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New Paradigm in Desktop Virtualization Drives Quick ROI for Businesses Around the World

Mitel Unified IP Client for Sun Ray perfect fit for companies large and small

OTTAWA, Ontario – December 17, 2008 – The move to the world's first [virtualized](#) voice and data desktop is providing businesses globally with unprecedented lower operating costs, simplified IT management, and enhanced security thanks to the global OEM agreement between [Mitel](#)® and Sun Microsystems. With the combination of Mitel call control on Sun servers and the [Mitel Unified IP Client for Sun Ray](#)™, [Mitel](#) and Sun have delivered the first ultra thin desktop solution, providing a simplified, device-secure authentication source for voice and data hot desking and mobility.

"Businesses large and small, ranging from single to multi-site locations and spanning a variety of industries and geographies are taking advantage of this combined best-in-class desktop [virtualization](#) solution to drive a significant return on investment," said Stephen Beamish, [Mitel's](#) vice president of business development and strategic alliances. These businesses include: [Audi Australia Pty Ltd.](#), [Valley Healthcare Systems](#), [Secretary of Government \(SEGOB\) in Mexico](#), [Maplesoft Consulting](#), [UGIVE](#), and [E3](#), among others.

"We are realizing unprecedented security, flexibility, and operational savings as a result of the [Mitel Unified IP Client with Sun Ray](#). It has already provided us with a healthy return on our investment," said Steven Swan, CEO, Valley Healthcare Systems, a leading healthcare staffing company based in Sacramento, California, with offices in Colorado and Hawaii. Working with Valley Healthcare Systems from conception to deployment was one of [Mitel's](#) largest U.S. authorized PARTNER's, Standard Tel Networks, LLC – a Brookside Technology Holding Corp company (BKSD.OB).

Combined with [Mitel](#) core applications including Mitel Mobile Extension and the Mitel Teleworker Solution, the [Mitel Unified IP Client for Sun Ray](#) provides businesses with a complete voice and data solution in a [virtualized](#) environment that reduce desktop hardware costs and simplifies network management while driving business value.

"The nature of our organization requires us to always remain mobile and in contact with our community, highlighting the projects and charities that are mostly highly rated," says Joe Hansbauer, executive director of UGIVE, a Cincinnati-based non-profit. "With the recent deployment of the Sun and [Mitel](#) solution, we now have a state-of-the-art IP telephony and desktop solution for our office, providing access to both the voice and data sessions at every desk. In addition, we can now be reached regardless of our location – in the office or in the community – with a single number."

The [Mitel Unified IP Client for Sun Ray](#) provides employees with the flexibility they need through the use of a single Java card to access all telephony and desktop applications from any Sun Ray location, whether at their desk, another location in the building, at home teleworking, or in a remote office anywhere in the world.

Maplesoft Consulting AD, which provides IT services to government, private enterprises, and healthcare practices throughout Canada, has also seen benefits that allow them to meet the needs of their clientele.

"The [Mitel](#) solution offers the ease of deployment – both telephony and desktop – that our business requires, providing the flexibility and reduced management cost that we were looking for," said Jody Campeau, president, Maplesoft Consulting AD. "Our Healthcare Solutions Practice division was a perfect fit. As we work with various health organizations, we can now utilize the [Mitel](#) Unified Communications Solution to provide doctors with the added benefit of voice and secure mobile data to access their patients' medical records wherever they need it all with a single smart card."

The [Mitel Unified IP Client for Sun Ray](#) is also the solution of choice for 3,500 employees SEGOB, the largest government institution in Mexico.

"The [Mitel](#)/Sun offering presented a simplified integrated solution that connects and drives applications to all of our 18 buildings from two centralized locations. The solution will dramatically reduce the complexity of managing multiple devices," said Ing. Alejandro Cuevas director of telecommunications, DGTI. "Knowing that this information is safe and securely stored at a centralized location rather than on each individual PC is incredibly important to the security of public information."

In a time of where cost savings are sought out from many sources within the organization, the combination of the [Mitel](#) IP phone with Sun ultra thin Sun Ray client will result in an average power savings of 75 to 90 percent on the desktop from traditional desktop PC and IP phone.

"To improve our employee productivity and mobility, Audi Australia has decided to implement a [Mitel](#) Unified Communications Solution integrated with Sun Ray desktops," said Wolf-Christian Vaross IT manager, Audi Australia. "The new solution will allow us to deploy seamless desktop and telephony hot desking across our offices, with applications and phone extensions automatically following our employees wherever they login. In addition, we expect to reduce our impact on the environment through reduced energy usage at each desk, while also saving money through lower hardware and management costs."

Multimedia:

- [Valley Healthcare Systems Case Study](#)
- [Sun and Mitel Chairmen Discuss a New Paradigm in Enterprise UC Webcast](#)
- [Mitel Unified IP Client for Sun Ray Product Demo](#)
- [Discover Ultra Thin Voice and Data Solutions Webcast](#)
- Mitel on [YouTube](#)
- Mitel [RSS Feed](#)
- Mitel on [Twitter](#)

About Mitel

Mitel delivers flexibility and simplicity in smart unified communications solutions and applications for organizations of all sizes. Combined with a full range of managed services that include voice and data network design and traffic provisioning, custom application development, and attractive financing options, Mitel is reinventing how successful organizations gain competitive advantage by easily collaborating and communicating over distance and time with customers, colleagues and partners. Mitel's (www.mitel.com) US headquarters are in Phoenix, Arizona. Global headquarters are in Ottawa, Canada, with offices, partners, and resellers worldwide.