NEWS RELEASE

Westcon-Comstor Launches Mitel Cloud Communications for Small and Medium Enterprises in Australia

6/4/2017

- Quick-to-deploy, mobile-centric UCC solution now available for wholesale and resale.
- Provides small and medium enterprises (SMEs) access to advanced capabilities.
- Empowers Westcon-Comstor partners to pursue new opportunities across vertical segments.

Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in enterprise communications, announced today the launch of Westcon-Comstor's MiCloud Connect service to Australian resellers and wholesalers. Aimed at the SME market and delivering the latest mobile-centric unified communications and collaboration (UCC) applications, the service will enable Westcon-Comstor partners to seize untapped cloud-based OPEX-driven opportunities across multiple verticals.

The MiCloud Connect Service equips partners with a competitive, end-to-end Mitel solution that is easy to deploy and practical to manage. By eliminating the need for heavy infrastructure costs upfront, the feature-rich mobile cloud solutions are deployed in hours instead of months, and are agile and scalable for future business demands. This provides new opportunities for the channel to present SMEs with cost-effective cloud and mobile-enabled tools, allowing them to compete with larger rivals by improving workflow efficiency and customer satisfaction.

Quotes

"As digital transformation accelerates in the workplace, cloud-based communications are becoming an expectation for businesses in Australia. It is Mitel's proven track record, market maturity, renowned functionality and competitive business model that makes it best placed to provide solutions for our partners and customers," said Rhys Shannon, Director, CIoud and Service Solutions ANZ, Westcon-Comstor. "The benefit of our cloud-based portfolio is that you don't have to be locked into infrastructure or management complexities, it can be kept simple and scale as SMEs grow."

"Cloud communications give SMEs access to advanced tools and capabilities that were previously only affordable to much larger companies," said Pierre-Jean Châlon, Senior Vice President of APAC Sales, Mitel. "By leveraging the cloud, they can also reduce costs and simplify management of their telephony infrastructure while powering employee productivity and improving customer service."

Important Facts

- Mitel is the **largest provider** of cloud business communications in the world with more than **three million cloud subscribers**. (Source: Synergy Research Group)
- Mitel was recognized as a Leader in the **Gartner Magic Quadrant for Unified Communications** for three consecutive years.
- Nearly 15 percent of employees' total work time is wasted inefficient communications. Read the **report** from Webtorials to learn more.

Related Materials

- Learn more about how Mitel is giving a voice to **digital transformation**.
- See Frost & Sullivan's **full analysis** of Mitel's leadership in the cloud market.

Social Media
Twitter: Westcon-Comstor launches Mitel #cloud communications for small and medium enterprises in Australia

Tags/Keywords
UCC, Cloud, Business Communications, Digital Transformation

About Westcon-Comstor
Westcon-Comstor (WestconGroup Inc.) is a value-added technology distributor of category-leading solutions in Security, Collaboration, Networking and Data Center. The company is transforming the technology supply chain through its global capabilities in Cloud, Global Deployment and Services. Westcon-Comstor combines expert technical and market knowledge with industry-leading partner enablement programs. Collaborating with its

partners in a unique engagement model, Westcon-Comstor strives to provide an exceptional partner experience in delivering results together. The company goes to market under the Westcon and Comstor brands.