



NEWS RELEASE

Mitel Recognized As A 5-Star Program In The 2026 CRN® Partner Program Guide

2026-03-18

Global Partner Program earns prestigious 5-Star distinction, reflecting sustained investment in partner performance

OTTAWA, Ontario--(BUSINESS WIRE)-- **Mitel**, a global leader in business communications, today announced that it has been honored by **CRN®**, a brand of **The Channel Company**, with inclusion in the 2026 CRN Partner Program Guide for the eighth consecutive year.

As solution providers adapt to shifting customer expectations and increasingly complex hybrid environments, vendor partner programs **have become central** to strategic growth decisions. Beyond financial incentives, partners look for vendors that provide meaningful enablement, marketing alignment, technical support, and clear communication, all of which contribute to long-term partner success in a competitive and evolving market.

For the 2026 Partner Program Guide, the CRN research team assessed technology vendors based on the strength and breadth of their partner program offerings, including partner training and enablement, pre- and post-sales support, marketing resources, technical assistance, and ongoing communication.

“Being included in the 2026 CRN Partner Program Guide reflects how today’s technology vendors are rethinking their partner programs to keep pace with a rapidly evolving channel,” said Jennifer Follett, VP, U.S. Content, Executive Editor, CRN, at The Channel Company. “As solution providers navigate new customer demands, business models and technologies, this annual guide serves as a critical resource for identifying vendors that are investing in

programs designed to drive long-term growth and shared success. The guide delivers meaningful insight into what sets each partner program apart, helping solution providers make confident, strategic partnership decisions.”

Mitel’s **Global Partner Program** supports partners in delivering hybrid communications, collaboration, and customer experience solutions through a structured, performance-based framework. The program includes tiered incentives, expanded specialization opportunities, enhanced training and certification resources, and improved tools that provide greater visibility into performance and program benefits. **Recent program enhancements** have streamlined qualification requirements and clarified reward structures, creating a more consistent and transparent partner experience.

“This recognition reflects the strength of our partner ecosystem and our disciplined focus on building a program designed to drive profitable, long-term value in an increasingly complex hybrid landscape,” said Steffen Kruger, Head of Global Partner Program at Mitel. “Our priority is to equip partners with the incentives, insights, and enablement they need to compete confidently, deepen customer relationships, and capture new growth opportunities. The 5-Star distinction from CRN affirms that our channel strategy is producing measurable business results for partners worldwide.”

The 2026 Partner Program Guide is available to view online at www.CRN.com/PPG. To learn more about Mitel, visit www.mitel.com.

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](#).

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About The Channel Company

The Channel Company (TCC) is the global leader in channel growth for the world's top technology brands. We accelerate success across strategic channels for tech vendors, solution providers, and end users with premier media brands, integrated marketing and event services, strategic consulting, and exclusive market and audience insights. TCC is a portfolio company of investment funds managed by EagleTree Capital, a New York City-based

private equity firm. For more information, visit [thechannelco.com](https://www.thechannelco.com).

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Source: Mitel Networks Inc