



Eligible IP Phones

PN	Mitel IP Phone Model
50005847	5312
50005664	5324
50006191	5320
50005804	5330
50005071	5340



Mitel 5340 IP Phone

Find Your Voice Program

Mitel's popular Find Your Voice Program is an exceptional competitive displacement opportunity for authorizedPARTNERS to help existing Nortel®, Avaya®, NEC®, 3Com and Toshiba® customers find their voice by switching to a Mitel 5000 HX. Not only do your customers get a great 3-phones-for-the-price-of 2 (buy three IP phones and get the third phone of the same model for free) deal on a new system that will save them even more as they use it, but on a typical Mitel 5000 HX configuration, Mitel authorizedPARTNERS can also expect savings of 15% or more!

Here's the deal.

The Find Your Voice Program is based on a **3-for-the-price-of 2 IP phone offer**. This special promotional pricing is available for a limited time only on orders placed between August 1, 2010 - **January 31, 2011**.

When you switch your customers to a Mitel 5000 HX, they save money twice. First, they save upfront by taking advantage of our special **3-for-the-price-of 2 IP phone offer**. Then they save even thousands of dollars more with a new, easy-to-manage Mitel communications system. By switching to Mitel, existing Nortel, Avaya, NEC, 3Com and Toshiba customers can eliminate maintenance costs on their old system, reduce long distance charges between offices, and improve connections with customers and employees.

Any Nortel, Avaya, NEC, 3Com, or Toshiba system is eligible for the Find Your Voice Program, provided it has 20 or more users and is replaced by a Mitel 5000 HX system with 20 or more users.

Ordering Procedures for the Find Your Voice Program

Mitel authorizedPARTNERS should follow their normal ordering process for the Find Your Voice Program. **Each order must have a minimum of 20 IP desktop devices in order to qualify for a rebate.** In addition, eligible customers must purchase:

- **Mitel 5000 IP Base Kit with HX Controller (P/N: 52002632)**
- **Mitel 5000 License, IP Phone, Category D (P/N: 840.0416)**

All components of the Mitel 5000 HX installation, such as 3-for-the-price-of 2 applicable IP phones, must be on the same purchase order. Please submit your Find Your Voice claim form via Mitel OnLine. The rebate value will be calculated based on the number of IP desktop devices purchased using a 3-for-the-price-of 2 calculation, based on an even number of IP phones (rounded down) and associated licenses ordered on a single purchase order.



Find these or other competitive systems and displace them with a Mitel 5000 HX:

NORTEL

- Norstar® Modular Integrated Communications System (ICS)
- Meridian® 1 Option 11, Option 11C, Option 11E, Option 21A
- BCM 50, BCM 200, BCM 400
- Option 51, Option 61, Option 81

AVAYA

- Merlin® II, Merlin Legend®, Merlin Magix®
- Definity® Enterprise Communications System (G3VS), Definity Enterprise Communications System (G3S), Definity G3i, Definity Business Communications System (VS)
- IP Office systems
- Communications Manager on S8300, S8400 servers

TOSHIBA

- Strata® DK 280/424/424i
- Strata CTX/CIX 100/200/670/1200
- Strata CS-CommServer (Microsoft® Windows® -based OEM by AltiGen)

NEC

- DSX -160™, DSX-80™
- Aspire™ systems >60 ports
- Electra systems >60 ports
- NEAX systems

3Com

- NBX 100
- V3000
- V3001
- V5000
- V6000
- V7000

Rebate Example

For example, if your order includes the following:

- Qty 1 - Mitel 5000 CP RIs 4 IP Base package
- Qty 3 - 5304 IP Phone
- Qty 12 - 5312 IP Phone
- Qty 8 - 5330 IP Phone
- Qty 7 - Category D licenses

it qualifies for the promotion, as it has a minimum of 20 eligible phones (5312 IP Phones + 5330 IP Phones = 20 total quantity) and sufficient licenses to cover all 23 phones on the order (7 Category D licenses, plus the 16 included in the Base Package).

The rebate would be equivalent to partner cost for a total of four 5312 IP Phones AND two 5330 IP Phones.*

*Per this example, the calculation is 'rounded down.' For example, if nine 5330 IP Phones were included in the order instead of a quantity of eight shown above, the rebate for the 5330 IP Phone would be equivalent to three 5330 IP Phones.

Making a Claim

- The authorizedPARTNER submits the sales order to Mitel.
- AMC licenses are deployed.
- The authorizedPARTNER completes the Find Your Voice Program claim form available on Mitel OnLine, including their end-customer information and applicable purchase order or sales order number.
- Mitel then reviews the claim form, authorizes the claim and issues a Return Authorization (RA) for the controller card of the replaced PBX system. At this time, Mitel will issue a credit for the claim, subject to return of the controller card of the replaced PBX within 30 days of the date the RA was issued. Mitel will credit authorizedPARTNERS the net authorizedPARTNER price of the applicable IP desktop sets (rounded down) on the associated sales orders.
- The authorizedPARTNER sends in the controller card of the replaced PBX to Mitel with the associated RA and any additional documentation to support the return claim.
- If the controller card of the replaced PBX is not received by Mitel within 30 days of the RA issue date, Mitel will reverse the full amount of the credit.

The Fine Print

- Find Your Voice promotional pricing available on orders placed between August 1, 2010 through January 31, 2011 only.
- End-user's information must be entered into AMC.
- A copy of the customer sales order must be included and must clearly detail the equipment controllers, IP user licenses for the associated controllers and IP phones that will be deployed at the specified end-user site.
- The number of user licenses purchased for the Mitel 5000 HX must match the number of IP phone sets purchased.
- Mitel reserves the right to contact end users for the purpose of monitoring customer satisfaction and verifying user numbers.
- This program is available to Mitel authorizedPARTNERS in the U.S. only and may not be used in conjunction with any other Mitel price promotions or discounts including ADIs (Additional Discount Incentives).
- Mitel expects that the 3-for-the-price-of 2 promotional pricing will be extended to the end user.
- Mitel will be actively promoting the Find Your Voice Program and all its components.
- The Find Your Voice Program is subject to terms and conditions available on Mitel OnLine. For complete details, see bulletin number PB20100147.

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