

BEYOND

— EXPECTATIONS —
SCANSOURCE & MITEL

Mitel welcomes Mary T. McDowell, new President and CEO



With a long history of success in driving growth for global organizations, McDowell brings an intimate understanding of communications and technology markets.

Read McDowell's [Day One Message](#) to partners

TIP OF THE MONTH

How to quote the Pathway Program

For MiVoice Business, MiVoice Connect, MiVoice Office 400 Hospitality, and MiVoice Office 250, Pathway Program is selected in the Promos tab. Select radio button “I claim the ‘Pathway’ promotion and agree to abide by the Terms and Conditions” to add the Pathway promo in the quote. The promotion rebate for each eligible part will appear in the Order tab. Save your configuration in “Order”

perspective to show your actual discounts from the distributor, the same goes for rebates.

Helpful terms to know:

A “quote” for the distributor is the “order” for the reseller. An “order” for the distributor is their buy price at Mitel. A “quote” for the reseller is the buy price for the end customer.

What’s new with MiCollab?

MiCollab 9.0 is now GA, and it includes a new user, improved privacy controls, and Android enhancements, as well as the addition of CloudLink Chat for the first time.

[READ PRODUCT BULLETIN HERE](#)

MiVoice Connect update for government partners

The Mitel government contract ordering process has been updated for Mitel partners who sell MiVoice Connect via Distribution (US only). Mitel is required to meet government compliance requirements when processing sales under Mitel’s government contracts—and we must ensure our partners also meet these compliance requirements. Please read and share the requirements and process document with other US partners who sell MiVoice Connect under Mitel’s government contracts via Distribution.

[ACCESS DOCUMENTS](#)

Blue Bash breakdown

Our Mitel Q3 Blue Bash party winners all had fun and productive sessions strategizing for Q4 with our Mitel CAMs and ScanSource SBD team.

If you'd like to have a Blue Bash of your own, call your SBD—and learn about our Beyond Expectations program [here](#).



Get ready to play hard!

Study up on the Mitel Partner Marketing Playbook, Q4 edition! It has everything you need to know about marketing and demand generation, plus ready-to-go emails, sales enablement resources,

SLS license server for MiVoice Connect

On October 24, Mitel gave MiVoice Connect partners the ability to manage MiVoice Connect licenses and obtain vouchers via the SLS license

MiVoice Business required security certificate update

The latest security certificate update is now available for MiVoice Business customers with releases 5.0–9.0.

and more!

[DOWNLOAD
PLAYBOOK](#)

server in MiAccess. To learn more, listen in to Mitel's web seminars and take a look at the new training materials posted at:

*MiAccess >
InfoChannel > Mitel
WorldWide >
Licensing > SLS >
Training Material >
MiVoice Connect.*

[FIND OUT
MORE](#)

Take this chance to offer MiVoice customers the opportunity to modernize their UC tools. You need to install a software update for each customer remotely—it takes just five minutes or less.

Learn more on our November web seminar.

[REGISTER NOW](#)



New Partner Program handbook

Here's everything you need to know about being a Mitel partner in 2020 and beyond.

[Download here](#)



New MiCC Business LMS course

Learn the ins and outs of release 9.2. Search keyword "OCC-111" in LMS.

[Take the course](#)



Needed: Q4 \$\$\$

Use our promos to win big!

[See full list here](#)



Hotel customers?

Tell them about our new MiVoice Office 400 Hospitality packages!

[Learn more](#)

MITEL'S MONTHLY GIVEAWAY

At ScanSource, we're thankful for YOUR partnership. Tell us what you're thankful for, and 15 randomly selected winners will win a prize* - shipped right to your door!

[**ANSWER NOW**](#)

**View terms and conditions.*



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