Mitel Speedway Program - Expansion

A Fast Track Migration Path to Mitel Flagship Products and Services

Mitel®

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Overview

Manufacturer	Availability
Mitel-Branded PBX platforms including products from: • **ShoreTel** • **Toshiba** • **Inter-Tel**	North America, UK, AU (where available)

The Speedway Program

The Speedway Program is the new name for the Pathway Program which provides enhanced incentives for customers to modernize their existing Mitel deployments. Transition older call control platforms to the cloud or to a modern on-prem call control platform using this financially attractive program.

Qualifying Equipment

Here is a list of product models supported by the Speedway Program.

Manufacturer	Models
ShoreTel	14.2 (or earlier) – all versions Connect ONSITE – all versions All SG voice switch models qualify
Toshiba	IP EDGE – all versions CIX systems – all versions
Inter-Tel	Axxess – all versions 5000 – all versions 3000 – all versions 1000 – all versions

Qualifying Equipment (Continued)

Here is a list of product models supported by the Speedway Program.

Manufacturer	Models
Mitel	MiVoice Office 250 – all versions
	MiVoice Business – versions before 8.0, Less <1GB systems
	3300 systems – all versions
	SX systems – 200, 2000

Recommended Platforms Migration Paths

The matrix below shows the recommended flagship solution platforms should migrate to when using the Speedway Program.

Manufacturer	Platform	MiCloud	MiVoice	Office
ShoreTel	14.2	MiCloud Connect OR MiCloud Flex	MiVoice Connect	
	Connect ONSITE			
Toshiba	IP Edge	MiCloud Connect	MiVoice Business	Office 250
	CIX			
Inter-Tel	Axxess			
	5000			Office 250
	3000			
	1000			
Mitel	MiVoice Office 250			
	SX			Office 400
	3300	MiCloud Flex OR MiCloud Connect		

Speedway Program Offers

Migration Options – MiCloud

The Speedway Program offers two cloud offers for installed base customers who desire subscription services or a private cloud option.

Users	MiCloud Connect Shared Public UCaaS (Multi-tenant)	MiCloud Flex Dedicated Private UCaaS (single tenant)
Offer	$18/per user on the Essentials profile **AND** Free 6930 for 3 years **AND** Free Jumpstart	Receive $125 per user on deals greater than 150 users on MiCloud Flex when you purchase a 36-month cloud contract with phone rentals. The benefit is reduced to $75 per user without phone rentals. Offer is only valid on the initial MiCloud Flex Contract.
Qualifying Purchase	36-month MiCloud Connect profiles	36-month MiCloud Flex Profiles
Other Available Options	Quarterly Net New Cloud Offers	N/A
Exceptions	[250 Qualifying Profile Maximum*](#)	Must migrate from MiVoice Business OR MiVoice MX-ONE
Timing	N/A	
Qualifying Products	N/A	• MiCloud Flex Essentials • MiCloud Flex Premier • MiCloud Flex Elite • MiCloud Flex Telephony

Migration Options – MiVoice

For customers who wish to continue operating their call control they own, MiVoice Business and MiVoice Connect are flagship solutions that will meet their future needs.

Users	MiVoice Business	MiVoice Connect
Offer	50% off Hardware (and Virtual) when you upgrade your legacy switch equipment AND 25% off the cost of new user licenses AND For initial deals only (no add-ons), receive 1 free 6900 series (6920, 6930, 6940 models) phone for every 3 you buy of the same model when you purchase a new MiVoice Business system using the Speedway program.	25% off ST24A and ST50A hardware 50% off ST100A, ST100DA, ST1D, ST48A hardware When upgrading from SG hardware to virtual switches: - 100% off (free) Virtual Phone Licenses Limits apply (see FAQ doc). - 100% off (free) Virtual Trunk Licenses. Limits apply (see FAQ doc). 25% off the cost of new user licenses
Qualifying Purchase	MiVoice Business with Active SWA	MiVoice Connect with Active Support
Other Available Options	N/A	N/A
Exceptions	Not Applicable for 14.2 systems	Only for ShoreTel heritage systems
Timing	N/A	
Qualifying Products	• 3300 EX and CX II controllers • MiVoice Business Virtual for Enterprise • MiVoice Business Enterprise for ISS	• ST24A, ST48A, ST50A, ST100A, ST100DA and ST1D hardware voice switches • Virtual Phone and Trunk Switches

