

Mitel Technology Network (MTN)

Quick Overview



Welcome to the Mitel Technology Network!

The Mitel® Technology Network (MTN) is a developer partner program for third-party companies to create applications and services that work with Mitel's core communications portfolio. MTN is a community that helps ensure your solutions are recognized and supported within the Mitel ecosystem, connecting you to our network of resellers, customers and other MTN members.

Why MTN?

MTN is committed to investing in long-term partnerships, helping to amplify the value we deliver to our mutual customers, together. By integrating your solutions into Mitel's portfolio, the program delivers an innovative, reliable, and high-quality communication ecosystem that inspires customer confidence and opportunity. Rigorous validation processes ensure all solutions meet the highest standards of interoperability, reliability, and performance, helping to build trust and engagement, and delivering the outcomes our customers expect

Purpose & Benefits:

To help ensure everyone gets the most out of their communication ecosystem, Mitel created the MTN Interop Certification Program. It's designed to:

- > Validate interoperability between Mitel's solution portfolio and third-party products or services.
- > Enhance quality and reliability to minimize support burdens for all stakeholders, including partners, service providers, channels, and Mitel itself.
- > Boost customer confidence by guiding them toward Mitel-certified solutions they can trust.



MTN Program Levels & Offerings

The MTN program offers three membership options, each with its own features, benefits, and benchmarks. This structure provides flexibility in choosing your level of engagement and allows you the opportunity to transition between levels as you grow with MTN over time.



STANDARD PARTNER	ENHANCED PARTNER	PREMIER PARTNER
Description		
<p>Standard Partners leverage Mitel interop certification to address specific business requirements. This entry-level tier facilitates the integration and interoperability of products, solutions, and services within Mitel's solution portfolio.</p> <p>The goal is to verify and promote compatible, well-integrated products from MTN Partners through the Mitel Applications & Integrations Gallery, while also increasing awareness of these solutions within the sales channel.</p>	<p>The Enhanced Partner tier focuses on the importance of partner engagement and solution alignment with Mitel's ecosystem and focuses on tested and verified interoperability of applications with Mitel solutions. Partners must demonstrate ongoing dedication, including continuous re-certification.</p> <p>By ensuring seamless integration and mutual value, this tier guarantees partner applications deliver reliable performance and added value for Mitel customers.</p>	<p>Premier Partners are global application vendors of strategic importance to Mitel and our customers.</p> <p>Mitel and Premier Partners jointly define, position and market their solutions through respective sales channels.</p>
Added Value		
<ul style="list-style-type: none"> • Help partners evaluate Mitel APIs & interfaces • Access software downloads, training courses, Mitel product information • Participate in the MTN Certification Program • Free registration • Support and certification fees apply 	<ul style="list-style-type: none"> • Enhanced support for resale & high joint revenue relationships • Joint business opportunities 	<ul style="list-style-type: none"> • Build strategic relationships • Invest in joint business plans and marketing activities • Customized fees and program conditions

Partner levels are subject to change.

MTN Value

The MTN program enhances the value of Mitel's solution portfolio by supporting revenue-generating and productivity-boosting integrations with third party applications. It offers the following benefits:



GROWTH THROUGH MARKET-LEADING SOLUTION AND ECOSYSTEM INTEGRATIONS

- Access exclusive MTN developer support for prototyping, diagnosis, and problem analyses of approved interfaces
- Purchase Mitel Lab equipment and licenses at special rates for prototyping
- Eligible to participate in Mitel's Interop Certification Program
- Visibility on the supported Third Party Partner product list for MTN certified products and the Mitel Apps & Integrations Gallery
- Quicker time to market



ACCELERATED MARKET READINESS THROUGH INTEROPERABILITY TESTS & CERTIFICATION

- Easily integrate your solutions with Mitel's platforms with seamless compatibility to enhance user experience and simplify deployment
- Validate interoperability and all integration points between the Mitel portfolio and the Third-Party Partner product or service.
- MTN certified products are subject to Mitel Technical Support (PTS) in collaboration with third party partner for integrated deployments



CO-INNOVATION FOR GROWTH

- Bring innovative solutions to market faster by accessing advanced tools, APIs, and resources that support quick adaptation to evolving customer needs.
- Be a part of an elite network that enables partners to innovate by designing deeply integrated solutions with Mitel's portfolio
- Co-create and experiment by exploring and launching pioneering solutions that answer the needs of the modern communication landscape.

How can I join the Mitel Technology Network?

Join the MTN

- > To get started, please [Apply Online](#). MTN membership fees vary depending on the chosen or assigned partner category whereas the MTN Standard membership is free of charge.
- > Support and relevant MTN certifications can be ordered subsequently for a fee, as required
- > MTN Standard membership is valid for 2 years. Renewal requires the consent of both contractual partners.
- > Participation in the Mitel Technology Network is subject to Mitel's acceptance of the required Partner registration and the Member's acceptance of the Mitel MTN Terms and Conditions.

To proceed go to [Mitel.com](#) for more information or [apply online](#).



Get Certified

MTN members are eligible to participate in Mitel's MTN Interop Certification Program.

Three MTN Certification badges indicate different levels of confidence in the integration & the corresponding level of Mitel product support.

PARTICIPATING IN THE CERTIFICATION PROGRAM GIVES YOU THE FOLLOWING ADVANTAGES:

- > Access to resources such as API descriptions, protocols and interfaces
- > Access to support and the ability to raise support tickets
- > Ability to be published in Mitel's Applications and Integrations Gallery
- > Increased serviceability due to Mitel Configuration Guides (CFG)



MTN certification fees vary depending on the interface and the associated certification level.

Use our [Contact form](#) for additional information regarding the process, pricing and ordering details.



How can I join the Applications and Integrations Gallery?

Open up new opportunities for your organization by joining our Apps & Integrations Gallery!

MTN members who have been certified have the opportunity to join the Mitel Apps & Integrations Gallery. Here's why you should join:

- > The Mitel Apps & Integrations Gallery is a great opportunity for partners to increase their visibility to customers and Mitel Resellers
- > Mitel advertises its MTN Certified Partner Products via the Mitel Apps & Integrations Gallery and through associated marketing support & collaterals for the partner
- > MTN members benefit from Mitel's global reach and customers' trust in reliability of end-to-end solutions



Find more information about the program and integration options on [Mitel.com](#) or [contact Mitel MTN team](#) for more details.

WE'RE BETTER TOGETHER.
LET'S GET STARTED!

mitel.com

