

BEYOND

— EXPECTATIONS —
SCANSOURCE & MITEL

There's Still Time to Win, Even in the 4th Quarter

You still have time to win! But only if you register for Beyond Expectations now and hit your established goal. Sell any Mitel onsite product to win entries for an executive-networking trip to Bluffton, SC, or Beaver Creek, CO, \$2,500 in marketing funds, or a special team-building exercise for your company!



See how you're doing

If you're already participating in Beyond Expectations, check your ranking below.

Q3 2018 Goal	Sales through 9/17/18	% to Goal
1,234.56	123	10%

If you aren't seeing your numbers above and you're ready to START WINNING ...

Register Today!



The ScanSource-Mitel Relationship

See how ScanSource and Mitel work together like a fine-tuned engine, helping you succeed! ScanSource has the deep history and global network to help build strong businesses, while Mitel brings the products that keep your customers loyal and satisfied. For business phones, cloud collaboration software, and anything in between, turn to ScanSource and Mitel to meet the needs of customers across every vertical.

EXCLUSIVE Certification Offer

Did you know that ScanSource will be the preferred provider of Mitel Blue instructor-led certification classes? That's right—as a ScanSource partner, you'll have a special opportunity to be guided through this important program and changing process as it transitions over the coming months.

Call your ScanSource Account Executive today to learn about the transition path and start the order process!

Become a MiVoice Master

When you sign up for our MiVoice Business R9 web seminar, you'll learn how to enhance the customer experience with MiVoice Business upgrades and maintenance.

[Click here to register](#)

Renewal Rewards Ahead!

Want \$100? Who doesn't? Submit your renewals on or before September 21, 2018, for entry into a random drawing for a chance to win a \$100 Visa gift card.

[Submit renewals today](#)

Mitel News Corner

Spotlight: Pre-Sales Support

Don't let a good resource go to waste. ScanSource's pre-sales support team has the skills and expertise to help you provide positive customer experiences and build strong sales results. In addition to supporting you directly, our partners can identify when to bring in a Mitel TAM or SE to help you make the most of a promising opportunity.

Ready for an arm up?

Contact our Tech Team by **email** or at 877.847.7000 x4095.

Mitel's Monthly Giveaway

Answer the question below and fill out the short form by 12 pm ET on Friday, September 21, 2018. The first 40 people to submit the correct answer—plus 10 random drawing submissions—will win a prize!*

**View terms and conditions.*

What has a mouth, but cannot eat; moves, but has no legs;
and has a bank, but cannot put money in it?

Answer Now



scansource.com/beyondexpectations

877.847.7000

