NEWS RELEASE

Mitel Executive Mike Conlon Recognized as 2018 CRN® Channel Chief

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Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in business communications, announced today that CRN®, a brand of The Channel Company, has named Mike Conlon, Vice President of Global Channels for Mitel, to its prestigious list of 2018 Channel Chiefs. The executives on this annual list represent top leaders in the IT channel who excel at driving growth and revenue in their organization through channel partners.

Channel Chief honorees are selected by CRN's editorial staff on the basis of their professional achievements, standing in the industry, dedication to the channel partner community, and strategies for driving future growth and innovation. Each of the 2018 Channel Chiefs has demonstrated loyalty and ongoing support for the IT channel by consistently promoting, defending and executing outstanding channel partner programs.

As Vice President of Mitel's Global Channels, Conlon has led a series of strategic initiatives to align the company's go-to-market approach globally. These include the consolidation and unification of Mitel's partner program across regions and streamlining the distribution of Mitel's U.S. on-site portfolio.

Quotes

“The executives on CRN’s 2018 Channel Chiefs list stand out for their exceptional leadership, vision and commitment to the channel,” said Robert Faletra, Executive Chairman of The Channel Company. “These individuals deserve special recognition for their development and support of robust partner programs, innovative business strategy and significant contribution to the overall health of a vigorously growing channel. We applaud each Channel Chief’s impressive record of accomplishments and look forward to their future successes.”

“As the shift to cloud-based communications accelerates, Mitel is driving a deeper, more strategic level of collaboration with the channel community to provide our partners with the support they need now and a clear path to the future,” said Todd Abbott, Executive Vice President, Global Sales & Services, Mitel. “This is well-earned recognition for Mike’s efforts in advancing more simplified programs and processes in support of that objective while making it easier for partners to do business with Mitel, reap immediate benefits and deliver an exceptional customer experience.”

Additional Facts

• Mitel has been recognized as a Leader in the Gartner Magic Quadrant for Unified Communications for four consecutive years.
• Synergy Research Group has confirmed Mitel’s position as the #2 unified communications as a service (UCaaS) vendor worldwide
• Mitel hosted cloud solutions are trusted by more than one million global subscribers.

Related Materials

• Download the Tolly Group's competitive comparison reports on MiCloud Connect and MiCloud Flex.
• Visit Mitel in booth #2029 at Channel Partners Conference & Expo April 17-20 in Las Vegas.