



# **Swinging for Success Roadshows coming your way**

ScanSource and Mitel are showing our partners some love—and we're doing it by coming to you with our Swinging for Success Summer 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 a MLB game or Topgolf event.

Check out the available dates and <u>register here</u>.

TIP OF THE MONTH

# Join the Mitel User Group

Become a part of the Mitel User Group to connect and collaborate with benefits with monthly web seminars, education and training offers,

#### **JOIN NOW**

#### Blue blast

These partners are winning ... and you can too! Make sure you're taking full advantage of our gaining the benefits of Mitel's choose winners for our Beyond Expectations Blue Bashes every quarter, and you could be one of them!

## Hit the road with ScanSource and Mitel

We had a great time learning and networking with our Mitel partners ScanSource Mitel promotions and at our three June roadshow events in Detroit, Phoenix, and massive portfolio of products. We Philadelphia. Now, we can't wait to have some more fun next quarter, as we continue Swinging for Success in Q3!





## MEET THE TEAM



Daniel Posa
MITEL ENABLEMENT SPECIALIST

Daniel has lived up and down the East Coast, but he settled back in the Southeast after finishing his degree at Emory University and has been here ever since. He worked in both manufacturing and distribution before joining the Mitel team at ScanSource in 2017. When he isn't working to help enable new Mitel partners, he's probably trying out a new gadget in his kitchen, working on his lifelong quests to create the perfect Mapo Tofu or Spaghetti Carbonara!

Let Daniel help you succeed today!

### **CASE STUDY**

# Major League Baseball made the right call with Mitel

**The challenge:** MLB needed a better way to communicate on the field by providing a common user experience.

The solution: Mitel helped the MLB give players, coaches, and

officials simple communications, which also enhanced the far experience.

#### **CHECK OUT THE CASE STUDY!**

## You can't make the wrong call with a Mitel promo!

Kick-start your sales
in Q3 with our
awesome
communications
promotions, including
Buy 3 Get 1 Free
Phone, Make the
Move to a MiVoice
Platform, and more.

# CHECK THEM ALL OUT

# New product alert!

Offer a conference phone that's easy to deploy, giving customers the same user experience in a meeting room as at their desk. With a sleek look and differentiated features, the 6970 provides users an on-phone list of AWV meetings, as well as one-button join.

## Call your sales team to order today!

# Americas Partner Marketing Playbook

The Mitel Americas
Channel Marketing
Team is pleased to
introduce our
BRAND-NEW
Americas Partner
Marketing Playbook,
full of resources to
help you sell more,
sell better, and
increase your
marketing
capabilities.

DOWNLOAD THE MARKETING PLAYBOOK



# See what's new in the world of Mitel's 6900 IP series

Join us on July 23 for our ScanSource Mitel web seminar to learn more about the 6900 IP series.

#### **Register now**



# Be in the lead to succeed with Mitel Contact Centers

Missed our last web seminar? No worries—you can listen to it and learn more about Mitel's Contact Center portfolio.

#### **Listen here**



#### Distributor recall notice

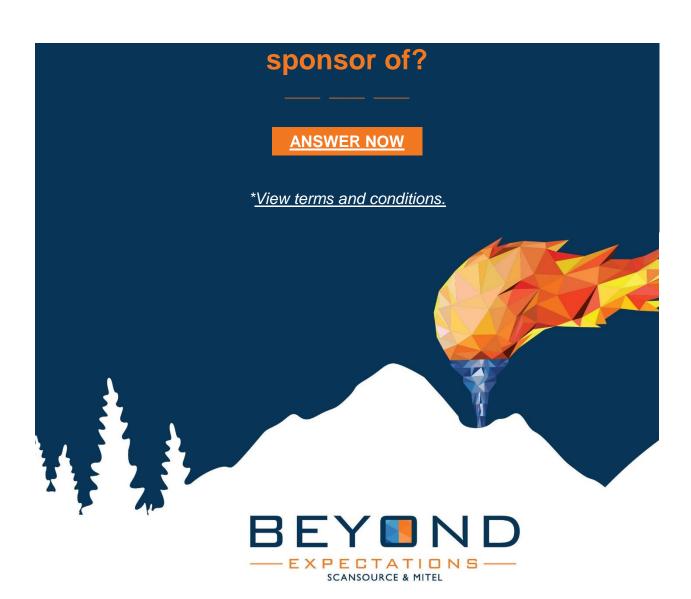
Mitel recognizes the accessory port issue with the 6930 IP Phone and has since recalled this defective batch. They will be replacing this batch with all distributors, including ScanSource.

#### **Read recall notice**

## MITEL'S MONTHLY GIVEAWAY

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

What sports league is Mitel a major



#### **Scansource.com/BeyondExpectations**

877.847.7000



