NEWS RELEASE

Mitel Global Channel Lead Daren Finney Honored on Inaugural Channel Futures Channel Leaders List

11/22/2022

The List Recognizes the Most Future-Minded, Influential, and Impactful Channel Leaders in Communications and Collaboration

Mitel® is pleased to announce that Daren Finney, Senior Vice President of global channel sales, is among the 20 honorees on the first Channel Futures Channel Leaders list for communications and collaboration. The list recognizes these individuals as leaders who will determine the future of the channel as they redefine the partner-supplier relationship.

The communications and collaboration channel leaders were selected based on their companies' market share, growth potential, strength of partner network, scope of partner program, and the individual's impact on the partner ecosystem.

With over 25 years of global sales and channel operations experience, Daren Finney has led Mitel's global partner organization since August 2021. He provides executive leadership on strategy, program development, and administration and is an outspoken champion of customer lifecycle management (CLM). He believes communications providers must serve as trusted advisors to their customers and provide flexible solutions backed by high-quality tools and data that offer real business value – both today and into the future.

“Mitel’s global network of expert partners is an integral part of our go-to-market strategy and ensures we maintain a deep understanding of our customers’ evolving needs," said Finney. “Our continued commitment to customer lifecycle management (CLM) is specifically designed to further solidify these already strong channel partner relationships by providing our partners and customers with the flexibility and choice they need to get the most from their communications investments in an ever-changing world.”

“As the industry faces one of its most tumultuous periods, it is essential for channel partners to connect with the leaders of today’s strategic technology providers. These individuals are the ones who are guiding their organizations and partner ecosystems into the future with innovative thinking and industry-defining channel programs. Channel Futures has identified the individuals who are fueling a new wave of growth and solutions partners can bring to customers.” said Robert DeMarzo, vice president of content, Informa Tech Channels.

More About Mitel’s Global Partner Program

Mitel delivers a full range of support and services that enable partners to play to their strengths, delivering value, trust, knowledge, and experience to end customers seeking to meet their business communications needs.

Mitel’s Global Partner Program delivers opportunities to create new revenue streams, increase profitability, and deepen customer relationships. For more about how to become a Mitel partner, visit **https://www.mitel.com/partners**.

More About 2022 Channel Futures Channel Leaders in Communications and Collaboration List

This list is the fourth of seven that will be unveiled one by one through the end of this year.

The channel leaders list, compiled by Channel Futures editors, are intended to provide the partner ecosystem with an in-depth look at each industry segment and spotlight those individuals responsible for the strategic direction of partner-facing organizations. As the nature of the channel changes, partners are developing deep ties with numerous suppliers in each technology solution segment they support. The channel leaders lists will identify the executives with whom they should establish strong relationships going forward.

About Mitel

A global market leader in business communications powering more than two billion business connections, Mitel helps businesses and service providers connect, collaborate, and provide innovative services to their customers. Our innovation and communications experts serve business users in more than 100 countries. For more

information, go to **www.mitel.com** and follow us on **LinkedIn** and Twitter **@Mitel**.

About Channel Futures

Channel Futures is a media and events destination for the information and communication technologies (ICT) channel community. It provides information, perspective and connection for the entire channel ecosystem, including solution providers (SPs), managed service providers (MSPs), managed security service providers (MSSPs), cloud service providers (CSPs), value-added resellers (VARs) and distributors, technology solutions brokerages, subagents and agents, as well as leading technology vendor partners and communication providers. More information is available at **channelfutures.com**.

Channel Futures is part of **Informa Tech**, a market-leading B2B information provider with depth and specialization in ICT sector.

Mitel Contact:
pr@mitel.com

Source: Mitel Networks Inc