



Medical Center Selects Mitel to Replace Hardware-Based Phones With Virtual UC

Casa Grande Regional Medical Center Uses Virtualized MCD to Reduce Costs, Deliver Custom Emergency Communications Services and Manage Voice as an Application

PHOENIX, April 18, 2012 (GLOBE NEWSWIRE) -- Mitel® (Nasdaq:MITL), a leading provider of Unified Communications Software (UCC) solutions, today announced that Casa Grande Regional Medical Center has selected Mitel's open, virtualized UCC solutions to replace its existing high-cost legacy phone system. Working with Mitel channel partner Trans-West Network Solutions, the hospital was able to realize significant operational and capital savings while still delivering cutting-edge, custom communications applications to its users. Casa Grande Regional Medical Center chose to deploy a virtual UCC solution on industry-standard servers, enabling its IT staff to manage its communications infrastructure like any other virtual application.

"There are two primary reasons we selected Mitel to replace our communications infrastructure, one being the flexibility of the phones to accommodate custom HTML based applications, and the other being the ability to truly treat voice as an application," said Walter Chisenski, Director of Information Technology at Casa Grande Regional Medical Center. "Of the vendors we evaluated, Mitel was the easiest to develop against and the only one to deliver a leading edge communications solution as a virtual appliance. As a result, not only do we have reliable, secure communications across the entire campus, but we have advanced capabilities such as pushing HTML alerts to staff in case of an emergency, like a fire."

Located in Arizona's Golden Corridor, Casa Grande Regional Medical Center serves the entire city of Casa Grande and surrounding rural areas of Pinal County, and has 1200 telephones across three separate locations — the main hospital, an urgent care facility and billing/medical staff offices — all of which are supported by the Mitel solution.

Casa Grande's Mitel Solution incorporates the following elements:

- [Virtual Mitel Communications Director \(vMCD\)](#)
- [Mitel DECT Wireless Solution](#)

"Mitel's ability to provide a virtualized solution tailored to the hospital's unique communications needs was key during selection process," commented Phil Keenan, Mitel's executive vice president, Americas. "Through our channel partner Trans-West Network Solutions we have successfully provided Casa Grande Regional Medical Center with a fully virtualized environment that simplifies tasks, and ensures a high level of service continuity in a critical healthcare environment."

About Mitel

Mitel (Nasdaq:MITL) is a global provider of business communications and collaboration software and services. Mitel's Freedom architecture provides the flexibility and simplicity organizations need to support today's dynamic work environment. Through a single cloud-ready software stream, Mitel delivers a powerful suite of advanced communications and collaboration capabilities that provides freedom from walled garden architectures and enables organizations to implement best-of-breed solutions on any network; extends the "in-office" experience anywhere, on any device; and offers choice of commercial options to fit business needs. For more information, visit: <http://www.mitel.com>

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