

Mitel and Oracle Partnership Powered by Mitel Solutions



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Business Development and Strategic Alliances

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Mitel and Oracle – Foundations

Virtualize

- IP Communications Platforms
- Feature-Rich VoIP Applications
- User Desktops

Rapid Deployment
of New Services

Consolidate

- Reduce Cost and IT Management
- Optimize Power Consumption
- High Availability and Disaster Recovery

Data Center
Convergence

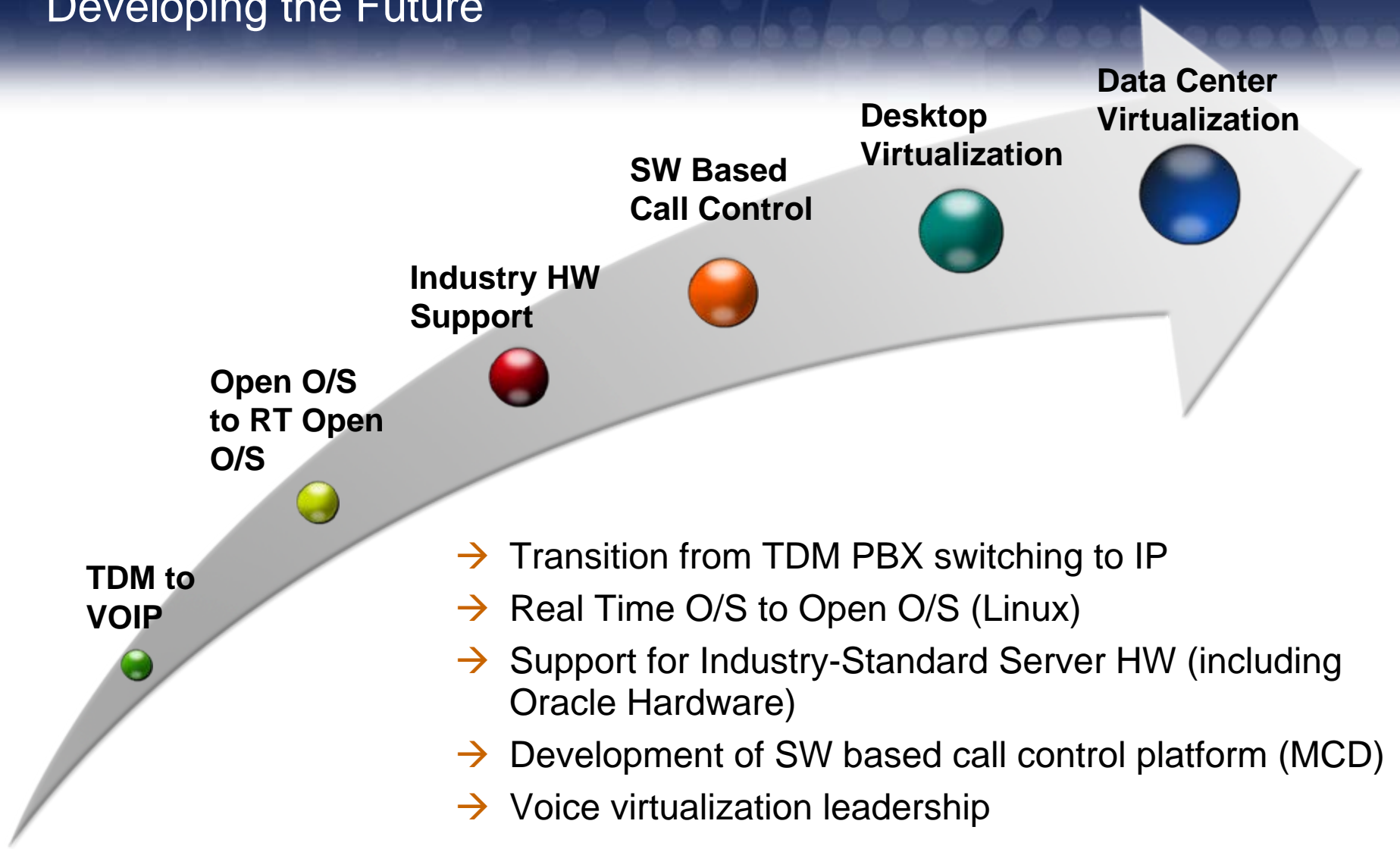
Integrate

- Voice Solutions
- Presence Indication
- Seamless Mobility
- Collaboration
- Virtual Desktops

