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### Press Release

Source: MITEL NETWORKS CORPORATION

# Microsoft Technology Centers Showcase Unified Communications with Mitel Solution - Mitel Recognized as Preferred Alliance Partner

Tuesday October 31, 12:30 pm ET

OTTAWA, ON, Oct. 31 /PRNewswire/ - Mitel®, the trusted provider of IP communications solutions, today announced that its advanced suite of unified communications solutions will be used at Microsoft Technology Centers (MTC) worldwide. The entire suite - comprised of the Mitel 3300 IP Communications Platform (ICP), Mitel Live Business Gateway, Mitel Navigator and the Mitel 5340 and 5224 IP Phones - will provide demonstrations of rich telephony, presence and integration features based on Microsoft's unified communications (UC) solutions.

The deployment is part of an agreement between the two companies to demonstrate the combined UC solution with advanced telephony integration.

"Mitel's suite demonstrates the powerful benefits of Microsoft's unified communications technologies through tightly integrated telephony, presence and collaboration features that enable clearer and faster decision making, increased productivity and efficiency and streamlined costs," said Adam Hecktman, director of the Microsoft Technology Center Chicago, and alliance member program manager for the Americas. "With a continued partnership in UC development and interworking, Mitel will showcase their solutions running on our technology within all of our MTC locations globally, allowing us to demonstrate the power unified communications to current and future customers."

MTCs offer the facilities and resources to efficiently envision, architect, and then evaluate a secure, customized solution using Microsoft and partner technologies prior to deployment.

"The ability to host prospective customers and channel partners in Microsoft Technology Centers globally and demonstrate the easy and seamless integration of our respective solutions will undoubtedly accelerate the deployment of in the moment business communications that result in faster decision making and issues resolution." said Stephen Beamish, vice president, business development and strategic partnerships.

Mitel unified communications and collaborations suite include:

- The 3300 ICP, a highly scalable, feature-rich communications system designed to support businesses from 10 - 65,000 users, provides enterprise IP-PBX capability plus a range of embedded applications and provides organizations with the opportunity to IP enable their traditional PBXs.
- The Live Business Gateway seamlessly integrates voice and user / device presence capabilities into the powerful real-time collaboration that Microsoft Office Live Communications Server 2005 and Microsoft Office Communicator 2007 bring to business applications such as the Microsoft Office System. The Live Business Gateway allows Microsoft Office Communicator and other Microsoft applications to access Mitel's IP-based telephony infrastructure and allows Microsoft Office Communicator to connect users external to the enterprise through the public network. Mitel also offers the option to have the Live Business Gateway embedded in the 3300 ICP, thereby eliminating the need for a separate server, if the customer so chooses.

- The Navigator redefines the meaning of voice, video and data convergence on the desktop. With an entirely new form factor, the Navigator is designed to fit neatly under a flat screen monitor, making it the world's largest color display IP phone. It delivers powerful functionality and applications via a tightly knit interface to the PC world. Navigator will work in conjunction with environments such as Microsoft Live Communications Server 2005 and Microsoft Office Communicator 2007.
- Designed with large graphic displays and wideband audio, Mitel's new 5340 IP phones come with 48 customizable, soft-labeling keys. The Mitel HTML Toolkit for the 5340 IP Phones provides an easy-to-use way to create graphical phone applications using a standard web-authoring tool such as Microsoft Office FrontPage 2003 to enable the phones to be easily integrated into key business processes.

About Mitel

Mitel is a leading provider of integrated communications solutions and services for business customers. Mitel's voice-centric IP-based communications solutions consist of a combination of telephony hardware and software that integrate voice, video and data communications with business applications and processes. These solutions enable our customers to realize significant cost benefits and to conduct their business more efficiently and effectively by enabling enhanced communications, information sharing and collaboration within a business and with customers, partners and suppliers. Mitel is headquartered in Ottawa, Canada, with offices, partners and resellers worldwide. For more information, visit [www.mitel.com](http://www.mitel.com).

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