

CHOICES THAT MATTER

The *RECIPE* for the Perfect Mitel Subscription

Whether for work or play, transport or food,
subscriptions offer significant benefits to customers.

In fact, globally,



of adults currently use at least one subscription.¹

Now the subscription trend
is taking over in business too.



of CIOs say they're adopting or planning
to adopt SaaS commercial models.²

And flexible pricing and contracting terms are the most
important purchasing criteria for enterprise customers.³



of businesses still want the option to stay on perpetual licencing.⁴

When it comes to your business UC&C package, we believe that the greatest level of choice is important. You should be able to find the ideal solutions for your business, at the right price, and in a way that works best for you. That's why Mitel has launched subscription-based offers across all platforms – giving you complete control over the Mitel solutions you turn into subscriptions and those you keep as one-off payments.

Building your Mitel subscription is as simple as:

1. **TAILOR YOUR SOLUTION**
2. **DETERMINE YOUR DEPLOYMENT**
3. **CHOOSE YOUR COMMERCIALS**

So, take a look at the menu of options and **make your choice**.

1. TAILOR YOUR SOLUTION

The flexibility of subscriptions is not in doubt. But with Mitel's choice of telephony solutions, apps and support, this goes up a level.



Choose your communication product

Select and configure your core communication product based on your business needs, size and industry.



Add collaboration

Add applications such as MiCollab and MiTeam Meetings.



Add customer experience

Choose contact centre to further improve employee and customer experience



Plus premium support

Premium support is included with all subscription packages.



Enhance with applications and add-ons
Develop your solution further with apps and add-ons that meet your specific requirements

The size of the subscription market will have almost doubled between 2020 and 2025.⁵

2. DETERMINE YOUR DEPLOYMENT

Wherever your organisation prefers to work, we can deploy your Mitel solution.



Public cloud



Private cloud



On premise

Large businesses with >1,000 employees use 150+ software subscriptions, businesses with <50 employees use 16+.⁶

82% of enterprise leaders prefer to buy on-premises software by subscription.⁷



3. CHOOSE YOUR COMMERCIALS

Fixed licence or adaptable pay monthly subscription? The choice is yours.



SUBSCRIPTION

- Minimal upfront costs
- Constantly up to date
- Flexible terms
- Cloud, on-site or hybrid deployment



LICENCE

- No ongoing payments
- Traditional



OR BOTH

- Subscriptions at your pace
- Blend of licence and subscription payments

61% of enterprises are aggressively shifting toward paying for all technology services via subscription.⁸

READY TO GET STARTED? THE CHOICE IS YOURS

Transform your organisation with our subscriptions – the perfect balance of choice, flexibility and opportunity. Speak to us to find out more about our range of subscriptions and solutions.



Speak to us today to find out more.

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Sources

1) Zuora, The end of ownership (2021) 2) Deloitte, Software vendor 2.0. the age of SaaS (2020) 3) IDC EMEA, Future Enterprise Resilience (2022) 4) Metrigy Workplace Collaboration: 2021-22 research study (2021) 5) Statista, Market size of the digital subscription economy worldwide in 2020, with a forecast for 2025, by segment (2022) 6) BetterCloud, 2020 State of SaaS Ops (2020) 7) McKinsey & Company, Subscription myth busters What it takes to shift to a reoccurring-revenue model for hardware and software (2017) 8) IDC (2021)