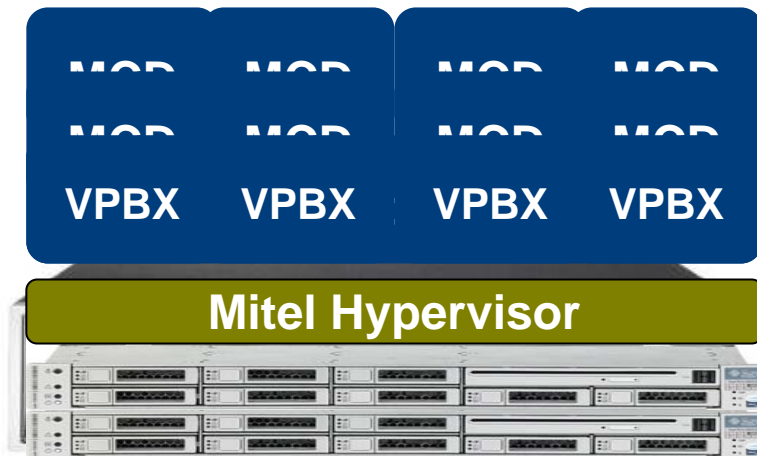
Simplify and Unify
Communications

Mitel Business Communications Leadership

Developing the Future



Mitel Communications Director and Mitel Multi-Instance Communications Director



High Availability, IP Industry Standard Platform

- Virtualization technology leveraged to provide software portability
 - Identical software used across many platforms
- Concept extended to replicate instances – virtual PBXs
 - Industry power curves used to drive capacity
- Ideal data center fit for both enterprise and service providers
 - IP telephony delivered in the cloud

Delivers platform compatibility together with scalability and density

Mitel Communications Director Customer Story

The Opportunity

- Ministry of Interior Mexico
 - 3,500 employees, 18 locations, 2 data centers
- Rapid migration and desktop virtualization
- UC applications

The Winning Solution

- Mitel Communications Suite
 - Simplified customer deployment and increase data center convergence
 - Mitel Unified IP Client for Sun Ray Increased data center convergence
- Mitel Audio & Web Conferencing and UC solutions



“The solution will dramatically reduce the complexity of managing multiple devices. Knowing that this information is safe and securely stored is incredibly important to the security of public information.”

Alejandro Cuevas
Director, DGTI



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Virtual Desktop – Voice and Desktop Mobility



- Virtual Desktop Integration
- Seamless Mobility – Single Sign-On
- Cell Phone Automatic Handoff (provider agnostic)
- Secure and High-Availability Voice and Data Integrity



Desktop Virtualization

Mitel Unified IP Client – Voice and Desktop Mobility

Corporate office with
Mitel UIC for Sun Ray Stand



Mobile on the road while
broadcasting corporate ID



Branch office with Sun Ray 3+
and 5360 IP Phone



Home office with Oracle Secure
Global Desktop + home phone



One Number, One Desktop
Multiple Devices

Reduces IT costs and enhances employee productivity

Mitel UIC for Sun Ray – Cell Phone Automatic Handoff



Incoming calls
Broadcasting ID 1002

Through Mitel Dynamic Extension I have one number access to multiple devices. My extension rings both my desk phone and mobile phone.



I choose to take the call at my corporate desk

The call is seamlessly transferred to my cell as I remove the java card from the desk



I carry the same conversation with me

The call is seamlessly transferred to my office desk, saving on cell airtime costs



I insert my java card at the branch office

Status changes to 'In a call' – even for calls answered on cell



Mitel UIC – Eco Responsibility



decreased
footprint

- Use our innovation to deliver products with leading energy efficiency
 - Traditional PC ~ 80 Watt
 - Sun Ray thin-client ~ 4 Watt
 - VoIP phone ~ 6 Watt
 - Mitel VoIP phone ~ 3 Watt
- Make it easy for our customers to return products for environmentally responsible lifecycle management



Mitel Device	Power Consumption (W) (typical usage)
5302 IP Phone	1.4
5312 IP Phone	2.8
5324 IP Phone	3.3
5330 IP Phone	3.3
5340 IP Phone	3.5

How Does Eco Responsibility Impact Your Bottom Line?

