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Inter-Tel/Mitel merger concluded

Inter-Tel distributor Tellumat highlights market and channel benefits

As Inter-Tel and Mitel conclude their eagerly-anticipated merger, for overnight top honours in the North American, UK and European networking markets, Inter-Tel distributor Tellumat cites numerous benefits for the companies' SA market and channels.

A noted player in the SA business communications market with over 2 million ports sold in two decades, Tellumat has focused on turnkey installations of leading brands, including Inter-Tel and its subsidiary, Lake Communications – offering solutions for SoHo offices through to large enterprises.

Bennie Langenhoven, GM of Tellumat Telecoms, says the benefits of being part of the Mitel group's distribution channel are significant and abundant. He cites the companies' combined financial clout and reach; their increased R&D activity; a shared commitment to open standards; greater product choice and an expanded scope of trusted brands; a portfolio increasingly ranging across the spectrum of market segments; increased SA vendor presence and support; and a commitment to existing product lines and customers.

The merged company will be the top North American SMB networking player, second in the Western Europe IP PBX market, and the overall leader in the UK communications market. It will continue to grow its operations globally. Combined revenue is more than \$800 million, and market coverage now extends to over 90 countries.

Both companies boast extensive portfolios, covering unified communications, networking, management and networked applications. Both are committed to open industry standards, such as SIP, XML and CSTA. With three trusted brands (Mitel, Inter-Tel and Lake), it offers a broad choice of solutions from the very small to the very large, from IP-enabled to pure IP unified communications, from standard solutions to tailored, from single site to multi-site and from outright capital purchase options through to sophisticated managed services.

Langenhoven adds that the merger combines Inter-Tel's strength in the US and UK, its enterprise muscle and its call centre clout with Mitel's global reach and brand leverage. He says Inter-Tel's call centre functionality compares well with the leading names, at much better value. "Inter-Tel's strong call centre portfolio has given us approximately 5% of the thriving Western Cape call centre market in a relatively short time, with installations covering more than 700 call centre agents."

As a result of the merger, Mitel and Inter-Tel's respective partner channels will be able to offer customers far more compelling value, he concludes.

Said Don Smith, CEO of Mitel, in a shareholder-media communiqué: "Inter-Tel's people, products, managed services and partnerships complement those at Mitel. The merger will enable us to accelerate our growth by extending our small-to-medium business (SMB) leadership position, and continuing our



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expansion into the large business sector. Together we will deliver innovative solutions and managed services for our existing customers and channel partners, so that no one is stranded or forced to consider an alternate vendor."

Norman Stout, CEO of Inter-Tel, concurred: "Our new company will be a formidable industry player ... across the globe, and as part of the Mitel team, we look forward to continuing to provide exceptional products and services to our mutually expanded customer base."

Mitel will maintain Inter-Tel's Arizona headquarters, which will become the centre of operations for the combined US business and serve as an important centre of R&D excellence.