



March 23, 2016

## Mitel Crosses Two Million Cloud Subscribers Milestone

### Expands Market Share Lead as #1 Vendor for Cloud Business Communications Worldwide

- | One out of four cloud communications users prefers Mitel over other brands
- | Mitel subscribers exceed those of the nearest competitor by 2X

OTTAWA, March 23, 2016 (GLOBE NEWSWIRE) -- Mitel® (Nasdaq:MITL) (TSX:MNW), a global leader in real-time business, cloud and mobile communications, today announced a milestone achievement as it surpassed the mark for two million cloud business communications subscribers, further advancing its industry lead. This latest milestone, reflecting the addition of more than 70,000 seats since the beginning of the year, comes on the heels of a record fourth quarter for Mitel with cloud revenue growth of 44 percent.

The acceleration of Mitel's cloud business is in line with the [latest report from Synergy Research Group\\*](#), published earlier this month, which shows Mitel remains the market share leader for global cloud business communications.

#### Quotes

"Our business has more than doubled over the last few months and our previous solution wasn't able to scale to meet our needs or deliver the mobile experience we required," said Matt Harrell, chief executive, NA-Comm. "In the IT consulting business, we couldn't afford to wait for things to change, so we changed them by moving to Mitel. With the Mitel solution and its mobile-first platform, our business is able to scale unhindered while giving us the capabilities to work wherever and whenever we need to."

"Demand for cloud communications continues across the globe as businesses of all sizes look for more flexible solutions and commercial options," said Jon Brinton, executive vice president and general manager, Mitel Cloud. "Whatever individual needs a business might have, Mitel has the unique ability to help them reap the benefits of cloud communications by providing the best path to the cloud—whether private, hybrid, public or mobile."

*\*Cloud Business Communication Market Share Report Worldwide 4Q 2016*

#### Important Facts

- | Mitel is the only brand across five [Gartner Magic Quadrant Reports](#) for business communications
- | Mitel cloud services are available in six countries: United States, Canada, United Kingdom, Australia, France and Germany

#### Related Materials

- | Download the [article](#) "How Cloud Communications Is Opening Up Possibilities"
- | Read the [blog](#) on how BYOD can help team collaboration
- | Read the [blog](#) on how collaboration can shave an hour from your workday
- | Learn [more](#) about MiTeam collaboration software
- | Watch the [video](#) on MiCloud Office
- | See the [infographic](#) on preparing for the "Rise of the Mobile Enterprise"

#### Social Media

**Twitter:** Mitel crosses two million cloud subscribers milestone

**Twitter:** Mitel expands market share lead as number 1 vendor for #cloud business communications worldwide

#### Tags/Keywords

Cloud

#### About Mitel

A global market leader in enterprise and mobile communications powering more than 2 billion business connections and 2 billion mobile subscribers every day, Mitel (Nasdaq:MITL) (TSX:MNW) helps businesses and mobile carriers connect, collaborate and provide innovative services to their customers. Our innovation and communications experts serve more than 60 million business users in more than 100 countries, and 130 mobile service providers including 15 of the top 20 mobile carriers in the world. That makes us unique, and the only company able to provide a bridge between enterprise and mobile customers. For more information, go to [www.mitel.com](http://www.mitel.com) and follow us on Twitter @Mitel.

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