high level of support, in addition to productivity-enhancing programs, to Mitel's direct partners. Our goal is the same as theirs - to grow their business and uncover new opportunities. We appreciate having the opportunity to support them."

Important Facts

- Mitel has been recognized as a Leader in the **Gartner Magic Quadrant for Unified Communications** for four consecutive years.
- Mitel is ranked **#2 in UCaaS Market Share Worldwide** by Synergy Research.
- Mitel recently crossed the **one million-seat** mark for UCaaS subscribers worldwide.