

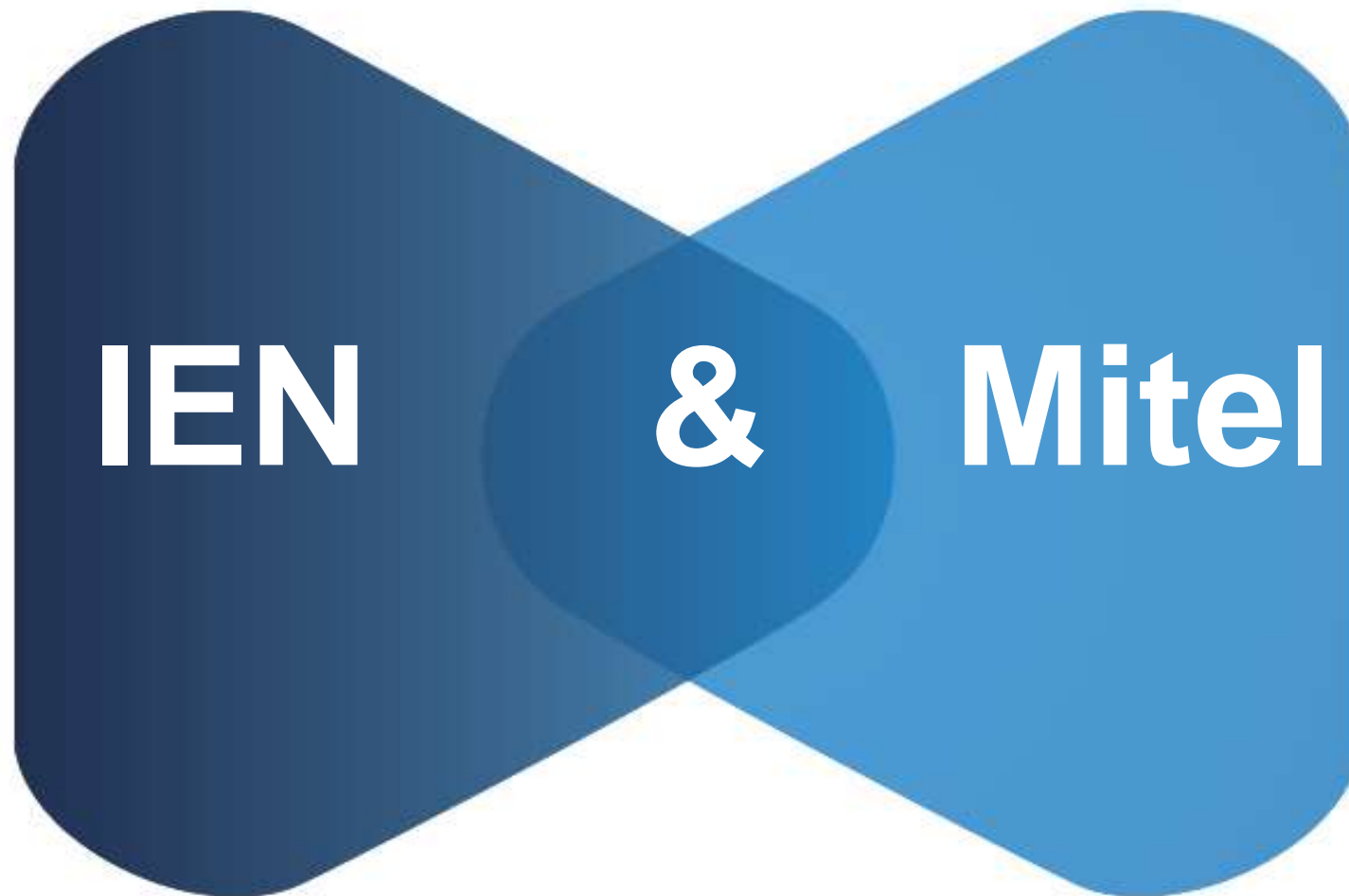
UCC GREECE 2017

Thomas Kolovos

Business Development Director

Integrated Enterprise Networks S.A





IEN's story...

IEN S.A was founded in 2000 from the former Operations and Sales department within **Ericsson Hellas S.A.**, responsible for the support and supply of the Ericsson Enterprise Products & Services. The newly formed company was immediately awarded the status of the “**Advanced Partner**” of Ericsson enterprise products for the Greek and Balkan markets.

