

BEYOND

— EXPECTATIONS —
SCANSOURCE & MITEL

Have you heard of the new 6970 conference phone? Along with the rest of the 6900 Series family, this great new solution has all you need to make meetings easier. Be on the lookout for more information about this new conference phone, and get a chance to win one for yourself!

[LEARN MORE](#)

TIP OF THE MONTH

Are we missing someone?

If you have a team member who's not getting the Beyond Expectations newsletter, use this link to add them to our distribution list.

[SIGN UP TODAY](#)

It's Blue Bash time

Our Q2 Blue Bashes just wrapped up, but if you missed us, not to worry! Q3

Blue Bashes begin soon, offering partners a chance to learn, network, and have a load of fun with our ScanSource Mitel teams!

Contact your SBD to learn more about the Q3 Blue Bashes!



Look at those smiles!

We hit a home run with Mitel partners in the Minneapolis and New York City areas. Together, we learned, networked, and even took some time out to laugh! During our roadshow series, we got to connect with over 100 ScanSource and Mitel partners and swing for success!



MEET THE TEAM



Shannon Cartwright

MITEL BUSINESS DEVELOPMENT MANAGER

Other than a four-year stint in Colorado Springs, CO, Shannon is a Kansas Citian through and through. She has cheered the KC Royals through two World Series wins—one in '85 and in 2015. She worked in telecom manufacturing, most recently with ShoreTel, before joining the Mitel team at ScanSource in 2017. When she's not traveling to see partners, you can find her at her niece's softball games, her nephew's lacrosse games, and paddleboarding on lakes and oceans. Thanks to ScanSource and Mitel, she has seen the Milwaukee Brewers, Houston Astros, Detroit Tigers, and Minnesota Twins. 17 MLB stadiums in, only 13 to go!

CASE STUDY

Communications a headache? Mitel VoIP solutions: Just the right medicine.

For retailer Design Within Reach, business was thriving—in fact, they planned to add 20 locations a year. But they were plagued by communications tools that were both costly and hard to maintain. With Mitel's VoIP solution, Design Within Reach discovered the elegant design and ease of management they needed to expand while keeping their focus on their primary mission.

[CHECK OUT THE CASE STUDY!](#)

Buy three, get one free!

Keep Swinging for Success in Q3 with our UC incentives, like our buy three, get one free phone sale!

[SEE PROMOS](#)

More of everything in NEW playbook

The Mitel Americas channel marketing team has just released our Partner Marketing Playbook. Sell more, sell better, and market like never before.

[CHECK IT OUT](#)

Fresh IP phones have arrived

Have you heard? The 6905 and 6910 IP phones for MiVoice Business are now available to quote and order.

[READ BULLETIN](#)



Deadlines coming

It's time to hustle as you migrate customers off 14.2 and below systems this month.

[Migration tips and tricks](#)



Security, performance, data

Mitel Performance Analytics lets you offer all that and more in just one package.

[Download presentation](#)



Get certified!

Certification's a piece of cake with exclusive Mitel classes through ScanSource. New Connect certification classes available Aug. 5th!

[See schedule](#)

MITEL'S MONTHLY GIVEAWAY

Be our August winner! Answer the question below by 8/16/19. The first 15 people to submit the correct answer—plus 10 random drawing submissions—will win a prize!*

This promotion allows partners to receive 15% off the purchase of a MiVoice Business or MiVoice Connect system when including specific hardware, software, and endpoints in the purchase.

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[ANSWER NOW](#)

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