NEWS RELEASE

Mitel Featured in CRN's 2019 Partner Program Guide

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Annual Guide Recognizes the IT Channel's Top Partner Programs

Mitel announced today that its Global Partner Program was honored with a 5-Star rating by CRN®, a brand of The Channel Company, in its 2019 Partner Program Guide. This annual guide identifies the strongest and most successful partner programs in the channel today, offered by the top technology suppliers for IT products and services. The 5-Star rating recognizes an elite subset of companies that offer solution providers the best partnering elements in their channel programs.

To determine the 2019 5-Star ratings, The Channel Company's research team assessed each supplier's partner program based on investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support, and communication.

Mitel's go-to-market approach is deeply rooted in the channel, with strong partner and agent relationships serving as a cornerstone of the company's success. The Mitel Global Partner Program provides a consistent foundation that enables every partner to serve as a trusted technology advisor and offer customers greater choice and maximum flexibility with Mitel's broad portfolio of cloud, on-site and hybrid solutions. For more information on the Mitel Global Partner Program, visit **www.mitel.com/partners**.

Quotes

"With new technologies emerging every year, evaluating which IT vendors to partner with grows increasingly more

complex for solution providers," said Bob Skelley, CEO, The Channel Company. "We are proud the CRN Partner Program Guide has become the trusted resource to identify the most rewarding partner programs and provides crucial insight into their strengths and benefits for the channel."

"Businesses of all size and kind are moving to the cloud to access advanced applications and productivity tools to communicate and collaborate more effectively. Whether they choose a public or private cloud solution depends on their unique needs," said Lana King, Senior Director, Global Channel Strategy and Programs, Mitel. "Mitel's partner program has evolved to address this reality, supporting partners and agents as they help customers navigate the migration. CRN's 5-Star rating validates our approach and serves as a seal of approval of our investment in the success of every Mitel partner and customer."

The 2019 Partner Program Guide will be featured in the April issue of CRN and online at **www.CRN.com/ppg**.

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 unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. **www.thechannelcompany.com**