

BEYOND

— EXPECTATIONS —
SCANSOURCE & MITEL



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 [register here](#).

TIP OF THE MONTH

Join the Mitel User Group

Become a part of the Mitel User Group to connect and collaborate with a global network of industry peers and experts. Join today and reap the benefits with monthly web seminars, education and training offers, access to Mitel technical specialists, and a peer-to-peer networking global forum with other VARs.

[JOIN NOW](#)

Blue blast

These partners are winning ... and you can too! Make sure you're taking full advantage of our ScanSource Mitel promotions and gaining the benefits of Mitel's massive portfolio of products. We 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 at our three June roadshow events in Detroit, Phoenix, and 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 fan 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 AWW 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

sponsor of?

[ANSWER NOW](#)

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



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877.847.7000