In 2008 IEN S.A was certified as AASTRA ‘**Authorized Partner** in Greece due to the acquisition of the entire "Ericsson Enterprise Business Unit" by the Canadian based company AASTRA Technologies LTD.

In 2010, **Aastra** awarded IEN S.A the status of the sole “**Gold Certified Partner**” for the Greek market, entrusting IEN S.A to represent their products and solutions at the highest level.

Today, IEN S.A is the sole **MITEL Gold partner for Greece** – since the merger of Mitel Networks Corporation and Aastra Technologies Ltd. on February 2014.

In a continuously evolving Telecommunications environment, IEN's product portfolio is helping any corporation to increase business productivity and profitability. It consists of a wide range of Enterprise communication products from traditional PBX, full IP-PBX server based systems, gateways and terminals fixed or mobile, to state of the art Contact Center and Unified Communication solutions.

With more than 17 years presence in the Telecommunications market, IEN S.A provides high level Telecommunications solutions and services, to a demanding client base, which includes mobile operators, public authorities, call centers, mass media, multinationals, banks, hospitals, hotels and enterprises.

For more information please visit our web site (<http://www.ien.gr>).



Mitel's Global Market Presence



Global Industry Leadership



Market Share Leadership

- **# 1** market share in EMEA (PBX/IP PBX)
- **# 3** market share in North America
- **# 1** market share in Cloud Telephony (in less than 2 years)
 - Fastest-growing cloud business on the planet
 - 2,300,000+ cloud seats installed and counting



Industry Leadership

***BROADEST PRODUCT
PORTFOLIO
IN THE INDUSTRY.***

Product Leadership

- North American Hosted IP Telephony and UCC Solutions Portfolio with Product Line Strategy Leadership Award
- Unified Communications Server Virtualization Product Leadership Award

F R O S T & S U L L I V A N

Only Company in **5** Gartner® MQs for Business Communications

Leader



Magic Quadrant for **Corporate Telephony**

Leader



Magic Quadrant for **Unified Communications**

Leader



Magic Quadrant for **UC for Midsize Enterprises**

Visionary



Magic Quadrant for **Unified Communications as a Service**

Challenger



Magic Quadrant for **Contact Center Infrastructure**

Mitel by the Numbers



Operating in
100+
COUNTRIES



Over
\$1.2 BILLION
in **REVENUE**

More than
2 MILLION



1 out of 4 **prefers Mitel**

60 MILLION
End-User Customers

4,400
EMPLOYEES



Worldwide

#1
MARKET SHARE

IN **5** CORE
MARKETS

Industry's
BROADEST
PORTFOLIO

Spans enterprise,
cloud, mobile



RECOGNIZED as a
LEADER **x3**
BY **Gartner**

Only Brand Across **5**
Gartner Magic Quadrants



More than
1,600 Patents



MOBILE SOLUTIONS
in **47** of top 50 economies



2,500
Channel
PARTNERS

IN **5** CORE
MARKETS



\$1 BILLION
IN CAPITAL INVESTED
in **24** months

This is Mitel

We are business
communications
experts

We are a
market leader

We offer clear
customer choice with
the **best path to the**
cloud

We are powering
connections and
consolidating the
market

Powering connections

- Collaborate
- Manage the business
- Mobilize the workforce
- Always on

Companies across the globe rely on Mitel to power 2 billion connections every day so they can connect, collaborate and take care of their customers.