Migration Options – Office 250/400

Users	MiVoice Office 250	MiVoice Office 400
Offer	Purchase MiVoice Office 250 and get 25% off HX base kits and 50% off licenses.	Purchase a MiVoice Office 400 Hospitality Kit and get 25% off of MiVoice Office 400 Expansion Kit
Qualifying Purchase	Active SWA	Active SWA Must purchase a base kit
Other Available Options	N/A	N/A
Exceptions	N/A	
Timing	N/A	
Qualifying Products	52002686 MiVoice Office 250 IP Base kit no CF 52002827 MiVoice Office 250 Digital Base Pack 52003502 MiVoice Office 250 6900 Base kit 52002688 MiVoice Office IP Base Pack UK 52002828 MiVoice Office Digital Base Pack UK 52003503 MiVoice Office 250 6900 Base kit UK 52002838 MiVoice Office IP Base 16 Australia 52002840 MiVoice Office Digital Base 16 Australia 52003504 MiVoice Office 250 6900 Base Kit – Australia 52002898 MiVoice Office 250 Easy Digital Basic Pack 52002900 MiVoice Office 250 Easy IP Basic Pkg 52003052 MiVoice Ofc 250 CS Migration Bundle (NA) 52002905 MiVoice Ofc 250 Easy IP Value Pkg 52002903 MiVoice Ofc 250 Easy Digital Value Pkg	52003611 M400 hosp. basic SIP room kit - NP 52003612 M400 hosp. util SIP room kit - NP 52003619 M400 hosp. basic PRI base kit - NP 52003620 M400 hosp. basic FXO base kit - NP 52003621 M400 hosp. basic SIP base kit - NP 52003622 M400 hosp. util PRI base kit - NP 52003623 M400 hosp. util FXO base kit - NP 52003624 M400 hosp. util SIP base kit – NP 52003615 M400 hosp. SIP 30 room basic exp 52003616 M400 hosp. SIP 30 room util exp

Valid Part Numbers

Product	Part Number
MiVoice Connect Hardware and Virtual	• 10581 ST100A Voice Switch • 10582 ST100DA Voice Switch • 10585 ST1D Voice Switch • 10587 ST48A Voice Switch • 10588 Mitel Voice Switch ST24A • 10580 Mitel Voice Switch ST50A • 30134 Virtual Phone Capacity License (qty 1) • 30135 Virtual Phone Capacity License (qty 50) • 30136 Virtual Phone Capacity License (qty 200) • 30137 Virtual SIP Trunk License (qty 1) • 30138 Virtual SIP Trunk License (qty 25) • 30139 Virtual SIP trunk license (qty 50)
MiVoice Connect Licenses	• 30145 Courtesy License • 30146 Telephony License • 30147 Essentials License Bundle • 30148 Standard License Bundle • 30149 Advanced License Bundle
MiVoice Business Hardware and Virtual	• 50006729 3300 CX II w/ 1GB RAM Controller • 50008229 EX Controller 4/60G • 50008230 EX Controller 8/120G Dual PS • 54005748 MiVoice Business Virtual for Enterprise • 54004962 MiVoice Business Enterprise for ISS
MiVoice Business Licenses	• 54004975 MiVoice Bus License - Enterprise User • 54005066 MiVoice Bus Enterprise Dynamic Extension • 54005328 MiVoice Bus License Ent Multi-device User • 54002701 MiVoice Business License-SINGLE LINE EXT • 54006539 UCCv4.0 Entry User for MiVoice Bus x1 • 54006540 UCCv4.0 Entry User for MiVoice Bus x50 • 54006542 UCCv4.0 STND User for MiVoice Bus x1 • 54006543 UCCv4.0 STND User for MiVoice Bus x50 • 54008780 MiTeam Uplift - MiVB
Office 400 Hospitality Base Kits	• 52003611 M400 hosp. basic SIP room kit – NP • 52003612 M400 hosp. util SIP room kit - NP • 52003619 M400 hosp. basic PRI base kit - NP • 52003620 M400 hosp. basic FXO base kit - NP • 52003621 M400 hosp. basic SIP base kit - NP • 52003622 M400 hosp. util PRI base kit - NP • 52003623 M400 hosp. util FXO base kit - NP • 52003624 M400 hosp. util SIP base kit – NP • 52003615 M400 hosp. SIP 30 room basic exp • 52003616 M400 hosp. SIP 30 room util exp

