



July 9, 2012

## **Detron Supplies Mitel Technology to More Than 100 Dutch Government Departments**

### **Multi-Year VoIP Deployment to Follow Successful Proof of Delivery for OT2010 Project**

UTRECHT, Netherlands, July 9, 2012 (GLOBE NEWSWIRE) -- Mitel (Nasdaq:MITL) (TSX:MNW), a leading provider of Unified Communications and Collaboration (UCC) software solutions, today announced in cooperation with its implementation partner Detron ICT & Telecom Groep (Detron), the successful completion of Proof of Delivery for VoIP solutions in association with the Dutch Government's OT2010 program. OT2010 is an eight year project which will upgrade communications systems across more than 100 Dutch Government departments, including deployment of approximately 100,000 IP ports. The completion of the Proof of Delivery follows the contract award to Detron in March, 2012.

Prior to contract finalization, Detron and Mitel were required to demonstrate their ability to meet over 300 solution criteria established by the OT2010 selection committee. Items such as telephone facilities, as well as contact center, unified communications and collaboration, unified messaging and fixed to mobile integration capabilities and service and security of the Mitel portfolio were extensively scrutinized.

The OT2010 award follows selection of Mitel IP technology for the Dutch government's previous cluster of VoIP Solutions\* associated with the OT2006 program.

"We are proud of the fact that after winning the OT2006 contract, the IP technology of Mitel was chosen yet again," says Gijs Borsboom, sales director Mitel Northern Europe. "The proof of delivery was extremely extensive and complex and with our successful completion, we have again proven that our communication solutions can meet and support the requirements of government organisations now and in the future. Along with the in-depth knowledge and experience with large-scale government organisations of our implementation partner Detron, we are looking forward to a successful roll-out."

George Banken, CEO of Detron: "We worked enormously hard with Mitel to complete the proof of delivery and ensure that we responded to all of the Dutch Government's requirements. We are pleased with the positive outcome of the very thorough analysis conducted by representatives of OT2010, and we are ready to get to work for a large number of national government organisations in the Netherlands."

*\*The cluster VoIP solutions is one of eight OT2010 agreements that were made by the Dutch Government. Contract duration is up to eight years and the agreement outlines the delivery of IP based communication solutions and support in the set-up, implementation and servicing of the systems for the Dutch Government.*

#### **About Mitel**

Mitel (Nasdaq:MITL) (TSX:MNW) 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>

The Mitel Networks Corporation logo is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=8599>

#### **About Detron ICT & Telecom Groep:**

Detron ICT & Telecom Groep has a turnover in excess of €100 million and has approximately 500 employees, which makes it one of the largest unlisted ICT companies on the stock exchange in the Netherlands. In the 3 years since its came into existence, Detron has become market leader for the small and medium sized enterprises and the non-profit sector. Denton manages the complete ICT and telephone environment for its clients. For more information: [www.detron.nl](http://www.detron.nl)

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Source: Mitel Networks Corporation

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