NEWS RELEASE

SPIE ICS Chooses Mitel to Expand Cloud Communications Solutions Across France

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- Enables companies to benefit from seamless communications and collaboration.
- Delivers a rich user experience with mobile-first design and advanced features.
- Brings value-added services and a tailored approach to customers' unique needs.
- Strengthens Mitel's cloud market share position in France.

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in business communications, announced today an extended partnership with SPIE ICS, the digital services subsidiary of the SPIE group, to deliver cost-effective, cloud-based, unified communications and collaboration (UCC) offerings to businesses in France.

Addressing the market's strong demand for Unified Communications as a Service (UCaaS) solutions, SPIE ICS will offer customers a choice in deployment models powered by Mitel cloud platforms. With Crystal Advanced offering, enterprises with more than 250 users will have the option of either a private or hybrid cloud deployment tailored to meet their unique requirements. The offer also includes value-added services like step-by-step support to ensure smooth migration. The second offer, Crystal Essential, addresses the needs of small businesses with under 250 users and provides a public cloud solution. Both feature Mitel MiCollab and MiTeam applications to enable advanced communications and collaboration capabilities for use anywhere, anytime and on any device.

Quotes

"This partnership with Mitel allows us to better respond to the changing needs of our clients when it comes to unified communications and collaboration," said Cédric Périer, Managing Director of SPIE ICS. "It allows SPIE ICS to deliver a wider range of cloud services that can easily integrate with existing systems and provide an enhanced user experience."

"As more businesses begin the journey towards digital transformation, many are recognizing the value of moving communications to the cloud," said Bernard Etchenagucia, Vice President of Sales Southern Europe for Mitel. "The SPIE ICS offering represents an opportunity for new customers and our large, common installed base to transition at their own pace. Whether small or large, all will benefit from the flexibility, agility and efficiency of a cloud solution."

Important Facts

- Mitel was recognized as a Leader in the **Gartner Magic Quadrant for Unified Communications** for four consecutive years.
- Nearly 15 percent of employees' total work time is wasted on inefficient communications. **Read the report** from Webtorials to learn more.

Related Materials

- Learn more about how Mitel is **giving a voice to digital transformation**.
- Get free copies of the **"Cloud Communications for Dummies"** and **"Digital Transformation for Dummies"** e-books.
- Frost & Sullivan selected Mitel cloud services for a Competitive Strategy Innovation and Leadership Award. Download the report to read the **full analysis**.

Social Media
Twitter: SPIE ICS chooses Mitel to expand #cloudcomms solutions across France and provide French businesses a foundation to #DX

Tags/Keywords Cloud, UCaaS, MiTeam, MiCollab, Digital Transformation, SPIE ICS

About SPIE ICS
The digital services subsidiary of the SPIE group in France specialises in services for ICT infrastructures, from user environments to data centers. It works closely with its mid-sized and major customers to develop innovative services tailored to their specific business fields, to support their digital transformation and simplify the digital experience. With 3,200 employees and 60 agencies in France, SPIE ICS designs, installs and operates ICT infrastructures through its comprehensive services offering: consulting and engineering, project management and

integration, IT managed services and maintenance, and cloud services. It offers five areas of technological expertise for energy-efficient and environmentally-friendly facilities: unified communications & collaboration, IP infrastructures and security, data centers, user environments, and smart buildings & the Internet of Things.

About SPIE Group

With 38,000 employees working from close to 600 sites in 38 countries, SPIE achieved in 2016 consolidated revenues of €5.1 billion and consolidated EBITA of €352 million.