Office 400 Hospitality Expansion Kits	• 52003186 Basic 16 expansion • 52003187 Basic 32 expansion • 52003190 Utility 16 expansion • 52003191 Utility 32 expansion • 52003542 2nd chassis +32 basic • 52003543 2nd chassis + 32 utility
Office 250 Hardware Base Kits	• 52002686 MiVoice Office 250 IP Base Kit no CF • 52002827 MiVoice Office 250 Digital Base Pack • 52003502 MiVoice Office 250 6900 Base kit • 52002688 MiVoice Office IP Base Pack UK • 52002828 MiVoice Office Digital Base Pack UK • 52003503 MiVoice Office 250 6900 Base Kit - UK • 52002838 MiVoice Office IP Base 16 Australia • 52002840 MiVoice Office Digital Base 16 Australia • 52003504 MiVoice Office 250 6900 Base Kit – AUS • 52002898 MiVoice Office 250 Easy Digital Basic Pk • 52002900 MiVoice Office 250 Easy IP Basic Pkg • 52003052 MiVoice Office 250 CS Migration Bundle(NA) • 52002905 MiVoice Office 250 Easy IP Value Pkg • 52002903 MiVoice Office 250 Easy Digital Value Pkg
Office 250 Licenses	• 52002957 MiVOfc App Suite Base Kit 2x Mob Packs • 840.0416 MiVoice Office 250 Lic - IP Phone Cat D • 840.0417 MiVoice Office 250 Lic - Dig Phone Cat E • 840.0418 MiVoice Office 250 Lic - IP Phone Cat F • 840.0833 MiVoice Office 250 Lic - SIP Trunk • 54006062 MiVoice Office 250 Lic SIP Trunk x10 • 840.0230 MiVoice Office 250 License - ACD • 840.0320 MiVoice Office 250 Lic - Syst OAI Events • 840.0321 MiVOfc 250 Lic Syst OAI 3rdParty CallCtrl • 840.0759 MiVOfc 250 Lic Enable 2nd Port on T1/E1 • 840.0819 MiVoice Office 250 Lic - File-based MOH • 840.0460 MiVoice Office 250 Lic - UVM Ports x4

Valid Part Numbers - Handsets

Product	Promotional Number		Individual SKU	
6920	52003574	Promo - 6920 IP Phone (6920 4x)	50006767	6920 IP Phone
6930	52003575	Promo - 6930 IP Phone (6930 4x)	50006769	6930 IP Phone
6940	52003576	Promo - 6940 IP Phone (6940 4x)	50006770	6940 IP Phone

