

# BEYOND

— EXPECTATIONS —  
SCANSOURCE & MITEL



Going, going, GONE!

Hit a home run this summer with ScanSource and Mitel's **Swinging for Success Roadshow Series**. Across the country, lucky partners can come together with us to share knowledge, plan business strategy, and swing for success at a Major League Baseball game or Topgolf event.

See the roadshow dates and [register here](#).

TIP OF THE MONTH

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Get a turbo boost for your Mitel sales

Did you know ScanSource offers development funds to help build out marketing opportunities to accelerate your Mitel sales and grow your revenues?

[LEARN MORE](#)

### **You speak, we listen**

Our Mitel and ScanSource distribution team had a blast learning and networking with our partners at the ScanSource Partner Summit this May in Indianapolis. Thank you for sharing your insights so we can keep making choices that grow YOUR business!



### **How do we go Beyond Expectations? Here's an example:**

Congratulations to 12 winning partners who recently participated in a ScanSource/Mitel business building meeting at our office in Greenville, SC. After joining us at ScanSource HQ, they took in a Paul McCartney concert together!



MEET THE TEAM

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## Racheal Raines

SUPPLIER BUSINESS DEVELOPMENT MANAGER

Racheal's been part of the ScanSource family for almost four years, so she's really absorbed our knowledge and values. Now that she's joined the Mitel side of things, she's eager to meet our partners and help you all succeed! Racheal is a Greenville native who lives with her sweet fur baby, Teddy. In her spare time, she loves to cook, enjoy wine, and listen to her extensive record collection. How cool is that?

[Let Racheal help you succeed today!](#)

## WEB SEMINAR

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### Mitel Contact Center

Learn more about the omnichannel features of the Mitel Contact Center portfolio at the next web seminar, hosted by ScanSource and Mitel. Join us June 25 at 2pm to learn how these solutions can help your clients deliver the true "all-channel" experience to their customers.

[REGISTER  
TODAY](#)

## You'll want it for yourself

Wow your customers with the [6970 Conference Phone](#). The sleek package features quick deployment, simplified management, an on-phone meeting list, and one-button join functionality for a seamless user experience.

**Preorder by June 3 for guaranteed arrival by the end of June!**

## Sales, sales, and more sales!

Send your sales into warp speed with our out-of-this-world UC incentives and promos, including buy three, get one phone free, our midmarket bundle, and our early-bird specials. Don't miss your chance to save!

[VIEW Q2 PROMOTIONS](#)

## Global Partner Program Update

New for 2020: Sales training will be included as part of the Mitel Partner Program requirements during the April 2020 annual assessment (full details communicated in Q3 2019). Mitel sales trainings and the 2019 sales enablement catalog are available online at no cost via LMS on MiAccess.

**Reminder to complete Sales training in the Product groups that you sell during the remainder of 2019.**



### Tariff changes

Effective July 1, Mitel will increase the price of selected SKUs by 15% in response to the US government tariff increase due to delayed trade negotiations with China. ScanSource will adhere to these price increases and will be updating our systems on July 1 accordingly.

[See full details](#)



## ScanSource Professional Services can be part of your team

With our team of industry experts at your back, you can offer your customers stellar implementation, upgrades, and troubleshooting—all at discounted prices, without new hires or time lost.

[Contact Our Professional Services Team](#)



## A little birdie said ...



**ScanSource**  
@ScanSource

Follow

One down, 5 to go! Meet us at our next ScanSource @Mitel summer roadshow in Phoenix on June 19th. Register now!



**Mitel Summer Roadshows**  
eiseverywhere.com



## Dump the slump with new migration strategy

Beat the 14.2 migration blues with ScanSource's tools, all designed to hit migration out of the park! Plus, you'll win prizes for every migration home run.

[Read details](#)



## Eyes all around

With Mitel Performance Analytics (MPA), you can immediately know when a voice quality problem happens so you can resolve it quickly. MPA is included with Mitel Premium Software Assurance.

[Listen for more](#)



### **MPI Update**

To better build out the program for the success of our partners, the MPI has been postponed.

[Read more](#)

## MITEL'S MONTHLY GIVEAWAY

Now's your chance to win! Answer the question below by June 24. The first 15 people to submit the correct answer—plus 10 random drawing submissions—will win a prize!\*

**Mitel has been a leader 4 times for Unified Communications (UC) as a**

**\_\_R\_NE\_ M\_I\_ Q\_D\_A\_T\_L\_D\_R**

[\*\*ANSWER NOW\*\*](#)

*[\\*View terms and conditions.](#)*



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