NEWS RELEASE

Mitel Helps Hospitality Partners Deliver Advanced Solutions as Hotels Look to Mobile and Cloud Communications to Deliver a Connected Guest Experience

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With its **acquisition of global hospitality specialist TigerTMS now complete**, Mitel® (Nasdaq:MITL) (TSX:MNW), a recognized leader in providing communication solutions to the hospitality industry, today announced that it has launched a new and more comprehensive Hospitality authorizedPARTNER Program. The new program coincides with the emergence of mobile and cloud technologies as key capabilities to drive operational efficiency and customer loyalty in the hospitality industry, requiring partners to rethink and retool their skills and capabilities.

The new Hospitality authorizedPARTNER designation has been developed as a specialized vertical track that aligns with Mitel's existing North American Channel Program. Partners are accredited in one of three levels of distinction; Expert, Advanced or Basic, with a focus on helping partners capitalize on increasing demand for real-time communications and a cloud-enabled connected guest experience.

"We welcome Mitel's new Hospitality authorizedPARTNER Program and its focus on refining, expanding and growing the program," says David Dorough, President of Pinnacle Communications, Mitel's #1 hospitality authorized partner. "The new channel partner program allows for validation of Pinnacle's extensive capabilities with the new distinction levels which for the first time require verified references, Cloud service deliveries, and expanded technical certifications."

Mitel's Hospitality authorizedPARTNER program recognizes partners for their accomplishments in multiple areas including: availability of Certified Hospitality Technicians, current relationships with hospitality customers, number of hospitality customer references, and technical expertise in providing both premise and cloud-based Hospitality solutions. It also recognizes partners delivering Mitel's Hospitality Cloud solution, which has a variety of deployment models, including the recently released Mitel provided service in the U.S.

"For years, the IT requirements of the hospitality industry remained largely unchanged with the phone, the TV and the front desk as the primary guest interfaces. The mass availability of cloud communications and mobile devices however has radically changed the hotel experience for guests and operators," says Graham Bevington, Chief Sales Officer - Mitel. "Our Hospitality authorizedPARTNER program is designed to address that changing landscape, providing a specialty focus within our Channel Partner community to help them successfully fulfil new customer expectations."

Mitel and TigerTMS will be exhibiting at the upcoming HITEC hospitality industry event taking place June 15 - 18 in Austin, Texas, on booth 1643 (TigerTMS) and booth 2109 (Mitel).