NEWS RELEASE

Mitel Partners With Westcon-Comstor to Strengthen Go-to-Market Opportunities in Germany

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- Expands Mitel's business opportunities in Germany as customers look for cloud-capable solutions.
- Enables more businesses in Germany to take advantage of seamless communications and collaboration.
- Provides channel partners strong support and access to market-leading solutions.

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in business communications, today announced a partnership with Westcon-Comstor, a leading technology distributor. Westcon-Comstor will distribute Mitel's portfolio of on-site and cloud-based communications and collaboration solutions in the German market.

As companies increasingly look to new technology solutions to help digitally transform their businesses, demand for seamless communications and collaboration grows. Channel partners are looking for best-in-class solutions that maximize this opportunity. Mitel will work closely with Westcon-Comstor to address this need in the mid-large size enterprise market via its broad on-site portfolio and applications. Westcon-Comstor will gradually expand into Mitel's cloud-based offering in order to take advantage of the strong momentum in cloud adoption across Germany.

Quotes

"With its market-leading position and extensive offering of on-site and cloud solutions, Mitel has an extremely attractive portfolio that allows us to address SMEs and enterprises alike," said Marianne Nickenig, Senior General Manager, UCC at Westcon-Comstor, DACH & EE. "Mitel's ability to support the requirements of businesses with both models gives us and our customers the flexibility and choice to meet the needs of today and tomorrow."

"With Westcon-Comstor, reseller partners in Germany will be able to strengthen their offerings with our cloud-capable solutions, and ultimately build a sustainable business. Together, we will offer end customers the best path to the cloud, through a powerful sales and service network and a broad portfolio of solutions," said Manuel Ferre Hernandez, Sales Director, Mitel Germany.

Important Facts

- Mitel is #1 supplier of business communications systems in Europe. (Source: MZA)
- Mitel was recognized as a Leader in the **Gartner Magic Quadrant for Unified Communications** for four consecutive years.
- Mitel was ranked **#2 UCaaS Market Share Worldwide** by Synergy Research.

Related Materials

- View the Synergy Research Group Overview of Q3 **Cloud Market Growth across segments**.

About Westcon-Comstor

Westcon-Comstor is a value-added technology distributor of category-leading solutions in Security, Collaboration, Networking and Data Center. The company is transforming the technology supply chain through its capabilities in Cloud, Services and Global Deployment. Westcon-Comstor combines expert technical and market knowledge with industry-leading partner enablement programs. Westcon-Comstor delivers results together through deep partner relationships. The company goes to market under the Westcon and Comstor brands.

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