Terms and Conditions

Promotion Subject to Change	Mitel reserves the right to alter, amend, or cancel this program at any time. In the case of any dispute with respect to the Program, Mitel's decision is final.
Specific Installed Base Customers Only	This program is exclusively for customers operating Mitel OR Mitel-heritage equipment listed in this document.
Customer Information Required for Program Benefits	End user customer name and address must be reported to Mitel, to be eligible to claim the promotion. In the distribution version of the promotion, customer contact details are to be provided in their POS (Point of Sale) report to Mitel.
Don't stack with SPAs or ADIs	Offer valid with standard pricing and CANNOT be combined with any other promotion. This program may not be used in conjunction with Additional Discount Incentives (ADI's), Special Pricing Authorizations (SPAs), or with any other Mitel price promotion(s), with the exception of specific other promotion(s) approved by Mitel as noted in this program bulletin or other promotion bulletin.
Only eligible purchases, no exceptions	• Program benefits are for initial purchase of MiCloud Connect, MiCloud Flex, MiVoice Connect or MiVoice Business on a single order only, no extensions or add-ons. • 36-month contract, minimum 10 AND maximum 250 users on MiCloud Connect. Deals above 250 must be handled on a case by case basis. • 36-month contract, minimum 150 users on MiCloud Flex. Deals must migrate from MiVoice Business or MX-ONE. Exceptions handled on case by case basis. • Program benefits limited to MiVoice Connect OR MiVoice Business Hardware, Virtual and Software part numbers listed above
Only Authorized Partners	All participants in this promotion must be a contracted Authorized Partner, accredited to sell the product(s) upon which a claim is based.
No Cheating	To the extent Mitel detects a fraudulent claim; it reserves the right to exclude the sales person and/or Authorized Partner from this program or future programs.
Net New Cloud Benefits	Customers who wish to migrate to MiCloud Connect may choose to forego the $125/user benefit to take advantage of any active net new MiCloud Connect promotion IF they have not purchased MiCloud services before. NOT for MiCloud Flex.

Active Service Support Not Required for Cloud	Active Support contracts are not required to take advantage of MiCloud Speedway Program benefits. To take advantage of MiVoice Speedway Program benefits, an active service contract is required. Customers who wish to use the Speedway Program must activate support before receiving discount (re-enlistment fee). This fee may be waived at Mitel's discretion.
Void where prohibited	Void where prohibited by law.

Quoting New Speedway Program Deals

Quoting - Speedway Program (MiCloud Connect)

The following instructions are designed to assist quoting after automation has been installed in the Callidus CPQ System

Adding Speedway Program Credits to an Order Form after CPQ Automation:

The Speedway Program will be automated in Callidus CPQ as of **September 24th**. At this time users will be able to generate quotes and apply the Speedway Program Loyalty Credits automatically without submitting the quote for approval. They will follow the process outlined below:

1. In SFDC or MiAccess:

    a. The user will register their customer setting the below fields as follows:

        i. Type- Existing Customer

        ii. Deal Type- Premise to Cloud

        iii. Current Vendor- Mitel Existing

        iv. Solution of Interest- must include but is not limited to "Cloud Service – Connect"

    b. Campaign- This field should be set to the specific product the existing customer has:

        i. Speedway Program- Connect ONSITE (versions less than 21 / account created 31 March 2018 or earlier)

        ii. Speedway Program- Toshiba IP EDGE

        iii. Speedway Program- Inter-Tel Axxess

        iv. Speedway Program- Inter-Tel 5000

        v. Speedway Program- Inter-Tel 3000

        vi. Speedway Program- Inter-Tel 1000

        vii. Speedway Program- Aastra 400

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viii. Speedway Program- Aastra 700

ix. Speedway Program- Aastra OpenCom

x. Speedway Program- Mitel MiVoice Office 250

xi. Speedway Program- Mitel MiVoice Office 400

xii. Speedway Program- Mitel MiVoice 100

xiii. Speedway Program- Mitel MiVoice Business – versions before 8.0, Less <1GB systems

xiv. Speedway Program- Mitel 3300 systems –

xv. Speedway Program- Mitel SX systems – 200, 2000

xvi. Speedway Program- Mitel 5000 systems

xvii. Speedway Program- Mitel MX-ONE – MD110/TSW: BC10, BC11, BC12 & BC13

xviii. Speedway Program- Mitel Versions 3.2, 4.x and 5.0 (with older HW: EMG, ESU)

c. The user will then validate their customer locations as per the usual process for creating their quote.

