



## Agreement With Landata Expands Mitel Presence in Russia & Eastern Europe

### IT/Telco Distributor to Deliver Mitel's Freedom Architecture

MOSCOW, Oct. 21, 2011 (GLOBE NEWSWIRE) -- Mitel (Nasdaq:MITL), a leading provider of [Unified Communications](#) (UC) software solutions, today announced that Landata, a business division of Systematic-Group and a leading IT/Telco distributor in Russia, has added Mitel's UC solutions to its portfolio. This will broaden Landata's commercial and technology offering to resellers as well as expand the availability of Mitel solutions in Russia, the Commonwealth of Independent States (CIS) and Eastern Europe. Mitel believes its Freedom Architecture, an open model for UC based on a single, cloud-ready software stream, is well-suited for these markets as it delivers advanced communications functionality combined with the ability to leverage industry-standard servers alongside existing infrastructure.

"We're very excited to continue our growth in these important markets with Landata," said Graham Bevington, vice president, International Markets, Mitel. "Taking our Freedom architecture to Russia, the CIS and Eastern Europe speaks to our recognition of the potential growth of these markets. Landata, with its far-reaching and sophisticated network of channel partners, is well situated to help Mitel expand our footprint in these burgeoning areas and reinforce our channel-centric strategy for growth."

Alex Volynsky, who heads up a newly established representative office in Moscow which sells and supports Mitel's portfolio under license, integrated with added-value applications from Wesley Clover International Corporation, commented on the announcement, "This agreement brings together a suite of complementary products for businesses looking to unify communications across multiple platforms and locations, with a large, established network of resellers. In addition, Landata resellers can work to achieve Mitel PARTNER program certification via access to Mitel sales and technical training, as well as benefiting from Mitel and Landata marketing programs."

Vasiliy Selyuminov, Executive Director, Landata said about the announcement, "Landata prides itself on pioneering and delivering new solutions with a high level of expertise and professionalism. Our resellers and distribution network has been looking for a proven IP-based unified communications solution for some time, the Mitel portfolio allows us to offer them just that."

### 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>

The Mitel Networks Corporation logo is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=7323>

### About the Representative Office

The representative office in Moscow sells and services, under license, Mitel's portfolio of business communications and collaboration solutions, along with solutions from Wesley Clover International Corporation, in Russia and surrounding areas including Commonwealth of Independent States (CIS), the Baltic States, Georgia, and Turkmenistan. The representative office is certified to sell and support certain Mitel products in these markets and is headquartered in Moscow at *12<sup>th</sup> floor, Riverside Towers, Kosmodamianskaya nab., 52/1, Moscow, 115054, Russia*. For more information visit: <http://www.mitelnetworks.ru>.

### About Landata

Landata founded in 1994, part of Systematic-Group, is the multi-vendor supplier of networking, telecom, computing, peripherals, measurement and control high quality equipment. The dealer network of Landata includes more than 2000 companies from 83 regions of Russia and CIS. Landata pays special attention to overwhelming support for business partners' projects including technical consulting, pre-sale and post-sale support, authorization and education programs. For more information visit [www.landata.ru](http://www.landata.ru).

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