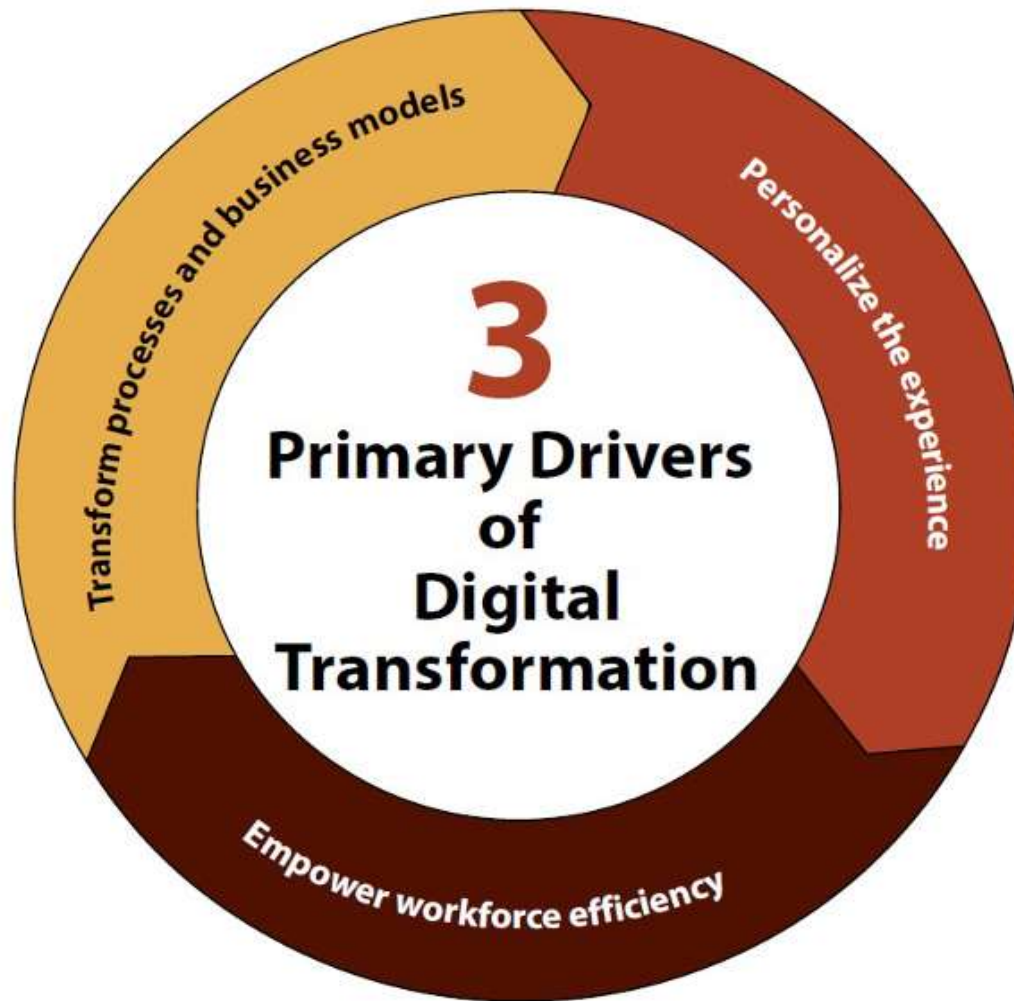


UCC – THE ENABLER FOR DIGITAL BUSINESS & THE DIGITAL TRANSFORMATION.

- Digital business is the application of technology to build new operating models, processes, software, and systems by leveraging the **convergence** of people, business, and things.
- These advances are creating new product and service opportunities, as well as **transforming business operations**, enabling companies to generate more revenue, gain greater competitive advantage, and achieve higher efficiency.
- Digital transformation has become a top initiative for business and IT leaders. In a digital business world, sustainable market leadership is no longer based solely on which company has the best products, the best prices or even the best people.

Today, digitization has three primary drivers, (sources from ZK Research),

UCC solutions empowers ALL....



UCC solutions transform digital businesses.

- Digital Businesses Needs Real-Time Communications.
- UCC can bring a high degree of contextual information to communications and decision-making in real time.
- Digital businesses are bringing together IoT and UCC.
- **UCC - Gives a Voice to the Internet of Things.**
- At a high level, the IoT gives **devices** the ability to communicate with other **devices**, and UCC gives **people** the ability to communicate with other **people**.
- The convergence of IoT and UCC will enable **devices** to communicate with **people** in an interactive way.

Unified Communications Leads to Business Reimagined

In a world of unified communications and collaboration (UCC), the connected digital enterprise has the full context of its business processes, with fluid and natural communications, that seamlessly permeate the entire workplace and customer experience.

DARE TO CHANGE

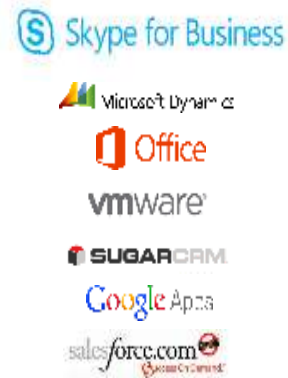
❖ Mitel has a full portfolio of UCC solutions that can be delivered in the cloud, on-premises, or in a hybrid environment.



Infrastructure



Software



Device



Regardless of the size of your business or business vertical you operate in, Mitel is a clear choice.

INTEGRATED ENTERPRISE NETWORKS S.A
MITEL GOLD PARTNER

Thank you