2. In Callidus CPQ:

a. The user will configure their locations as usual.

b. Once all locations have been configured and are in the cart screen the user will update the term length to 36 months and hit the "Set Volume Discount" button.

Manual Process Through January 22, 2019

c. The user will send an email to st-SalesOperations@mitel.com for internal Mitel employees and Partnerhelp@mitel.com for Partner users to request the loyalty credits be applied to the order form at $3.47 per qualifying profile that can be associated to a phone rental and $2.08 for every profile that cannot be associated to a rental.

d. The Service Order will also be updated with the below addition to the Business Terms:

"Speedway Program Loyalty Credits are only valid on the initial order form with a 36-month term and cannot be renewed."

Automated Process After January 22, 2019

e. The user will update the Speedway Program custom field to "Yes" which will apply the appropriate loyalty credits based on the number of profiles and associated rentals:

i. All qualifying profiles with qualifying phone rentals will have the Speedway Program Loyalty Credit A applied at $3.47

ii. All qualifying profiles without qualifying phone rentals will have the Speedway Program Loyalty Credit B applied at $2.08

3. The order form generated from the quote will now have the below language included in the Business Terms:

"Speedway Program Loyalty Credits are only valid on the initial order form with a 36-month term and cannot be renewed."

Troubleshooting Speedway Program Automation:

The CPQ field Speedway Prerequisites will identify the reason the promotion is not applied. If any of these fields are set to "False" the credits will not apply. This field will be set to "Pass" if all requirements have been met.

Pathway Prerequisites
Fail: Applied=False, Term=True, Profiles=True,
Q3=True, PBL=True, Subtype=True, SFDC=True

1. Applied =False – This means that the Speedway Program promotion dropdown has not been changed to "Yes"
2. Term = True – This means the term length is 36 months and qualifies for the credits
3. Profiles = True – This means up to and not surpassing 250 qualifying profiles have been added to the configuration
4. Q1 = True – Q1 promotions have not been applied to this quote. These are not stackable with Speedway
5. SubType = True – This means that the opportunity was registered correctly to support an existing Mitel customer migrating from Premise to Cloud

CPQ users can correct any fails they see in items 1-5 above. Please follow up with Partnerhelp@mitel.com or St-SalesOperation@mitel.com to be sure that all pre-requisites are met before applying the promotion if there is a problem with the automation.

More scenarios will be added to this list as question come up. Please feel free to reach out to the below mailboxes with any issues:

Partnerhelp@mitel.com for Partners

St-Salesoperation@mitel.com for Mitel Employees

Quoting - Speedway Program (Cloud Flex)

In MCS Quotes:

- o The user will configure their locations as usual using a 36-month term.
- o Once all locations have been configured the user will submit the request creating a new RFQ#.
- o The user will email cloudsalessupport@mitel.com with the following information in the subject line "(Customer Name) (RFQ#) Speedway Program Request". In the body of the email the user should request that the Speedway Program be applied for this customer.
- o Lastly the Cloud Sales Support team will update the quote with the appropriate Loyalty Credit based on the number of seats and associated rentals:
  - All qualifying seats with qualifying phone rentals will have the Speedway Program Loyalty Credit A applied at -$3.47
  - All qualifying seats without qualifying phone rentals will have the Speedway Program Loyalty Credit B applied at -$2.08

Quoting - Speedway Program (Mitel CPQ)

For MiVoice Business, MiVoice Connect, MiVoice Office 400 Hospitality and MiVoice Office 250, Speedway Program is selected in the Promos tab. Select radio button "I claim the "Speedway" promotion and agree to abide by the Terms and Conditions." to add the Speedway promo in the quotation.

Promotion rebate for each eligible part appears in the Order tab.

MiVoice Connect Only:

Partners who do not use Mitel CPQ for quoting should configure a MiVoice Connect Solution using the ScanSource Omni+ quote or QIC tool