

Jenne and Mitel Empower Your Customers by Creating a More Connected Working Environment

By partnering with Jenne, your value-added distributor for Mitel, you will bolster your product portfolio with a comprehensive range of collaborative unified communications solutions—while gaining the advantage of complete support from a knowledgeable team of certified experts.

Jenne Adds Value to Your Mitel Business

Jenne is uniquely positioned to provide value-added services and support as a Mitel distributor.

- **Pre-sales design and configuration support** for quoting the Mitel MiVoice Connect, MiVoice Business, MiVoice 400 and multiple upgrades. Simply contact miteldesign@jenne.com for a customized quote from Jenne's Mitel Design Specialists.
- **Implementation and maintenance support** to enhance your overall customer portfolio.
- **Dedicated Account Manager**
- Full **staging and provisioning services** on SIP phones and small business systems—includes all preliminary configuration, licensing and upgrades for rapid system installation. Pre-provisioning services also are available with detailed instructions on the scope of work.
- **Special pricing authorization requests**—from submitting a request to getting the quote turned around to you, we make the process seamless and efficient.
- Flexible **trial and demo products** are available to match you and your customers with the best solutions.
- Flexible, customized **financing opportunities** directed to resellers and end-users to help resellers move more equipment and to increase end-user buying power.
- Quarterly hosted **Mitel webinars** keep the channel updated on new products, promotions, programs and other value-oriented information.
- 24/7 **web-based resources** available at www.jenne.com—a central hub to access product information and transact business, including Mitel microsites for both core and open solutions.

About Jenne

Jenne, Inc. is a leading Cloud Services Brokerage and Value-Added Distributor serving agents and value-added resellers throughout the U.S. We focus on United Communications and Collaboration, Networking and Infrastructure, Physical Security, Video Conferencing and the Internet of Things (IoT).

Founded in 1986, Jenne is committed to providing value-added resellers, integrators and service providers with a broad product selection, competitive pricing, on-time accurate delivery, outstanding technical support plus ongoing sales, and technical training through Jenne University. We are an expert distributor of Mitel solutions.

Jenne Business Development Resources

As a Jenne and Mitel partner, your business will benefit from our knowledgeable team of experts. Jenne's dedicated and certified Mitel specialists provide unparalleled service and support to help you make the most out of your Mitel sales efforts.

- Assistance with discovery calls, demos, configurations, quotes, order paperwork, commissions and SPIFF registrations and payments.
- Support for resellers to drive growth working as an extension of your organization and sales team—providing an additional layer to the support provided by Mitel to its channel partners.
- Assurance that partners are taking advantage of promotions and incentives to maximize close rates on valuable opportunities.
- End-to-end certified support team—ready to advise, troubleshoot and solve problems.

Contact Jenne's Mitel team at mitel@jenne.com to sign up and become a Mitel Partner today.

Industry-Leading Operational Support

As a value-added distributor, Jenne provides unparalleled operational support—we are experts in distribution.

- Same day shipping from Jenne's large on-hand, in-stock inventory for orders placed before 7 p.m. EST.
- Industry-leading order fill rate of 99.98% and 99.89% on-time shipments.
- Jenne offers custom branded delivery documents. Cut days and cost out of your deliveries by utilizing Jenne's logistic capabilities to drop ship your customers' order directly to them. We will include shipping documents with your branding and your customers' purchase order number to ensure ease of receipt.
- Data feed and integration for select sales proposal automation software.

Mitel UC Solutions

As businesses look to the future, it's important to select a business communications platform that can accommodate their needs today with the capability to solve tomorrow's problems.

They also need a solution that integrates several applications into one, such as communications and collaboration, phones, and integrated call center solutions. Not to mention integrating with third-party systems, which can help deliver a seamless workflow.

Mitel On-Site Solutions Include:

- MiVoice Office 400
- MiVoice Business
- MiVoice Connect
- UC Contact Center Solutions
- Analog Phones
- SIP Desktop Phones
- SIP DECT Phones
- IP Business Phones

