

# Solution Powered by Mitel

Mitel Communications Suite



## Two Companies. One Direction.

- **Simplify Customer Deployment**
- **Leverage Existing Infrastructure**
- **Increase Data Center Convergence**
  - Data & voice, a natural integration
  - Mitel applications available on Sun Fire servers
    - Includes 3300 call controller and unified messaging
- **Combine Proven Technologies**
  - Sun Fire server high availability
  - VoIP telephony with Mitel 3300 call control and applications suite



## In the press...

“Mitel and Sun are making it even easier for businesses to enjoy the many advantages of IP communications by running Mitel call control and applications on a single Sun server and managing computing and telephony as one unified communications solution.”

Firstline Communications Inc

“The Sun Ray Unified IP Client is a module that snaps onto Mitel IP phones and lets users hot-desk into Mitel IP phones and Sun Ray thin clients using an authenticated Java Card.”

**eWEEK**.COM

“One major benefit of the combined technology is that it lowers power usage to about 9 total watts for both the phone and thin client.”

ComputerWorld

“ the Sun Ray Unified IP thin client married with a Mitel Teleworker Solution (...) provides much stronger security for each individual user”

The Telephone Connection Inc

“The unified communications solution is well-suited for both cost and security-sensitive environments as well as for people that work remotely or are very mobile.”

**iWeb**  
THE TECHNOLOGY NEWS SITE

“The Sun Ray Unified IP Client provides voice and data services at any workstation on the network, dramatically reducing desktop cost and complexity while preserving the familiar, proven, telephone device.”

“With this solution we have a future proof customer contact solution that will ensure our continued market leadership”

Deli XL

“This solution preserves all the features and functionality of a traditional Mitel 3300 ICP deployment, while enabling organizations to roll out voice-based solutions on a Sun data infrastructure”

**TMCnet**  
On the Web



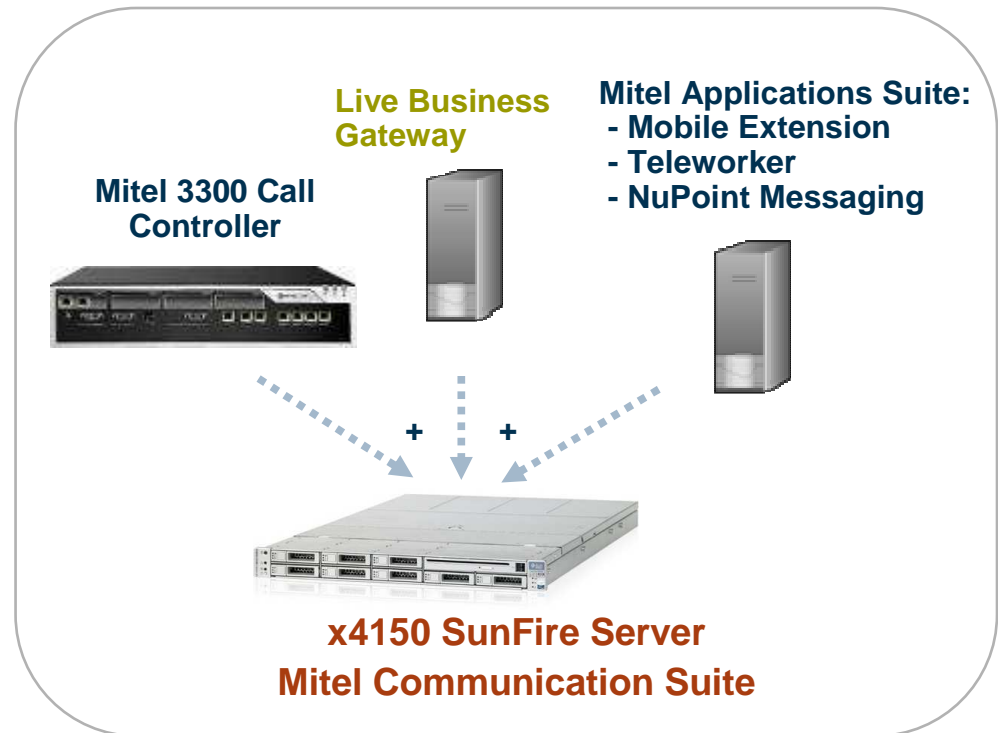
## Market Demands for VoIP

- **Users want to have seamless connectivity with their usual office**
  - Working from home – from a hotel / internet café / WiFi hot spot
  - Office functionality on their cell phones
- **Users want to control a variety of messages in any format**
  - Voicemail, email, fax, letters etc
- **Customers want to speak to a live person when they call**
  - Avoid auto attendant mazes
  - Get through to the correct resource to deal with their issue
- **And all of these things have to happen without the need for a PhD !**