Comparing the Direct Costs, 1000 Desktops over 1 Year

Traditional PC and Communications

Power

(14 cents per kwh, 365 days)

- PC, 80 watts per hour
- Average IP phone, 6 watts per hour
- Total = \$105.4k annually (24h)
\$52.7k annually (12h)
\$35.1k annually (8h)

Oracle and Mitel

Power

(14 cents per kwh, 365 days)

- Sun Ray, 4 watts per hour
- Mitel Phone, 3 watts per hour
- Total = \$8.5k annually (24h)
\$4.2k annually (12h)
\$2.8k annually (8h)

~90% savings in power

Beyond Productivity: Hard Cost Savings at a Glance

Centralization

- Simplified Network Management
- IT Staff Consolidation or Stabilization
- Network (Toll and Circuits) / Trunk Consolidation Savings

Business Continuity

- Maintain Communications and Collaboration Capabilities
- Remain connected with co-workers, customers, suppliers, and business partners

Real Estate Consolidation

- Assume 10% space reduction (1000 stations @ 100 sq. ft.)
- Translates to savings of 2.5+ Mil USD per year (average US cost)

Virtual Desktop – Mitel UIC for Sun Ray Options



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Virtual Desktop – Mitel UIC for Sun Ray

Customer Story

The Opportunity

- Largest supplier of foodservices market
 - 2,000 employees, 150 contact center agents, 30 – 40 locations
- Was running Ericsson voice and leased desktops

The Winning Solution

- Mitel Communications Director on 3300 ICP
- Mitel Unified IP Client for Sun Ray
 - Integrated authentication for voice and data hotdesking
- Mitel Unified IP Client stand
- Mitel Contact Center application



“We selected the joint Mitel – Oracle solution based on the flexibility it provides to optimize our customer contact center operations.”

Martin Pluijgers
DeliXL



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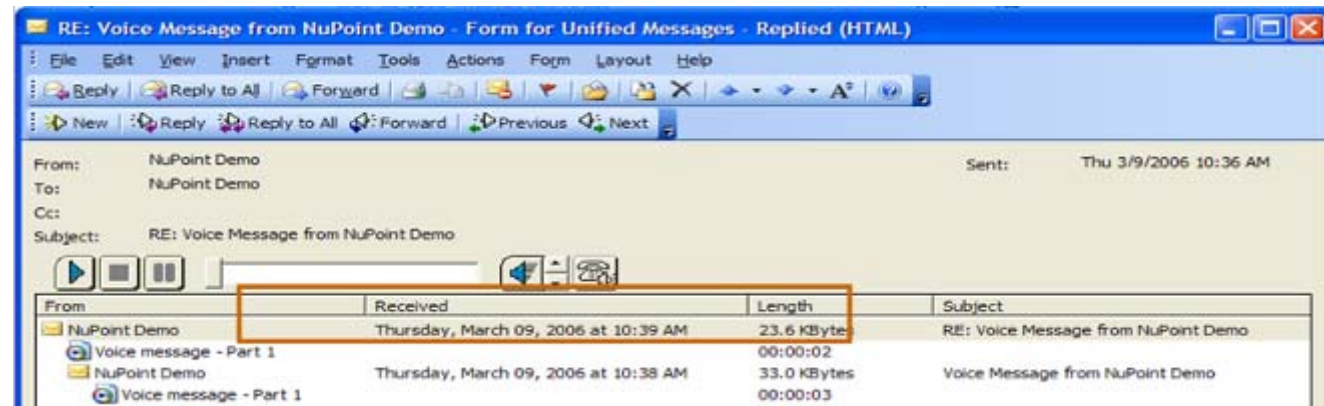
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Mitel NuPoint Unified Messaging 640

Powerful and Feature-rich Unified Messaging Solution

- Integrated voice and fax messaging that can be accessed anywhere, anytime
- Integration with Mitel's as well as third-party PBX voice platforms
- High scalability and proven reliability
- Simple administration and management
- Significantly lower entry price point

Available on Oracle Hardware



Mitel and Oracle Partnership

Blending Proven Technologies

Virtual Desktop Integration – Thin Client²

IP Communications Virtualization

Enhanced Mobility – Voice and Data

Eco Responsible – 1:10 Ratio and 10 Watts

Fully Secured Teleworker – Stateless Devices

Centrally Managed and High Available

Reduced IT Management Cost – Consolidation



Learning More About the Solutions

→ Mitel and Oracle Websites

- <http://solution.oracle.com/solutions/mitel>
- http://solution.oracle.com/solutions/mitel/uic_sunray
- <http://www.mitel.com/oracle>

→ Video Demonstration

- http://www.ebiz.mitel.com/images/email/sun_mitel_demo/index.html

→ Contacts

- Arnaud Bellens (Mitel Strategic Alliances) – arnaud_bellens@mitel.com

Thank you



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