NEWS RELEASE

Synergy Research Reports Mitel Leads in UCaaS Subscriber Growth for Q4 2017

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Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in business communications, announced today that independent research firm Synergy Research Group has confirmed its lead in unified communications as a service (UCaaS) subscriber growth for the fourth quarter of 2017 as the company added more seats than the combined totals of three of its competitors. Reflecting continued strong demand, Mitel's overall UCaaS subscriber numbers also increased more than 60 percent compared with the previous year.

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Quotes

"The UCaaS market shows no signs of slowing with increases over the last four quarters and a 29 percent growth rate per year," said Jeremy Duke, Synergy Research Group's founder and Chief Analyst. "Mitel has emerged as a leader in the space having built the critical mass and scale necessary to serve as a formidable competitor."

"Many factors are driving businesses to move to the cloud as they look to address competitive pressures, productivity requirements and the need for greater flexibility," said Rich McBee, Chief Executive Officer, Mitel. "Mitel is giving customers the best path to the cloud and accelerating their journey faster and further while enabling them to leverage advanced applications to communicate and collaborate more effectively."

Important Facts

- Mitel is ranked **#2 in UCaaS Market Share Worldwide** by Synergy Research. For more information about Synergy Research Group's Q4 2017 UCaaS market share data, view the company's press release **here**.
- Mitel recently crossed the **one million-seat** mark for UCaaS subscribers worldwide.
- Mitel has been recognized as a Leader in the **Gartner Magic Quadrant for Unified Communications** for four consecutive years.

Related Materials

- **Read** how Connecticut's Taft School gained efficiencies and saved money by moving to the cloud.
- Download the Tolly Group's competitive comparison reports on **MiCloud Connect** and **MiCloud Flex**.
- **Get** a free copy of the "Cloud Communications for Dummies" e-book.