

MSA Membership Features and Benefits

	Type Level	Developer Corporate	Developer Corporate	Gold Commercial	Developer Commercial	Developer Commercial	Preferred Commercial	Gold Preferred Commercial
Category / Feature	Basic	Advanced	GSC Only	Basic	Advanced	Advanced	Advanced	Advanced
Membership								
Initial and Annual Renewal Fee	\$1000 ¹	\$2000 ¹	\$500	\$1,000	\$3,000	\$3,000	\$3,000	\$3,000
Mitel Sponsorship and Approvals Required	MSA Only	MSA Only	MSA and Others	MSA and Others	MSA and Others	MSA and Others	MSA and Others	MSA & Others
Type of Partner Member	End-Customers	End-Customers	"Plug-And-Play" Vendors	VARs / Vendors	VARs / Vendors	Sponsored VARs / Vendors	Sponsored VARs / Vendors	Sponsored VARs / Vendors
Membership Term	1 Year ¹	1 Year ¹	1 Year	1 Year	1 Year	1 Year	1 Year	1 Year
Technology								
Basic API and Documentation Package	Yes ²	Yes ²	No	Yes ²	Yes ²	Yes ²	Yes ²	Yes ²
Advanced API and Documentation Package	No ²	Yes ²	No	No ²	Yes ²	Yes ²	Yes ²	Yes ²
License Resale / Redistribution	No	No	No ³	Yes ³	Yes ³	Yes ³	Yes ³	Yes ³
Development / Lab System Equipment Discount	No	No	No	Yes	Yes	Yes	Yes	Yes
Marketing								
Global Solutions Catalogue (GSC) Listing	No	No	Yes	Yes ⁴	Yes ⁴	Yes	Yes	Yes
Corporate Logo Usage	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Self-Assess Tested (SAT) Logo Usage	No	No	N / A	Yes ⁵	Yes ⁵	N / A	N / A	N / A
Mitel Compatible Tested (MCT) Logo Usage	No	No	N / A	Yes ⁵	Yes ⁵	N / A	N / A	N / A
Mitel Approved (MAT) Logo Usage	No	No	N / A	No	No	Yes ⁵	Yes ⁵	Yes ⁵
GSC Test Status Annotation (SAT / MCT / MAT)	No	No	No	Yes	Yes	Yes	Yes	Yes
Go-to-Market and Channel Strategy Development	No	No	Yes	No	No	Yes	Yes	Yes
Marcomm and Preferred MOL Content	No	No	Yes	No	No	Yes	Yes	Yes
BPC / Forum Exhibit Option	No	No	Yes	No	No	Yes	Yes	Yes
Gold Package	No	No	Yes	No	No	No	No	Yes
Price Book Listing	No	No	Yes	No	No	No	No	Yes

Category / Feature	Type Level	Developer Corporate Basic	Developer Corporate Advanced	Gold Commercial GSC Only	Developer Commercial Basic	Developer Commercial Advanced	Preferred Commercial Advanced	Gold Preferred Commercial Advanced
Support								
Priority MCT Access		No	No	No	No	No	Yes	Yes
Developer Support Credits (DSCs)		1	3	0	1	5	5	5
New Release Notifications		Yes	Yes	No	Yes	Yes	Yes	Yes
Additional DSCs		\$250ea	\$250ea	\$250ea	\$250ea	\$250ea	\$250ea	\$250ea
Web Portal								
Access to MSA Portal on MOL		Yes	Yes	Yes	Yes	Yes	Yes	Yes
Technical Product Bulletins (via MOL)		Yes	Yes	No	Yes	Yes	Yes	Yes
Downloadable API Updates		Yes	Yes	No	Yes	Yes	Yes	Yes
Downloadable Platform SW Updates / Upgrades		No	No	No	Yes	Yes	Yes	Yes

- Notes:
- 1 Renewal fees waived for Corporate Members who maintain uninterrupted coverage under approved TotalSolution or SW M&S programs.
 - 2 See separate API table for itemized list of included APIs and documentation.
 - 3 Licensing is vendor product-specific, and may be defined in terms of specific geographic territories and/or markets.
 - 4 Listings approved only after completion of SAT and / or MCT. All Commercial Partners can get a base listing.
 - 5 Logos authorized for use only upon appropriate test result approval by MSA (SAT) or Mitel Engineering (SAT, MCT or MAT).
- Key:
- MCT Mitel Compatibility Tested
 - MAT Mitel Approved and Tested
 - SAT Self-Assess Tested
 - GSC Global Solutions Catalogue

Global Headquarters

Tel: +1(613) 592-2122
Fax: +1(613) 592-4784

U.S.

Tel: +1(480) 961-9000
Fax: +1(480) 961-1370

EMEA

Tel: +44(0)1291-430000
Fax: +44(0)1291-430400

CALA

Tel: +1(613) 592-2122
Fax: +1(613) 592-7825

Asia Pacific

Tel: +852 2508 9780
Fax: +852 2508 9232

www.mitel.com



For more information on our worldwide office locations, visit our website at www.mitel.com/offices

THIS DOCUMENT IS PROVIDED TO YOU FOR INFORMATIONAL PURPOSES ONLY. The information furnished in this document, believed by Mitel to be accurate as of the date of its publication, is subject to change without notice. Mitel assumes no responsibility for any errors or omissions in this document and shall have no obligation to you as a result of having made this document available to you or based upon the information it contains.

M MITEL (design) is a registered trademark of Mitel Networks Corporation. All other products and services are the registered trademarks of their respective holders.

© Copyright 2008, Mitel Networks Corporation. All Rights Reserved.

GD 583_1841