NEWS RELEASE

Mitel Expands North America Agent Program for Cloud

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Fastest Growing Cloud Communications Provider Makes Selling Cloud Services Even Easier

- Enhanced program triples rewards for North America-based agents
- Program also extends access to tools and resources for Mitel cloud resellers, including RFP response resources
- At 1.6 million, Mitel's installed base of cloud users is more than twice the size of its nearest competitor

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in real-time business, cloud and mobile communications, today announced a key enhancement to its agent program for North America, which simplifies and consolidates previous programs, triples rewards and provides preferred access to RFP resources.

As SMB and enterprise demand grows for cloud communications, Mitel is offering its richest incentive to date for both existing and new agent partners with potential payouts of three times* the monthly recurring commissions. Mitel's philosophy for cloud migration centers around providing a customizable, best-path-forward approach based on an organization's unique needs. Whether public, private or hybrid capabilities are required, Mitel offers flexibility in bundling, selling and seamlessly deploying cloud communications to preserve a customer's existing technology investment.

More businesses trust Mitel cloud solutions than any other brand. With the largest share of cloud users globally,

Mitel is now twice the size of its nearest competitor, reaching 1.6 million subscribers and seats, up from 850,000 in under a year. Strong growth also helped boost Mitel's total recurring payments to agent partners by 134 percent over a 24-month period. In addition, Mitel uniquely appears as the only provider in multiple Gartner Magic Quadrant reports, showcasing the company's ability to tie together a complete telephony, unified communications and contact center solution.

Quotes

"We're consistently hearing from our agents that customers recognize the benefits of moving to the cloud," said Alan Sandler, founder and managing partner of Sandler Partners. "What concerns customers most is finding a way to do so at a pace that's right for them, and they want to ensure they're not handing over critical aspects of their business to non-proven providers—that's why they choose Mitel."

"The move to cloud communications is well underway and Mitel understands that businesses of all sizes seek reliability, flexibility and security as they move forward," said Jon Brinton, executive vice president and general manager of Mitel Cloud Services. "We've made significant enhancements to our cloud partner program to further support resellers and the master agent community as they guide customers toward the most broadly deployed business solution for cloud-based, unified communications."

*For MiCloud Business or Enterprise sales with Mitel Provided Network Access (MPLS or IP) and an MRR of $5,000 or more.

Other Facts

- Mitel is an exhibitor at Cloud Partners 2015 in Boston'sHynes Convention CenterSept. 16-18; booth #825
- Mitel is globally recognized as a Leader in **Gartner's Magic Quadrant for Unified Communications**

Related Materials

- Find out **"How Cloud Communications Is Opening Up Possibilities"**
- Learn what it takes to "**Put Together a Winning Cloud Lineup**"
- Read **"10 Reasons Companies Are Moving Communications to the Cloud Today"**