## Mitel Communications Suite (MCS) On Sun

- Simplified comprehensive bundles provide easy ordering
- Complete carry over of all legacy telephony features and functions
- Fully integrated with default configuration for simplified install
- Single point provisioning
- Lower TCO
  - Combined server means lower equipment cost
  - Industry standard platform reduces training and operational expenses



**Pre-integrated Unified Communications solution based on Mitel 3300 software, Mitel Applications Suite and Sun servers.**



# The Mitel Ingredients

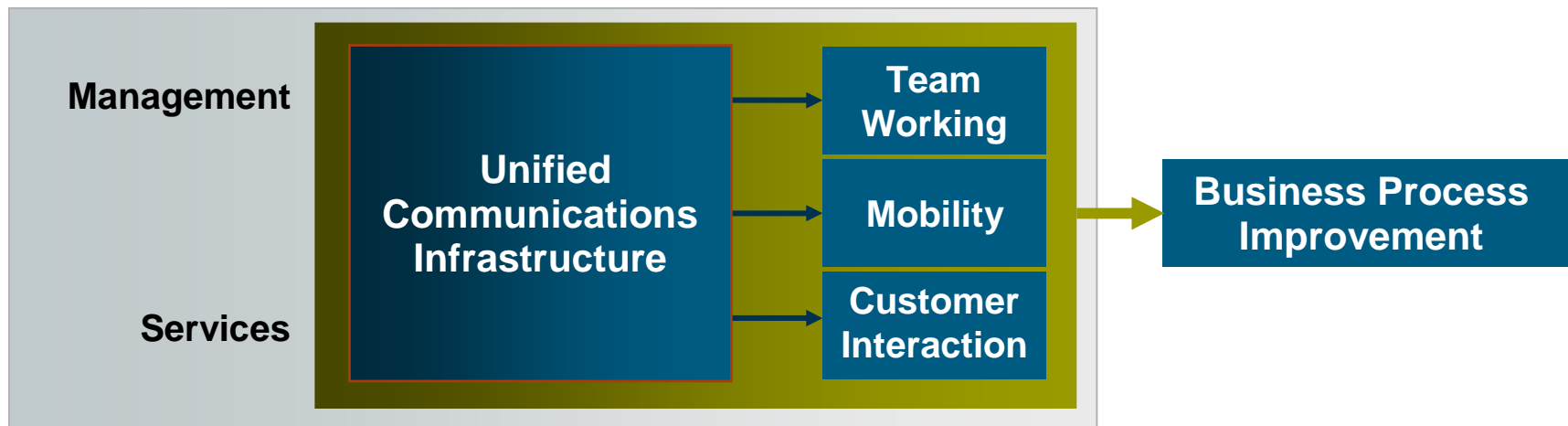


# Mitel 3300 Call Controller IP-PBX

## Communications Infrastructure

- For the very small (20) to the very large (65,000) – **same technology**
- Gateway, migrate, or rip and replace – **same box**
- Single and multisite functionality
- Simple to install, administer, and manage

- Secure
- Scalable
- Reliable, resilient
- Small footprint, optimized for minimum power consumption



# Mitel 3300 Call Server on Industry Standard Server

## Single Software Stream

- Complete feature and apps support across all supported environments from 12 to 65K users, simultaneously released
- Identical software across all platforms for investment leverage
- Seamless interoperability and manageability between all form factors for high deployment flexibility

## Full Feature Access

- Rich application suite
- Contemporary system programming interfaces
- Comprehensive SIP support
- Focus on Unified Communications
- Industry-leading feature set
- Integrated horizontal & vertical features
- Highly capable CTI interface

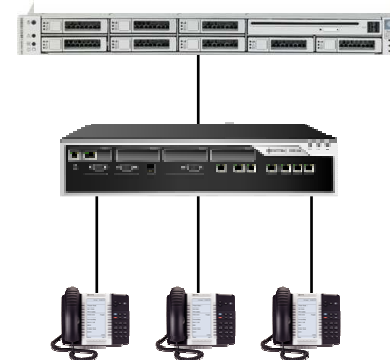


# Mitel Applications Suite, Release 1.1

## Mitel Applications Suite

NuPoint Messenger™12.0, Mobile Extension 1.6, Teleworker 4.5,  
Speech AA and Audio and Web Conferencing

- Applications – expanded to include Speech AA, Audio & Web Conferencing
- Administration – expanded to add/modify/delete 3300 Users and Devices
- Achieves single server with additional applications
- Option for single application MAS deployment to achieve increased scale for a single application
- NA English and UK prompts support (Speech AA UK prompts in a follow-on UR)



