NEWS RELEASE

Mitel and Exclusive Networks Partner to Power Seamless Connections for Businesses Across ASEAN

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- Delivers access to real-time communications for the connected enterprise
- Extends Mitel's global footprint with expansion into ASEAN market

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in enterprise communications, today announced the further expansion of its business and global presence in the ASEAN region through a new distribution agreement with Exclusive Networks. As part of the agreement, Exclusive Networks will serve as a distributor of Mitel's MiVoice Business and MiContact Center offerings in Singapore, Malaysia and Thailand with other countries to follow.

With a channel-focused track record of high achievement and rapid success, Exclusive Networks brings all the essential elements of a winning strategy for market entry and growth. Value-added distribution is at the heart of the Exclusive Networks proposition, complemented by full global services capabilities for project deployment and support, and comprehensive, integrated commercial leasing offerings.

Quotes

"Our partners and customers can now benefit from the market-leading communications and collaboration tools Mitel offers," said Jonathan Juay, Managing Director, Exclusive Networks, Asia. "Mitel has a unique unified communications solution that will enable our channel partners across ASEAN to maximise opportunities in a fast-growing, disruptive market."

"As businesses look to evolve their communications infrastructure and embrace the latest collaboration software and applications, Mitel is perfectly poised to provide the right solution to simplify their operations and help increase productivity," said Pierre-Jean Châlon, SVP APAC, Mitel. "Mitel has an aggressive growth strategy for the ASEAN market. Combining that with Exclusive Networks' expertise, we can now start to deliver on that strategy."

Important Facts

- Mitel is the only brand to appear in **all five Gartner Magic Quadrants** for business communications.
- Forrester named Mitel a Leader in **Wave™ Report for Midsize Contact Centers**.

Related Materials

- Download a free copy of the eBook "**Customer Experience for Dummies**"
- Get more **customer experience tips** used by the pros.

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Unified Communications, Contact Center