NEWS RELEASE

Mitel Executives Sara Hellon and Stephanie Ford Recognized on CRN's 2017 Women of the Channel List

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Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in enterprise communications, announced today that **CRN®**, a brand of **The Channel Company**, has named Sara Hellon, Vice President of Sales Operations and Programs, and Stephanie Ford, Director of Southeastern U.S. and Caribbean, to its prestigious 2017 Women of the Channel list. The executives who comprise this annual list span the IT channel, representing vendors, distributors, solution providers and other organizations that figure prominently in the channel ecosystem. Each is recognized for her outstanding leadership, vision and unique role in driving channel growth and innovation.

CRN editors select the Women of the Channel honorees based on their professional accomplishments, demonstrated expertise and ongoing dedication to the IT channel.

As Vice President of Sales Operations and Programs, Hellon's primary focus is on driving improvements and simplification of the tools, processes and initiatives that enable Mitel's partners to grow. To this end, she successfully launched a comprehensive program across the EMEA and APAC regions to incorporate channel acquisition and accommodate regional variations with multiple, per-country tracks spanning Mitel's complete solutions portfolio.

In her role as Director of Southeastern U.S. and Caribbean Sales, Ford worked closely with partners to build their

understanding and expertise in emerging technology trends like IoT and embedded communications applications aimed at improving workflow for vertical market customers. She was also instrumental in helping partners transition from a hardware-centric approach to selling cloud services by ensuring fast-growth channels were properly trained and equipped.

The 2017 Women of the Channel list will be featured in the June issue of CRN Magazine and online at **www.CRN.com/wotc**.

Quotes

"These extraordinary executives support every aspect of the channel ecosystem, from technical innovation to marketing to business development, working tirelessly to keep the channel moving into the future," said Robert Faletra, CEO of The Channel Company "They are creating and elevating channel partner programs, developing fresh go-to-market strategies, strengthening the channel's network of partnerships and building creative new IT solutions, among many other contributions. We congratulate all the 2017 Women of the Channel on their stellar accomplishments and look forward to their future success."

"Our customers rely on the strength and capability of Mitel certified channel partners to ensure their IT plans are both practical and achievable," said Todd Abbott, Executive Vice President of Global Sales, Mitel. "Stephanie and Sara represent the very best of our industry in their capability to equip our channel partners of all types and sizes to deliver seamless communications and collaboration solutions."

Social Media
Twitter: **.@TheChannelCo** names @Mitel's Sara Hellon to @CRN 2017 Women of the Channel list #WOTC17 **www.CRN.com/wotc**.
Twitter: **.@TheChannelCo** names @Mitel's Stephanie Ford to @CRN 2017 Women of the Channel list #WOTC17 **www.CRN.com/wotc**.

About the Channel Company
The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education, and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequaled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. **www.thechannelco.com**

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