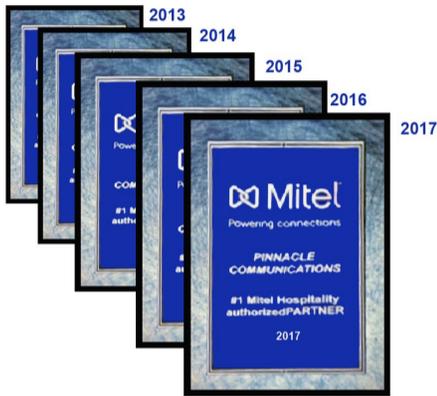


PRESS RELEASE

Germantown, MD
March 29, 2018

“It’s Not A Misprint” For The Fifth Year In A Row....!! Mitel Awards Pinnacle As ‘#1 Hospitality Industry Partner’



For the fifth year in a row, Mitel has awarded Pinnacle as its #1 Partner for The Hospitality Industry, and again for the *‘third’* year in a row, one of Pinnacle’s National Account Managers was awarded ‘Top Salesperson.’ This year’s top performer was Tom Larson, out of the Fargo, ND office.

In 2016 Mitel restructured its criteria for obtaining award level recognition, adding hosting applications and other specific qualitative and quantitative objectives, making it even more of a challenge to succeed as the top partner.

Pinnacle CEO/VP Cloud Solutions, Bill Mitchell, remarks on the company’s continuing success, “First of all, I want to congratulate Tom Larson for the ‘Top Salesman’ award, that is a serious and well deserved accomplishment. What is especially gratifying for me is that different account managers within our company have been able to capture that lofty award for the past three years in a row. We couldn’t be more proud of our entire sales team from Sales VP, Corey St. Germain on down. A fantastic job by everyone.” “Well Done!!”

Mr. Mitchell continues, “sometimes, when you are busy working in the day-to-day operations, it’s easy to lose sight of the great success our company is exhibiting and the recognition we are getting. Five years in a row as Top Partner with Mitel is an outstanding accomplishment, and when combined with our other successive multiyear awards from HBO, DIRECTV, ALCATEL and others, it really projects our overall success and growth. We have a great team that has taken us over 28 years to build and today we have the products and abilities to keep our customers happy and happy customers is what generates more sales for our partners like Mitel.”

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About Mitel

Powering more than 2 billion connections every day, Mitel (Nasdaq:MITL) (TSX:MNW) helps businesses connect, collaborate and take care of their customers. That includes more than 33 million cloud connections daily, making Mitel the world's fastest growing provider of cloud communications. Our business communications experts serve more than 60 million users with over 2500 channel partners in more than 100 countries. We have #1 market share in EMEA and have been identified by top industry analyst firms as a business communications leader. For more information, go to www.mitel.com and follow us on Twitter @Mitel
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