

BEYOND
— EXPECTATIONS —
SCANSOURCE & MITEL



Summertime, and the roadshows are comin' in hot

ScanSource and Mitel want to show our partners some love—and we're doing it by coming to you with our **Swinging for Success Roadshow Series!** We're teaming up to host a series of roadshows where lucky partners in each region can join us to learn, strategize, and swing for success together at an MLB game or Topgolf event. Be on the lookout for a personal invite from your ScanSource SBD or Mitel CAM.

TIP OF THE MONTH

Simplify migrations with ScanSource Pro Services

When your customers need migration or service support, ScanSource has you

covered. Our professional services team can answer your questions and help you provide superior customer service. Ask us about exclusive discounts to help you save big!

[CONTACT US TODAY!](#)

Teamwork ...

Did you know that ScanSource offers certification training, marketing support, and technical assistance? We can help you make the most of your Mitel practice.

[EXPERIENCE
OUR VALUE](#)

... makes the dream work

To cultivate new business, turn to ScanSource's dedicated Mitel Supplier Business Development team. We partner with Mitel's regional sales teams to assist you with specific Mitel opportunities. Find your region and see who your contact is.

[MEET THE SBD
TEAM](#)

MEET THE TEAM



Kelly Heneise

BUSINESS DEVELOPMENT TEAM MANAGER - MITEL

Coming all the way from Chicago, Kelly Heneise manages ScanSource's Mitel BD team. She brings 13 years of UC and networking industry experience to the

table. In her free time, you can find her loving on her three children and her very first granddaughter. If you haven't yet, [say hi to Kelly!](#)

Alert: MPI and 2019 GPP have been delayed

Originally slated for April 29, the Mitel Pricing Initiative and 2019 Global Partner Program levels have been delayed to consider partner feedback and make program adjustments.

[SEE DETAILS](#)

Promo: Move forward with Mitel

Get bigger savings on UC products NOW with ScanSource and Mitel.

We have some incredible UC incentives and promotions to offer you to help you save money.

[CHECK THEM OUT](#)

Explore Mitel Performance Analytics (MPA)

With MPA, customers can immediately detect voice-quality problems and resolve them before they impact end users. This improves the user experience and makes better use of an organization's IT resources.

[GET STARTED](#)



New podcasts are here

Tune in to hear Mitel's own Mike Conlon, Vice President of Channels, discuss trends in the channel and the benefits of the Mitel/ScanSource partnership.

[Listen now](#)



Explore MPA

Our newest web seminar on May 28 at 2 PM ET answers your questions about Mitel Performance Analytics as a part of Mitel Premium Software Assurance.

[Register now](#)



MiVoice upgrade time

Use these compelling reasons to convince your customers to upgrade to MiVoice Office 400.

[Make the case](#)



Meet Mitel at Partner Summit

Haven't registered yet? It's not too late to attend ScanSource's Partner Summit May 22-23 to learn more about what's new with ScanSource and network with the Mitel team—including execs Lou McElwain and Mike Conlon.

[Register here](#)

MITEL'S MONTHLY GIVEAWAY

Listening to our Mitel podcasts? Answer the relevant question below and fill out our short form by 12 pm ET on Friday, May 24. The first 15 people to submit the correct answer—plus 10 random drawing submissions—will win a prize!*

What is currently the biggest challenge in the marketplace?

(Hint: This information is in one of our new podcasts found [here](#).)

[**ANSWER NOW**](#)

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