

BEYOND

— EXPECTATIONS —
SCANSOURCE & MITEL

Time is running out!

Don't miss your chance to see beautiful scenery and build lasting business relationships with ScanSource and Mitel. Earn entries to join our trip to breathtaking Beaver Creek, Colorado. If you're already a Beyond Expectations partner, you're in the running! Check out your performance so far:



Q4 2018 Goal	Sales through 12/17/18	% to Goal
1,234.56	123	10%

If you don't see yourself here, it's time to become a Beyond Expectations partner!

Register Today!





Our November Beyond Expectations trip

Six hardworking partners were the winners of our Q3 Business Building Trip to the Inn at Palmetto Bluff in South Carolina. Together with ScanSource and Mitel executives, they enjoyed some business-building strategy sessions as well as a lot of fun activities to help build lasting relationships. See the experience in the video above!

Pathways to the future

If you have customers still using a legacy ShoreTel 14.2 or earlier system, it is time for them to migrate! These systems will be end-of-life in just one year. Our Pathways program helps you guide your customers toward the best solution for their business needs, as well as offer them plenty of incentives to migrate.

Choose the path

Need Tech Certification?

Pitch-perfect sales

We can help! ScanSource is the premier provider of Mitel certification classes, including paid self-study and instructor-led classes across the Mitel on-site portfolio. Contact your ScanSource sales rep to order today!

[***More details***](#)

ScanSource's Tech Support Team is Mitel-certified and available to assist you with the pre-sales support needed to deliver the optimal experience to your customers. Reach out to them today!

[***Contact your tech team***](#)

Mitel News Corner

ScanSource Professional Services—a white-glove service

At ScanSource, we want your Mitel experience to be top-notch. That's why we put a team of industry experts at the service of business partners like you. Leverage our Professional Services Team to help expand the portfolio of services you can offer your end users, such as implementation, upgrades, and troubleshooting, without having to hire new staff or take time away from selling great solutions.

[***Let us help!***](#)

Mitel's Monthly Giveaway

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

**View terms and conditions.*

A sharpshooter hung up his hat and put on a blindfold. He then walked 100 yards, turned around, and shot a bullet through his hat. The blindfold was a perfectly good one,

completely blocking the man's vision. How did he manage this?

Answer now



scansource.com/beyondexpectations

877.847.7000

