

# BEYOND

— EXPECTATIONS —  
SCANSOURCE & MITEL

## Here's what going BEYOND looks like!

Congratulations to last quarter's Beyond Expectations winners: **Blue Violet, CNP, Converged Technologies, Inflow, IPC, and Unified Technologies** will all enjoy a spectacular business-building trip to Santa Barbara, CA this September.



### \$2,500 in Marketing Funds

- Open Systems – Pittsburgh
- Norcom Communications

### Blue Bash Events

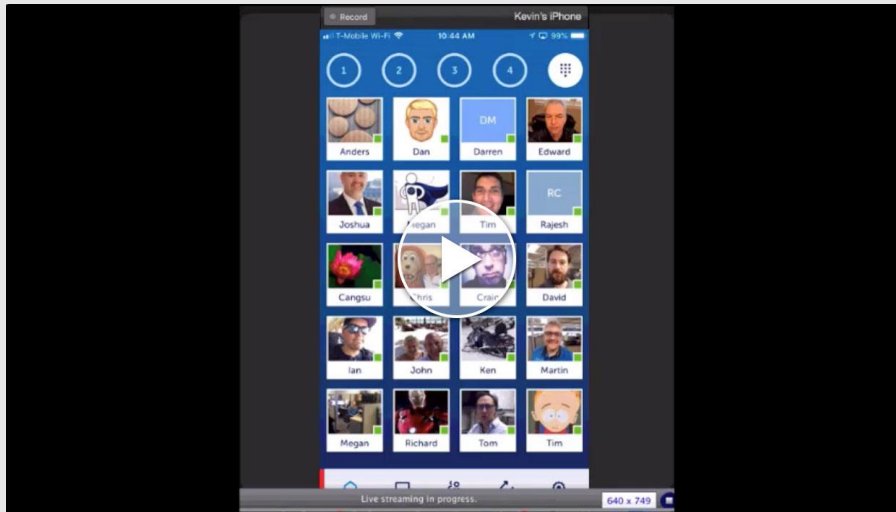
- Tuck Communications Services
- LANAIR Group
- Enterprise Systems Corporation
- DataComm Networks

Are you a Beyond Expectations partner? Track your progress below!

Q3 2018 Goal	Sales through 8/13/18	% to Goal
-	-	-

Not seeing your numbers in the table above? That means you're not registered for Beyond Expectations. We can fix that.

***Register Today***



## **Been waiting to upsell mobility customers?**

Now's your chance! Mitel OfficeLink is an easy upsell, as it's an application chock-full of useful tools for every customer whose workers use mobile devices.

Watch the **web seminar** for a complete overview.

## **We go together like PB&J**

Together, Mitel and ScanSource make migration easy. If you have customers currently on 14.2 or earlier, CIX, or IP Edge, Mitel's pathway program will let them save money while upgrading to MiConnect or MiVoice Connect. ScanSource is sweetening the deal with a discounted health check review. So why wait?

Call your ScanSource account executive to start your migration today.

## Don't let this slide through your fingers

It's not every day you win a prize for taking care of a bit of routine business—but today is your lucky day! Submit your renewal now for a chance to win. Partners who submit on or before September 21, 2018, will be entered into a random drawing for a chance to win a \$100 gift card. Get your name in the hat by contacting your AE to renew today!

## ScanSource. Here to help.

Through August, Mitel will transition pre-sales support tasks for Authorized and Silver partners to distribution. Our pre-sales support team has the skills and training to make you smile and your bottom line soar. See a unique opportunity that may require a Mitel TAM? A Mitel SE may be identified to support it. For more details, contact our Tech Support Team by **email**, or by phone at 877-847-7000 x4095.

## Mitel Next: What's in it for you?

### *Since you asked ...*

- Expert insights on DX, IoT, collaboration, cloud, and contact center solutions
- In-depth breakout sessions
- Conversations with Mitel experts and executives
- Speakers including Geoffrey Moore, best-selling author of Crossing the Chasm, and Bill Schlough, senior VP and CIO of the San Francisco Giants
- Extreme learning in the Mitel Solution Center

Heard enough? Register by 12 pm September 7, 2018, to attend!

***Register Now***

## Mitel's Monthly Giveaway

Ready for this month's giveaway? Just answer the question below and fill out our short form by 12 pm ET on Friday, August 17, 2018. The first 40 people to submit the correct answer—plus 10 random drawing submissions—will win a prize!\*

*\*View terms and conditions.*

**A boy is walking down the road with a doctor. While the boy is the doctor's son, the doctor is not the boy's father. Who is the doctor?**

***Answer Now***



[scansource.com/beyondexpectations](https://scansource.com/beyondexpectations)

877.847.7000

