# VMware and Mitel to Bring Unified Communications and Collaboration to Desktop Virtualization

## Multiple Technology Breakthroughs Will Enable IT to Deploy Voice and Collaboration to Virtualized Desktops

LAS VEGAS, NV -- (MARKET WIRE) -- 08/30/11 -- Today at VMworld® 2011, VMware and Mitel unveiled a significant technical advancement designed to considerably increase the already growing deployment of desktop virtualization for IT departments around the world. Specifically, Mitel will integrate its virtualized Unified Communicator® (UC) Advanced client software with VMware View™ 5, enabling Mitel and VMware to deliver soft phone and mobile device integration into a desktop virtualization environment. This unique collaboration will dramatically extend the power of desktop virtualization, enabling a user's voice solution and UC applications to be deployed together as a single unified solution in a virtual desktop environment. By doing so, IT departments can significantly reduce costs while extending their desktop and mobile environment to anywhere a user has an Internet connection.

"The Chicago Bears have already deployed Mitel's Unified Communicator Advanced, so we are already familiar with the benefits of Mitel's architecture," said Jason Saidoo, senior director of information technology for the Chicago Bears. "The idea of virtualizing both the desktop and the desktop phone, thus unifying their functionality, is very attractive to an organization like the Chicago Bears, since we require mobility and secure desktop access from the road. As a result of this announcement, we have advanced our own timeline to convert our IT infrastructure to a completely virtualized environment."

"Today's announcement represents a significant step forward in the evolution of desktop virtualization," said Rich Costello, senior research analyst at IDC. "These new technology breakthroughs will help accelerate adoption of desktop virtualization. IT departments should begin evaluating how and when they should make the transition to this type of environment."

*VMware View and Mitel UC Advanced*
This integration represents a significant technical achievement. Today, users cannot stream virtualized Mitel voice applications to a virtual desktop without significant impact to performance and latency. In addition to accessing the desktop with VMware View, users will also be able to access their collaboration tools, including voice, video, presence, secure instant messaging, audio and web conferencing, document sharing, voice messaging and email, from their VMware View client.

Desktop virtualization using VMware View offers IT tremendous benefits by moving desktops and applications into the cloud and delivering them as a managed service. IT administration is more automated and efficient, security is improved and the total cost of desktop ownership can be reduced by as much as 50 percent. End users can get a rich, consistent and high-performance desktop experience from any qualified device -- including mobile devices like tablets and smartphones -- whether in the office or on the go.

VMware and Mitel are combining the capabilities of VMware View with Mitel's UC Advanced client software, giving users of a virtualized desktop access to both their desktop applications and their communications apps, essentially making both their desktop computer and communications device (mobile, soft phone or desk phone) available to them no matter where they may be.

"VMware and Mitel have helped 'crack the code' on streaming communications and collaboration applications to the virtual desktop, thus giving IT freedom from the 'walled garden' approach driven by legacy IT vendors," said Christopher Young, vice president and general manager, End-User Computing, VMware. "Mitel's Freedom architecture, which already delivers an open, single software solution on a virtual machine, has now been augmented to support streaming on the VMware View™ desktop client software. By doing so, VMware is taking another step forward in enabling universal desktop access, delivering a truly open model that benefits both IT and the user."

"IT departments now have a powerful new tool to help them manage their infrastructure," said Stephen Beamish, Mitel's vice president, marketing and business development. "With UC as another virtualized application available on any device, they will have greater control and flexibility than ever while still reducing capital costs."

Interested parties can view a demo of this joint solution at VMware's booth # 621 and Mitel's booth # 560 at VMworld 2011, currently taking place in at the Venetian Hotel and Resort in Las Vegas through Thursday, September 1, 2011.

*Additional Resources*

- Twitter: @VMwareEvents (hashtag #vmwarecloud), @Mitel
- VMworld and Mitel Blogs: http://www.vmworld.com/blogs/vmworld; www.mitel.com/mitelfreedom

*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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*About VMware*
VMware (NYSE: VMW) delivers virtualization and cloud infrastructure solutions that enable IT organizations to energize businesses of all sizes. With the industry leading virtualization platform -- VMware vSphere® -- customers rely on VMware to reduce capital and operating expenses, improve agility, ensure business continuity, strengthen security and go green. With 2010 revenues of $2.9 billion, more than 250,000 customers and 25,000 partners, VMware is the leader in virtualization which consistently ranks as a top priority among CIOs. VMware is headquartered in Silicon Valley with offices throughout the world and can be found online at www.vmware.com.

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Source: VMware, Inc.

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