NEWS RELEASE

# Mitel Recognizes Elite Partners for the Americas

4/26/2016

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in real-time business, cloud and mobile communications, recognized its top performing channel partners during a special awards ceremony held April 20 in San Diego as part of the 2016 Mitel Elite Experience partner event.

The ceremony, attended by partners from across the United States, Canada, Caribbean and Latin America (CALA), celebrated Mitel's largest partners and their efforts in driving business across the Mitel solutions portfolio throughout the Americas region. Awards ranged from achievements in top overall performance to success in more specific categories including cloud, contact center and vertical markets.

Top partners for 2016:

USA

- Partner of the Year 2015 - **Frontier Communications**
- Top Overall Revenue Partner 2015 - Frontier Communications
- Top Premise Revenue Partner 2015 - Frontier Communications
- Top Wholesale Cloud Bookings Partner 2015 - Frontier Communications
- Top Overall Growth Partner 2015 - **IPro Media**
- Top Vertical Revenue Partner 2015 - **Pinnacle Communications**
- Top Contact Center Growth Partner 2015 - **CT Solutions**
- Top Retail Cloud Bookings Partner 2015 - **ATCOM**

- Top Retail Cloud Growth Partner 2015 - **Chesapeake Telephone Systems**
- Top Wholesale Cloud Growth Partner 2015 - **Windstream Communications**

Canada

- Partner of the Year 2015 - **Zayo**
- Top Overall Growth Partner 2015 - **SaskTel**

CALA

- Partner of the Year 2015 - **Cimcorp**

Quotes

"We've been a Mitel partner nationally for seven years," said Ken Arndt, Frontier East Region President. "From traditional PBX technology to cloud-based communications anytime, anywhere, Mitel brings seamless integration."

"These awards are a reflection of the channels' commitment to deliver only the best communications solutions to their customers throughout the year," said Rich McBee, CEO, Mitel. "The success of Mitel is tightly tied to the success of our channel partners who represent our brand and our portfolio in the marketplace."

Important Facts

- **More than two million** cloud business communications users trust Mitel each day, representing **nearly one in four** cloud communications subscribers.
- Mitel is the only communications brand across five **Gartner Magic Quadrant reports for business communications**.

Related Materials

- Download the eBook "**Customer Experience for Dummies**"
- Download the infographic "**The Power of the Mobile Consumer**"
- Download the eBook "**Top Customer Experience Tips to Steal from the Pros**"
- Download the white paper "**Delivering a Digital Customer Experience for Today's Mobile Consumer**"
- Download the white paper "**Securing Real-Time Mobile Communications**"
- Download the infographic on preparing for the "**Rise of the Mobile Enterprise**"

Social Media

Twitter: Mitel Recognizes Elite Partners for the Americas

Twitter: Top Americas Channel Partners Acknowledged for Delivering Speed and Simplicity to Customer