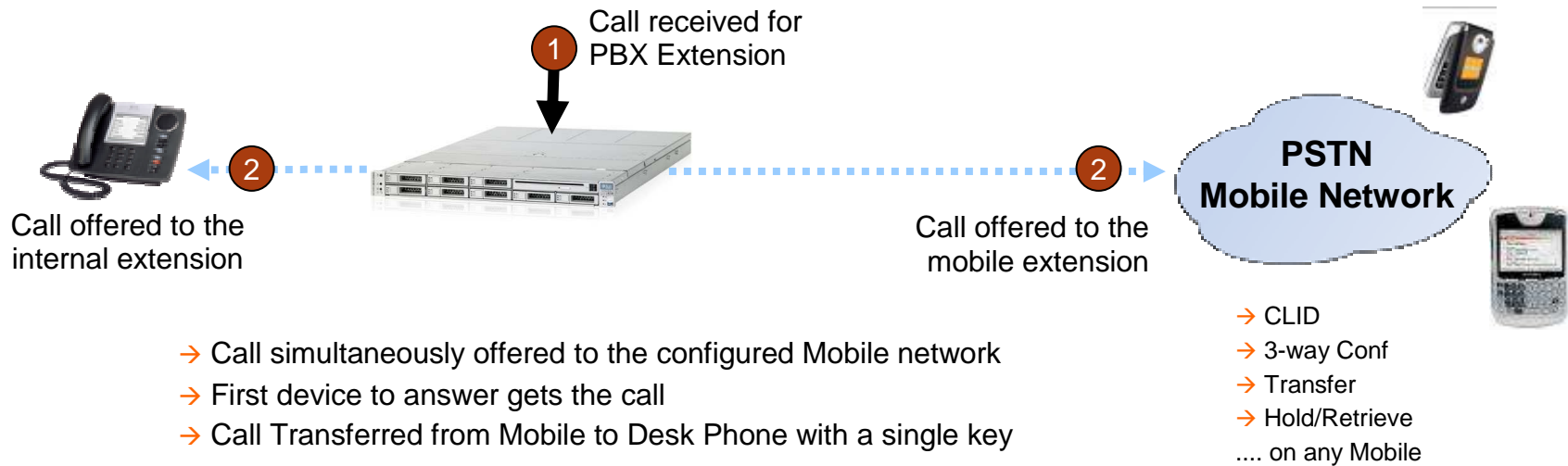
Mitel Applications Suite integrated applications

+

Mitel 3300 Call Controller

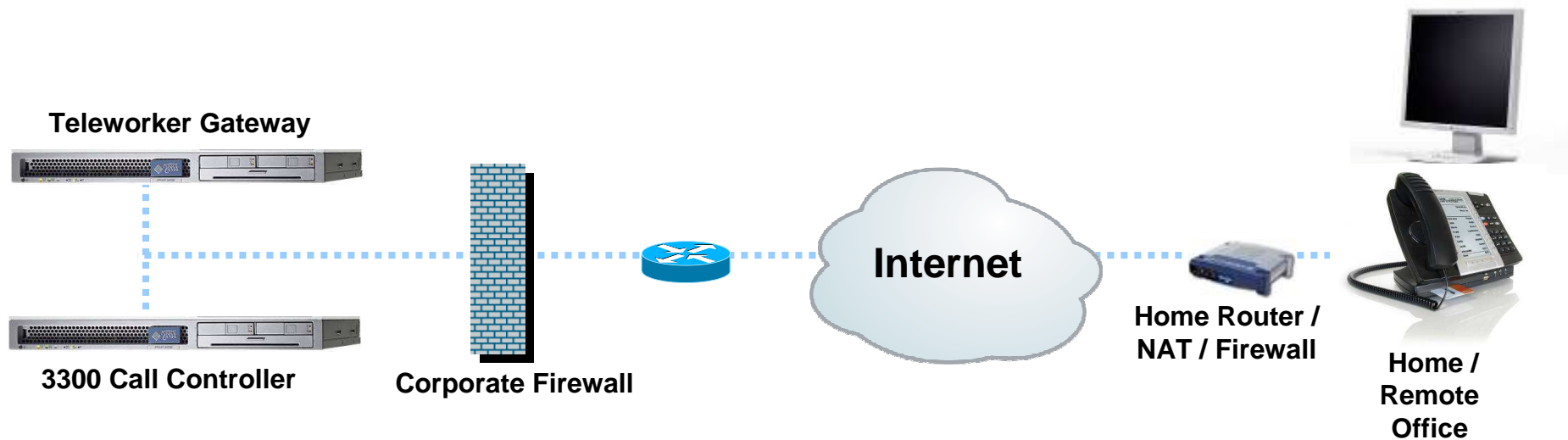


# Mitel Mobile Extension – Unified Mobility



- Offer seamless mobility within and outside the company buildings
- One number, one mailbox
- Fixed mobile convergence
- Client agnostic – works with any device

# Mitel Teleworker Solution



- Plug and work from any broadband connection
- 4 digit dialing to coworkers
- Same IP phones for office workers and teleworkers
- Secure RTP assures privacy, no VPN required
- Jitter Buffering and Packet Order Handling QoS
- G.729 and G.711, auto negotiating for BW management

