



## QUICK FACTS

- Over 100 offices worldwide
- Approximately 3,000 employees
- Operating in over 90 countries
- Over 1,500 resellers
- #1 in the U.S. IP SMB market (up to 500 employees) in 2007  
(Source: "InfoTrack for Unified Communications; 2008 SMB Market Analysis": InfoTech, July 2008)
- #1 in the U.K. enterprise communications market  
(Source: MZA, Global Corded PBX / IP Market 2007)
- #1 in Western Europe IP SMB market (up to 100 employees)  
(Source: MZA, Global Corded PBX / IP Market 2007)

## About Mitel – U.S. Region

Mitel® is a leading provider of voice, video, and collaborative communications solutions and services for businesses of all sizes. We operate in over 90 countries, offering easy access to our sales and service organization via our network of over 100 offices, which support over 1,500 value-added resellers and partners. Our entrepreneurial heritage, built upon agility and flexibility in the way we serve our customers, has continued over the company's history from the introduction of the first private branch exchange in 1978 to our many innovations in IP communications. Our position as an early innovator and industry consolidator has propelled us into our current market-leading position as the telecommunications industry shifts from legacy technology to IP-based systems.

### Mitel Solutions

Our solutions are designed to satisfy the needs of all types and sizes of businesses. With unmatched reliability and scalability, Mitel's solutions enhance employee productivity, increase customer service, reduce costs, and generate new revenue streams. Our approach is unique. We see communications as an investment in a business's ongoing performance—not a one-time equipment acquisition. Our focus on understanding a business's needs means we provide tailored, industry specific and user-centric solutions to maximize our customers' return on their investments.

Our portfolio includes communications platforms and gateways, business telephones, and unified communications software applications. Whether for small offices or multinational enterprises, Mitel has the solutions, including hosted offerings and end-to-end managed services, to suit any business model. Our IP migration strategy enables businesses to maintain their existing infrastructure investment while taking advantage of the latest IP technologies. Leading the unified communications market with the latest in presence integration, we provide businesses with what they want—choice.

