NEWS RELEASE

Mitel Recognized with a 5-Star Rating in the 2020 CRN® Partner Program Guide

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Mitel®, a global leader in business communications, has received a 5-Star rating from CRN®, a brand of The Channel Company, in its 2020 Partner Program Guide. This annual guide is the definitive listing of the most rewarding partner programs from technology companies that provide products and services through the IT channel. The 5-Star rating is awarded to an elite group of companies that offer solution providers the best of the best in their partner programs.

The Channel Company's research team analyzed each vendor's partner program to determine the 2020 5-Star ratings. Each was scored based on several factors, including investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support, and communication. Based on that assessment, the partner program with Mitel stands among the elite technology suppliers in the IT channel, providing maximum value and support for solution providers.

Mitel's channel relationships form the backbone of the company's go-to-market strategy. They are integral to delivering Mitel's broad portfolio of best-in-class communications and collaboration solutions aimed at powering customers' modern workflows and helping them transition to the cloud. The **Mitel Global Partner Program** offers partners a consistent platform for bringing together the tools, solutions and resources they need to provide customers with greater choice and flexibility in cloud, on-site and hybrid solutions.

The 2020 Partner Program Guide will be featured in the April issue of CRN® and online at **www.CRN.com/ppg**.

Quotes

"With the speed and complexity of technology today, solution providers need partners that can keep pace and support their growing business," said Bob Skelley, CEO of The Channel Company. "CRN's Partner Program Guide features insight into the strengths and benefits of each company's program to identify those that truly support and drive positive change within the IT channel."

"Mitel's strong channel relationships reflect a shared vision for transforming how organizations communicate and collaborate in ways that allow them to operate more effectively and drive better customer experiences," said Lana King, Senior Director, Global Channel Strategy and Programs, Mitel. "Because our program is designed to ignite growth for partners, we're continually looking for opportunities to deliver greater value and respond to rapid market changes, such as the increased demand for remote working solutions. It's gratifying to see our approach has once again earned CRN's stamp of approval."

Additional Facts

• Mitel is recognized as a Leader in the **2019 IDC MarketScape for Worldwide Unified Communications & Collaboration**.

• Eastern Management ranks Mitel **highest in mid-market and enterprise for customer satisfaction** for premises and hosted PBX solutions.

Related Materials

• Learn more about Mitel's **resources for remote working**.

• Download the white paper: "**2019 Workplace Productivity and Communications Technology Report.**"

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**.

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