NEWS RELEASE

Mitel Surpasses Three Million Cloud Subscribers

2/22/2017

- Exceeds nearest competitor's total number of subscribers by 2X
- Achieves Gartner's highest score in 2016 for satisfying hybrid UC requirements use case*
- Extends limited-time offer for Avaya users and businesses considering Avaya**

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in enterprise communications, announced today the addition of more than one million new cloud subscribers in 2016, tipping its cloud business past the three million user mark to reach another industry milestone. The company still holds the lead in business cloud communications with more than twice the number of subscribers as its nearest competitor.

With increased global coverage, Mitel continues to bolster its cloud offerings, giving even more businesses and multinational companies access to the cloud communications provider one in four cloud users trusts most. A recent Gartner report also scored Mitel highest in satisfying hybrid unified communications use case requirements.

For a limited-time, Mitel is offering a **special promotion** for Avaya users or anyone actively considering investing in an Avaya solution in 2017. Purchase a new MiCloud solution and get three months of Mitel cloud service free along with professional installation.

Quotes

"Moving our communications to the cloud gives us an affordable and highly reliable solution that allows us to focus

on our business without worrying about downtime or dedicating resources to maintenance," said Casey Gubler, Controller, **Lad Irrigation**. "Mitel's cloud platform also gives us advanced features that are easy to use and accessible when we're mobile, so we can enjoy the same in-office experience, even on the road."

"Businesses around the world are turning to cloud communications to seamlessly connect their workforces, enhance customer service and simplify IT management," said Jon Brinton, EVP and President, Mitel Cloud Division. "Mitel delivers the stability and expertise to provide them a better path forward to hybrid and pure cloud solutions at a pace that's right for them and with the assurance their investment is futureproof."

Important Facts

- Mitel offers cloud services in 40 countries supported by 14 top-tier data centers strategically located around the world.
- Mitel is the only brand to appear in **all five Gartner Magic Quadrants** for business communications.
- Mitel is an exhibitor at **Enterprise Connect** March 27-30 in Kissimmee, Fla.; booth #518.

Related Materials

- Download free copies of the "**Cloud Communications for Dummies**" and "**Team Collaboration & Communications for Dummies**" eBooks.

Social Media
Twitter: Mitel surpasses three million #cloud subscribers

Tags/Keywords
Cloud Communications, Collaboration, Unified Communications

*Gartner's Critical Capabilities for Unified Communications as a Service (UCaaS), Global Published: 28 November 2016.
Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

**Offer currently available in North America.