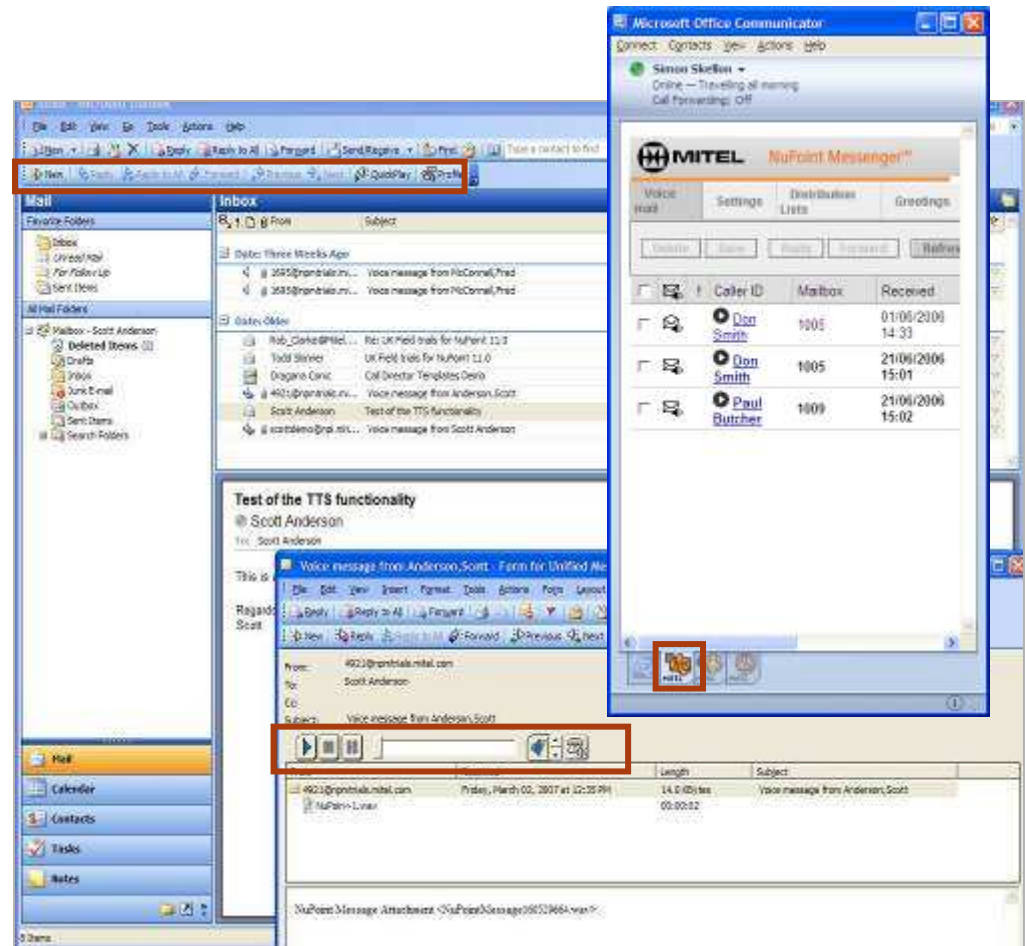
# Mitel NuPoint Messenger™ 11.0

## Advanced Unified Messaging

- Unified Inbox for email, voice mail and fax
- Outlook 2003 Plug-in
- Text to Speech
- Call Director templates
  - “Find Me / Follow Me”
- Enhanced LDAP / AD integration
- “Office Communicator” launch
- Future... Speech auto-attendant

### Release 12.0

- Speech AA (Network Directory)
- Distributed data centre/NAS
- LCS Presence
- UM Extensions (Exchange 2007)
- Visual Voice Mail on 5330/5340
- Multi-site Directory Partitioning
- Hospitality Enhancements



**Best-of-breed unified messaging solution**





# The Deployments



# Target Turnkey Deployment Configurations

## → Large configuration - redundant

- HA Sun Fire x4150
- Dual power supply, dual drive with RAID
- Target support for up to:
  - 5000 (and beyond) users for 3300 Call controller only
  - 1000 users with Applications

Sun Fire x4150



## → Small configuration

- Sun Fire x4150
- Target support for up to:
  - 1000 (and beyond) users for 3300 Call controller only
  - 300 users with Applications

# Summary



## Mitel / Sun Value Proposition

### End Customer

- Delivers a pre-integrated Unified Communications solution that enables business process improvement and reduces costs
- Reduces operations costs by consolidating hardware platforms for IT and UC applications (e.g. training, maintenance, sparing)
- Simplified deployment and reduces TCO
- “Green” solution with consolidated server farm



## Contact Mitel

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